

Cost Response to RFP 5252 Z1

State of Nebraska Administrative
Services on behalf of the Department
of Health and Human Services

Independent Verification and Validation (IV&V) Services



Proposal Submitted by:

Timothy F. Masse, MBA, Principal
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Proposal Submitted on:

May 18, 2016



May 18, 2016

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

Dear Ms. Crouse and Mr. Thompson:

Enclosed is Berry Dunn McNeil & Parker, LLC's (BerryDunn's) Cost Proposal in response to Request for Proposal (RFP) 5252 Z1 for Independent Verification and Validation (IV&V) services for the Nebraska Department of Health and Human Services (DHHS), Division of Medicaid & Long Term Care (MLTC).

Our proposed costs are based on the scope of services presented in our Technical Proposal and the services requested in the RFP. In developing our Project Plan, we strived to provide a cost-effective approach to meet the State's objectives for this project. We believe our proposed fees are reasonable because they reflect that we have proposed a project team with many years of experience providing Medicaid consulting services for similar large and complex Medicaid Enterprise initiatives.

We have read the RFP and amendments, we understand them, and we agree to the terms and conditions stated therein. Our proposal is a firm and irrevocable offer that is valid for the period of time commencing with the proposal submission deadline of May 18, 2016, until an award is made or the RFP is cancelled.

As the Principal and leader of our Government Consulting Group, I am authorized to bind BerryDunn to the commitments made herein, and I will serve as BerryDunn's representative for all matters related to this RFP. Should you have any questions regarding our proposal, my contact information is as follows:

Timothy F. Masse, Principal
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We are excited about the prospect of working with the MLTC team on these important projects and would welcome the opportunity to present our proposal, team, and corporate qualifications in person and answer any questions the Evaluation Team may have.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Timothy F. Masse'.

Timothy F. Masse, MBA
Principal

Attachment 1: Cost Sheet

BerryDunn is committed to serving as a long-term, independent partner in Nebraska's success. As such, we have proposed a core team for this project that is composed of local resources in combination with team member from our other locations who are excited to become part of the Lincoln community. This core team is supported by a pool of additional resources that will offer Nebraska deep subject matter expertise in areas such as systems security, finance, and CMS certification.

BerryDunn's cost proposal for the EES and DMA project reflects an average, all-inclusive staff mix for those projects. These rates only apply to the requested services and the scope of work defined in BerryDunn's proposal. Hourly rates for additional services will depend on the staff mix that is agreed upon between BerryDunn and Nebraska.

Table 1. Pricing Summary identifies BerryDunn's total proposed price for the contract base periods for the EES and DMA projects. This table reflects the "Evaluated Price Total" table in the Attachment 1 Cost Sheet of the RFP.

Table 1. Pricing Summary	
BerryDunn Total Proposed Price for Contract Base Period	\$4,350,428

Table 2. Pricing Summary by Month identifies the monthly price by project along with the estimated planned price by project. This table reflects the "Contract Base Period" table in the Attachment 1 Cost Sheet of the RFP.

Table 2. Pricing Summary by Month			
Contract Based Period	Monthly Price	Estimated Planned # Months	Estimated Planned Total Price
EES Monthly Deliverable Price	\$106,108.00	12	\$1,273,296.00
DMA Monthly Deliverable Price	\$106,108.00	29	\$3,077,132.00

Table 3. Pricing Summary by Option Years identifies the pricing for option years. This table reflects the “Option Years” table in the Attachment 1 Cost Sheet of the RFP.

Table 3. Pricing Summary by Option Years				
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	\$110,352	\$1,324,227.84	\$114,766	\$1,377,196.95
DMA Monthly Deliverable Price	\$110,352	\$1,324,227.84	\$114,766	\$1,377,196.95

Table 4. Labor Category Rates identifies the labor categories and rates BerryDunn Proposed. This table reflects the “Labor Category Rates” tab in the Attachment 1 Cost Sheet of the RFP.

Table 4. Labor Category Rates	
Labor Category	Hourly Rate
Business Analyst	\$164
Engagement Manager	\$164
Project Manager	\$164
Project Principal	\$164
Quality Coordinator	\$164
Subject Matter Expert	\$164
Technical Analyst	\$164

Table 5. EES Monthly Price identifies the monthly hours, rate, and monthly price by labor category for the EES project. This table reflects the “EES IVV Monthly Price” tab in the Attachment 1 Cost Sheet of the RFP.

