

May 1, 2018

COST PROPOSAL

Medical Transcription Services
Solicitation Number: RFP 5821 Z1

The State of Nebraska
Department of Administrative Services, Materiel Division
State Purchasing Bureau
Attn: Teresa Fleming, Buyer
1526 K Street, Suite 130
Lincoln, NE 68508
402-471-6500
teresa.fleming@nebraska.gov
as.materielpurchasing@nebraska.gov

Transcription Plus, LLC
Attn: Mary A. Goehring
16112 Stuarts Draft Court
Charlotte, NC 28278
860-583-2818
mary@transcriptionplus.net

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COST PROPOSAL

Request for Proposal 5821 Z1

Bidder Name: Transcription Plus, LLC

Provide the cents per line as a typed line of 65 characters with spaces in 12 point font. The estimated amount of lines per month is 75,000.

Medical Transcription Services	Initial Period Year One	Renewal One Year Two	Renewal Two Year Three	Renewal Three Year Four	Renewal Four Year Five
24 Hour Turnaround Time	\$94,500	\$94,500	\$94,500	\$94,500	\$94,500

Optional Services

There may arise from time to time a need for work not originally delineated in this RFP but considered within the scope of work. This additional work may stem from legislative mandates, emerging technologies, etc. that is not otherwise addressed in this RFP or known at the time this RFP was issued.

Bidders should complete the service rates table below.

Service	Rate	Unit of Measure (Line, hourly, unit, month, etc.)
Transcription services for Federal/State/Municipal/Legislative Documentation, Medical Records (all specialties and EHR experts), Meeting Minutes, Policy & Procedure Manuals, Interviews (1:1 or group), Captioning Service, Legal Arbitrations/Depositions/Hearings, Medical and Marketing, Research and Focus Groups, Special Projects, Video Production	\$22.00	Per Hour
Transcripts, Academia, Business, Miscellaneous Word Processing and more.	\$3.00	Per Page
	\$0.119	Per Line
	\$0.015	Per Word
	\$0.0025	Per Black Character
	\$1.99	Per Audio Minute

Alternate Payment Option

Respectfully, submitting a bid price per report is not feasible unless the general/typical length of each report is known. Technically speaking, it could take 10 minutes (manpower time) and/or \$3.00 to process a 1 page report; it could take 17 hours (manpower time) and/or cost \$300 to process a 100 page report.

The State would be doing themselves a disservice to request a per-report bid quote, as the transcription service would have to factor in the unknown quotient regarding the vast discrepancy in length of the reports into the cost of doing business; resulting in an exaggerated higher cost per report.

The industry-standard method of quoting this type of work is typically:

*Cost per hour of actual processing time (most exact and most equitable to both parties – accurate processing)

*Cost per audio minute (production processing)

*Cost per page (typically more expensive for the client, as many paragraphs/sentences/phrase/lines/words/characters can automatically be electronically added—taking only seconds of processing time, all of which the client winds up paying extra for. Additionally, font size, margins, single/double/triple spacing and general page formatting are all variables which determine how much actual typing fits on a single page. (production processing)

*Cost per line of typing (typically more expensive for the client, as many

paragraphs/sentences/phrase/lines/words/characters can automatically be electronically added—taking only seconds

of processing time, all of which the client winds up paying extra for.) (production processing)

*Cost per word typed - (typically more expensive for the client, as many paragraphs/sentences/phrase/lines/words/characters can automatically be electronically added—taking only seconds of processing time, all of which the client winds up paying extra for.) (production processing)

*Cost per black character (typically more expensive for the client, as many paragraphs/sentences/phrase/lines/words/characters can automatically be electronically added—taking only seconds of processing time, all of which the client winds up paying extra for. (production processing)

Although we can submit a per-page/line/word/black character/audio minute bid, Transcription Plus, LLC has proven since 1989 that our per-hour charge is a more economically feasible payment method for our clients. Should a client be able to utilize this per-hour structure, the fee for our services is \$22.00 per hour of processing time, with no additional charge incurred for expedited delivery. As a very rough estimate, it would take 3 to 5 times the length of the audio to accurately process/proofread straight-speech (I person) dictation. The clarity of the audio and the structure of conversation of any 1:1 or group session greatly affects the processing time, as well as the quality/accuracy of the completed transcript. We can provide the transcript(s) in any format required and can also work with specific templates and/or macros which may be client specific. We offer secure digital file transfer and/or 1-800-# dial-in dictation through a traditional telephone line (which would be an additional cost of \$.25 per minute of audio time) or our Smartphone APP service (<https://www.transcriptionplus.net/smartphones.html>). We can also accept mini/micro/standard tapes, CDs, thumb drives, VHS audio, etc.-for processing. NOTE: If requested, Transcription Plus, LLC will bill by whichever cost winds up being lower.

Form A
Bidder Contact Sheet
Request for Proposal Number 5821 Z1

Preparation of Response Contact Information	
Bidder Name:	Transcription Plus, LLC
Bidder Address:	16112 Stuart Draft State, Charlotte, North Carolina 28278
Contact Person & Title:	Mary A. Goehring, Chief Executive Officer
Email Address:	mary@transcriptionplus.net
Telephone Number (Office):	860-583-2818
Telephone Number (Cellular):	860-583-2818
Fax Number (Cellular):	980-729-8654

Communication with the State Contact Information	
Bidder Name:	Transcription Plus, LLC
Bidder Address:	16112 Stuart Draft State, Charlotte, North Carolina 28278
Contact Person & Title:	Mary A. Goehring, Chief Executive Officer
Email Address:	mary@transcriptionplus.net
Telephone Number (Office):	860-583-2818
Telephone Number (Cellular):	860-583-2818
Fax Number (Cellular):	980-729-8654

FORM MUST BE SIGNED USING AN INDELIBLE METHOD (NOT ELECTRONICALLY)

FIRM:	Transcription Plus, LLC
COMPLETE ADDRESS:	16112 Stuart Draft State, Charlotte, NC 28278
TELEPHONE NUMBER:	860-583-2818
FAX NUMBER:	980-729-8654
DATE:	May 1, 2018
SIGNATURE:	
TYPED NAME & TITLE OF SIGNER:	Mary A. Goehring, Chief Executive Officer