

BAFO COST PROPOSAL

RFP 6113 Z1

Bidder Name: Acumen LLC.

Bidder to complete the following cost proposal, including all costs associated with each section. Implementation costs will be proposed as fixed bid, with the breakout of costs noted below. Implementation costs will be paid, based on 4 milestones, each with associated deliverables:

- Design Milestone: 20% of Implementation fees;
- Development Milestone 20% of Implementation fees;
- Production Milestone: 30% of Implementation fees;
- R3 Milestone Completion: 30% of Implementation fees.

Milestone deliverables are elaborated in RFP Section VII.A.

Implementation Costs

Description	Cost
Milestone 1: Design Milestone, includes creation, review and acceptance of the following:	
a. Project Management Plan, to include but not limited to:	
1) Work Breakdown Structure	
2.) Communication Plan	
3) Change Management Plan	
4) Staffing Management Plan	
5) Risk Management Plan	
6) Issue Management Plan	
7) Quality Management Plan	
b. Detailed Project Work Plan/Schedule	
c. Project Kickoff Meeting & Presentation	
d. Project Deliverable and Acceptance Process	
e.. Design and Configuration Deliverables	
Milestone 1 Payment (20% of Fixed Bid Implementation Fee)	

Milestone 2: Development Milestone, includes, but not limited to creation, review and acceptance of the following:	
a. Implementation Plan with detailed 'Go Live' Plan	
b. Design and Implementation Deliverable Work Products	
c. Updated Configuration & Design Documents	
1) User Manuals	
2) Completion of System and Artifact Deliverables, including updated RTM	
d. Completion of Artifact and Milestone Walk-throughs	
e. Delivery of Production-Ready System & Solution/Services	
f. Successful Completion of all System and UAT Testing	

g. Successful completion of all User Training:	
h. Training for Providers, Caregivers, Participants and Representatives	
1) *Training for State Staff	\$20,000
2) Completion of all Required R2 Artifacts	
i. Successful completion and acceptance of Attachment D – System Security Plan	
j. Review and Acceptance of all agreed pre-production activities and artifacts required for 'Go Live' Approval	
Milestone 2 Payment (20% of Fixed Bid Implementation Fee)	\$110,000

*To support DHHS' ability to identify which cost(s) will apply to each FMAP allocation, provide specific cost for "Training for State Staff", and include the cost in the Milestone 2 Payment.

Milestone 3: Production Milestone, includes but not limited to the following:	
a. Successful Completion of all 'Go-Live' Activities	
b. Fully operational production EVV solution providing all agreed functionality	
c. Fully functional Customer Support Services	
d. Transition to Account Management	
e. Successful Completion and Acceptance/Approval from CMS of all required R2 Artifacts	
Milestone 3 Payment (30% of Fixed Bid Implementation Fee)	\$165,000

Milestone 4: R3 Milestone Completion, includes but not limited to the following:	
a. Completion of any agreed post-production functionality	
b. Completion and Acceptance by CMS of all Required R3 Functionality and Artifacts	
Milestone 4 Payment (30% of Fixed Bid Implementation Fee)	\$165,000

Ongoing operational costs will be paid on a PMPM (Per Member Per Month) fee, based on number of active clients receiving service visits each month as per the definition in the glossary.

EHR All-Inclusive Rates

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Contractor - Resource Hourly Rates		
Type of Resource	Phases	
	DDI and Certification	Operations
Project Manager	\$175.00 to \$225.00	\$175.00 to \$225.00
Contract Manager	\$250.00	\$250.00
Integration Lead	\$200.00	\$200.00
Security Lead	\$200.00	\$200.00
Security Analyst	\$125.00 to \$175.00	\$125.00 to \$175.00
Architecture Lead	\$175.00 to \$225.00	\$175.00 to \$225.00
System Architect	\$150.00 to \$200.00	\$150.00 to \$200.00
Sr. System Architect	\$175.00 to \$225.00	\$175.00 to \$225.00
Configuration Lead	\$150.00	\$150.00
Configuration Specialist	\$100.00 to \$125.00	\$100.00 to \$125.00
Sr. Configuration Specialist	\$125.00 to \$150.00	\$125.00 to \$150.00
Infrastructure Lead	\$200.00	\$200.00
Infrastructure Analyst	\$125.00 to \$150.00	\$125.00 to \$150.00
Developer	\$85.00 to \$125.00	\$85.00 to \$125.00
Sr. Developer	\$110.00 to 150.00	\$110.00 to 150.00
Database Lead	\$150.00 to 175.00	\$150.00 to 175.00
Database Administrator	\$125.00 to 150.00	\$125.00 to 150.00
Database Analyst	\$100.00 to \$125.00	\$100.00 to \$125.00
Sr. Database Administrator	\$150.00 to \$175.00	\$150.00 to \$175.00
Testing Lead	\$125.00 to \$150.00	\$125.00 to \$150.00
Tester	\$75.00 to \$125.00	\$75.00 to \$125.00
Technical Writer	\$75.00 to \$110.00	\$75.00 to \$110.00
Sr. Data Scientist	\$250.00	\$250.00
Data Scientist	\$175.00 to \$225.00	\$175.00 to \$225.00
System Analyst	\$100.00 to 125.00	\$100.00 to 125.00
Sr. System Analyst	\$125.00 to 175.00	\$125.00 to 175.00
Business Analyst	\$105.00 to 150.00	\$105.00 to 150.00
Sr. Business Analyst	\$150.00 to 175.00	\$150.00 to 175.00
Certification Lead	\$200.00	\$200.00
Training Lead	\$200.00	\$200.00
Trainer	\$100.00 to \$125.00	\$100.00 to \$125.00
Add others as needed	\$ Upon Request	\$ Upon Request