Table 5. EES Monthly Price			
Total EES Monthly Price			\$106,108.00
Labor Category	Monthly Hours	Hourly Rate	Monthly Price
Project Principal	4.00	\$164.00	\$656.00
Engagement Manager	36.00	\$164.00	\$5,904.00
Project Manager	150.00	\$164.00	\$24,600.00
Business Analyst	297.00	\$164.00	\$48,708.00
Technical Analyst	150.00	\$164.00	\$24,600.00
Subject Matter Expert	5.00	\$164.00	\$820.00
Quality Coordinator	5.00	\$164.00	\$820.00

Table 6. DMA Monthly Price identifies the monthly hours, rate, and monthly price by labor category for the DMA project. This table reflects the “DMA IVV Monthly Price” tab in the Attachment 1 Cost Sheet of the RFP.

Table 6. DMA Monthly Price			
Total DMA Monthly Price			\$106,108.00
Labor Category	Monthly Hours	Hourly Rate	Monthly Price
Project Principal	4.00	\$164.00	\$656.00
Engagement Manager	36.00	\$164.00	\$5,904.00
Project Manager	150.00	\$164.00	\$24,600.00
Business Analyst	297.00	\$164.00	\$48,708.00
Technical Analyst	150.00	\$164.00	\$24,600.00
Subject Matter Expert	5.00	\$164.00	\$820.00
Quality Coordinator	5.00	\$164.00	\$820.00

Attachment 2: Optional Projects Cost Sheet

BerryDunn had defined rate information for the optional services. This rate information is based on our standard rates. When DHHS decides to engage BerryDunn to assist with these optional services, we will work with DHHS to understand the project needs and design a staff mix to meet the needs of the project. Based on the staffing mix and the onsite/offsite project needs, BerryDunn may be able to provide lower rates for some labor categories.

Table 7. Labor Category Rates – Optional Services identifies the labor categories and rates BerryDunn Proposed. For some of the labor categories, we are able to offer a different rate for roles that we are able to fill with local team members. For the other labor categories, we have planned for 50% of the work being conducted on-site. This table reflects the “Labor Category Rates” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 7. Labor Category Rates – Optional Services	
Labor Category	Hourly Rate
Project Principal	\$350.00
Engagement Manager	\$290.00
Senior Business Analyst - Local Staff	\$180.00
Business Analyst - Local Staff	\$140.00
Technical Analyst - Local Staff	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	\$215.00
Business Analyst - Remote Staff, 50% Onsite	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	\$230.00
Project Coordinator – Local Staff	\$110.00

Table 8. Optional EDI Platform Migration Monthly Price identifies the monthly hours, rate, and monthly price by labor category for the EDI Migration optional project. This table reflects the “Optional EDI Platform Migration” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 8. Optional EDI Platform Migration			
Optional EDI Platform Migration			\$2,075.00*
Labor Category	Monthly Hours*	Hourly Rate	Monthly Price
Project Principal	1	\$350.00	\$350.00
Engagement Manager	1	\$290.00	\$290.00
Senior Business Analyst - Local Staff	1	\$180.00	\$180.00
Business Analyst - Local Staff	1	\$140.00	\$140.00
Technical Analyst - Local Staff	1	\$175.00	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	1	\$215.00	\$215.00
Business Analyst - Remote Staff, 50% Onsite	1	\$170.00	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Project Coordinator – Local Staff	1	\$110.00	\$110.00

* When DHHS engages BerryDunn to assist with this optional services, we will work with DHHS to understand the project needs and design a staff mix and hours to meet the needs of the project. For purposes of completing this table, we have provided one hour per month for each resource.

