

PREPARED FOR

Jennifer Crouse/Robert Thompson
State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

PROPOSAL TO

State of Nebraska, Administrative Services (AS),
Materiel Division, State Purchasing Bureau

PROJECT NAME

Independent Verification and Validation (IV&V)
Services – Best and Final Offer (BAFO)





July 14, 2016

Ms. Jennifer Crouse/Mr. Robert Thompson
State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

Subject: Cambria Solutions' BAFO Cost Proposal for Independent Verification and Validation (IV&V) Services, RFP 5252Z1

Dear Ms. Crouse/Mr. Thompson:

Cambria Solutions, Inc. (Cambria), is pleased to submit our Best and Final Offer (BAFO) to the State of Nebraska, Administrative Services (AS), Materiel Division, State Purchasing Bureau for Independent Verification and Validation (IV&V) Services. This BAFO is in response to your request letter dated July 7, 2016.

As a result of the oral interviews that were conducted, we are even more convinced that Cambria brings the right team, with the right mix of technical and programmatic experience, to meet your needs. The Cambria team with our collaborative, yet independent and unbiased approach, would fit nicely within your environment.

Because we are motivated to earn your business and to be a part of this important project, ***Cambria is providing you with a BAFO representative of highly discounted rates for our qualified staff.*** The Cambria team is not only IV&V practitioners, but they are seasoned personnel with niche technical and business skills in the development of MMIS systems, Medicaid policy and eligibility policy and field operations, as well as possessing governance, training and change management acumen.

Our total cost proposal is reduced from \$3,878,405 to \$3,645,520 -- which is a 6% price cut. We have also reduced the cost of our optional project pricing.

If you have any questions regarding this proposal, please feel free to contact me at 407-256-8957.

Sincerely,

A handwritten signature in blue ink that reads "Suzanne M. Vitale".

Suzanne M. Vitale
Vice President

ATTACHMENT ONE COST SHEET BAFO AND ATTACHMENT TWO OPTIONAL PROJECTS COST SHEET BAFO

The State of Nebraska, Department of Health and Human Services, Division of Medicaid and Long-Term Care, is currently evaluating the Bidders' Technical and Cost proposals in response to RFP # 5252Z1, IV&V Services. At this time, the State requests your overall BAFO, which will require submission of a new cost proposal using the attached workbook(s). Do not submit your new cost proposal in any other format. Bidders are requested to resubmit a new cost proposal that includes the following pricing worksheets:

5252Z1 Attachment One Cost Sheet BAFO

1. Price Summary
2. Labor Category Rates
3. EES IVV Monthly Price
4. DMA IVV Monthly Price

5252Z1 Attachment Two Optional Projects Cost Sheet BAFO

1. Labor Category Rates
2. Optional EDI Platform Migration
3. Optional Enrollment Broker
4. Optional Provider Management
5. Optional Claims Broker Services
6. Optional LTSS Redesign

Submission Information

Your response to this request for a BAFO shall include a complete cost proposal, as described above. This cost proposal will supersede previously submitted cost proposals in its entirety. The BAFO is to be a firm price for the scope of services contained in the RFP. No number included in the attached pricing worksheets shall include more than two digits after the decimal point. The bidder should not add formulas to the cost sheets. All Labor Category Rates should be listed in alphabetical order.

Please note that cost proposals will never be considered proprietary.

Failure to submit a BAFO that conforms to this request may, at the State's sole discretion, result in the rejection of the bidder's cost proposal and, thereby, disqualification of the bidder's entire proposal from further consideration.

Please submit your response with one (1) original hard copy in a sealed envelope by 2:00 PM Central Time on July 14, 2016.

Responses shall be submitted to the following individuals at the following address:

Jennifer Crouse/Robert Thompson, Buyers
State Purchasing Bureau
1526 K St, Suite 103
Lincoln, NE 68508

The sealed responses will be publicly opened on Thursday, July 14, 2016, at 2:00 PM Central Time, at the following address:

State Purchasing Bureau
1526 K St, Suite 103
Lincoln, NE 68508

For your convenience, BAFOs will be available for viewing after the BAFO opening.

Cambria Solutions, Inc. has provided our BAFO cost proposal for Attachment One and Attachment Two on the following pages.

RFP 5252 Z1 BAFO
Pricing Sheets
Pricing Summary

Cambria Solutions, Inc.
Attachment One
1. Price Summary

Evaluated Price Total	\$3,645,520.20
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Contract Base Period	Monthly Price	Estimated Planned # Months	Estimated Planned Total Price
EES Monthly Deliverable Price	\$86,366.00	12	\$1,036,392.00
DMA Monthly Deliverable Price	\$89,969.94	29	\$2,609,128.20

Option Years	Option Year 1		Option Year 2	
Option Years	Monthly Price	Option Year Total Price	Monthly Price	Option Year Total Price
EES Monthly Deliverable Price	\$86,366.00	1,036,392	\$86,366.00	\$1,036,392.00
DMA Monthly Deliverable Price	\$89,969.94	1,079,639	\$89,969.94	\$1,079,639.26