Table 9. Optional Enrollment Broker NTRAC Integration and Capitation Processing identifies the monthly hours, rate, and monthly price by labor category for the Enrollment Broker optional project. This table reflects the “Optional Enrollment Broker” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 9. Optional Enrollment Broker NTRAC Integration and Capitation Processing			
Optional Enrollment Broker NTRAC Integration and Capitation Processing			\$2,075.00*
Labor Category	Monthly Hours*	Hourly Rate	Monthly Price
Project Principal	1	\$350.00	\$350.00
Engagement Manager	1	\$290.00	\$290.00
Senior Business Analyst - Local Staff	1	\$180.00	\$180.00
Business Analyst - Local Staff	1	\$140.00	\$140.00
Technical Analyst - Local Staff	1	\$175.00	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	1	\$215.00	\$215.00
Business Analyst - Remote Staff, 50% Onsite	1	\$170.00	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Project Coordinator – Local Staff	1	\$110.00	\$110.00

* When DHHS engages BerryDunn to assist with this optional services, we will work with DHHS to understand the project needs and design a staff mix and hours to meet the needs of the project. For purposes of completing this table, we have provided one hour per month for each resource.

Table 10. Optional Provider Management and Portal identifies the monthly hours, rate, and monthly price by labor category for the Provider Management and Portal optional project. This table reflects the “Optional Provider Management” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 10. Optional Provider Management and Portal			
Optional Provider Management and Portal			\$2,075.00*
Labor Category	Monthly Hours*	Hourly Rate	Monthly Price
Project Principal	1	\$350.00	\$350.00
Engagement Manager	1	\$290.00	\$290.00
Senior Business Analyst - Local Staff	1	\$180.00	\$180.00
Business Analyst - Local Staff	1	\$140.00	\$140.00
Technical Analyst - Local Staff	1	\$175.00	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	1	\$215.00	\$215.00
Business Analyst - Remote Staff, 50% Onsite	1	\$170.00	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Project Coordinator – Local Staff	1	\$110.00	\$110.00

* When DHHS engages BerryDunn to assist with this optional services, we will work with DHHS to understand the project needs and design a staff mix and hours to meet the needs of the project. For purposes of completing this table, we have provided one hour per month for each resource.

Table 11. Optional Claims Broker Services identifies the monthly hours, rate, and monthly price by labor category for the Claims Broker Services optional project. This table reflects the “Optional Claims Broker Services” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 11. Optional Claims Broker Services			
Optional Claims Broker Services			\$2,075.00*
Labor Category	Monthly Hours*	Hourly Rate	Monthly Price
Project Principal	1	\$350.00	\$350.00
Engagement Manager	1	\$290.00	\$290.00
Senior Business Analyst - Local Staff	1	\$180.00	\$180.00
Business Analyst - Local Staff	1	\$140.00	\$140.00
Technical Analyst - Local Staff	1	\$175.00	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	1	\$215.00	\$215.00
Business Analyst - Remote Staff, 50% Onsite	1	\$170.00	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Project Coordinator – Local Staff	1	\$110.00	\$110.00

* When DHHS engages BerryDunn to assist with this optional services, we will work with DHHS to understand the project needs and design a staff mix and hours to meet the needs of the project. For purposes of completing this table, we have provided one hour per month for each resource.

Table 12. Optional Long Term Support Services Redesign Implementation identifies the monthly hours, rate, and monthly price by labor category for the Long Term Support Services Redesign optional project. This table reflects the “Optional LTSS Redesign” tab in the Attachment 2 Optional Projects Cost Sheet of the RFP.

Table 12. Optional Long Term Support Services Redesign Implementation			
Optional Long Term Support Services Redesign Implementation			\$2,075.00*
Labor Category	Monthly Hours*	Hourly Rate	Monthly Price
Project Principal	1	\$350.00	\$350.00
Engagement Manager	1	\$290.00	\$290.00
Senior Business Analyst - Local Staff	1	\$180.00	\$180.00
Business Analyst - Local Staff	1	\$140.00	\$140.00
Technical Analyst - Local Staff	1	\$175.00	\$175.00
Senior Business Analyst - Remote Staff, 50% Onsite	1	\$215.00	\$215.00
Business Analyst - Remote Staff, 50% Onsite	1	\$170.00	\$170.00
Technical Analyst - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Subject Matter Expert - Remote Staff, 50% Onsite	1	\$230.00	\$230.00
Project Coordinator – Local Staff	1	\$110.00	\$110.00

* When DHHS engages BerryDunn to assist with this optional services, we will work with DHHS to understand the project needs and design a staff mix and hours to meet the needs of the project. For purposes of completing this table, we have provided one hour per month for each resource.