

Attachment A  
Cost Proposal  
Request for Proposal Number 5868 Z1

Bidder is to complete and return this form with their Bid Submission.

Bidder is to provide a cost for each SOW and for each plan year shown with an "X".

**BIDDER NAME:** Aon

DESCRIPTION	Plan Year									
	January 2019 – December 2019		January 2020 – December 2020		January 2021 – December 2021		January 2022 – December 2022		January 2023 – December 2023	
<b>SOW 1 – Annual Capitation Rate Setting Capitation Rate Methodology Development Determination</b>	x	\$90,000	x	\$90,000	x	\$95,000	x	\$95,000	x	\$100,000
Rate Data analysis and Manipulation	x	\$75,000	x	\$75,000	x	\$80,000	x	\$80,000	x	\$85,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$30,000	x	\$30,000	x	\$31,000	x	\$31,000	x	\$32,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$60,000	EA	\$60,000	EA	\$62,000	EA	\$62,000	EA	\$64,000
Capitation Rate Finalization	x	\$40,000	x	\$40,000	x	\$41,000	x	\$41,000	x	\$42,000
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>	\$200,000									
<b>SOW 3 - 1915(b) Waiver</b>	x	\$50,000	x	\$50,000	x	\$55,000	x	\$55,000	x	\$60,000
<b>SOW 4 - PACE</b>	x	\$30,000	x	\$30,000	x	\$32,000	x	\$32,000	x	\$34,000
<b>SOW 5 – 1115 Waiver</b>	x	\$75,000	x	\$75,000	x	\$80,000	x	\$80,000	x	\$85,000
<b>SOW 6- Dental Rate Setting</b>	x	\$45,000	x	\$45,000	x	\$50,000	x	\$50,000	x	\$55,000
Rate Data Analysis and Manipulation	x	\$35,000	x	\$35,000	x	\$37,000	x	\$37,000	x	\$39,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$15,000	x	\$15,000	x	\$16,000	x	\$16,000	x	\$17,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$25,000	EA	\$25,000	EA	\$27,000	EA	\$27,000	EA	\$29,000
Dental Capitation Rate Finalization	x	\$20,000	x	\$20,000	x	\$21,000	x	\$21,000	x	\$22,000
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>	\$75,000									

**Please Note:**

**SOW 1** and **SOW 2** are Statement of Work projects in the Plan Year shown in which the deliverable will impact the next Year Plan.

**SOW 3** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period.

**SOW 4** Upper payment limits for PACE

**SOW 5** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period

**SOW 6** and **SOW 7** are Statement of Work projects in the Plan Year shown in which the deliverable will impact the next Year Plan.

**OPTIONAL RENEWALS**

DESCRIPTION	First Optional Renewal Period – Year One		First Optional Renewal Period – Year Two	
	January 2024 – December 2024		January 2025 – December 2025	
<b>SOW 1 – Annual Capitation Rate Setting</b>	x	\$100,000	x	\$105,000
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$85,000	x	\$90,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$32,000	x	\$33,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$64,000	EA	\$66,000
Capitation Rate Finalization	x	\$42,000	x	\$43,000
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>		\$210,000		
<b>SOW 3 - 1915(b) Waiver</b>	x	\$60,000	x	\$65,000
<b>SOW 4 - PACE</b>	x	\$34,000	x	\$36,000
<b>SOW 5 – 1115 Waiver</b>	x	\$85,000	x	\$90,000
<b>SOW 6- Dental Rate Setting</b>	x	\$55,000	x	\$60,000
Rate Data Analysis and Manipulation	x	\$39,000	x	\$41,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$17,000	x	\$18,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$29,000	EA	\$31,000
Dental Capitation Rate Finalization	x	\$22,000	x	\$23,000
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>		\$85,000		

**Please Note:**

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- SOW 3** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period.
- SOW 4** Upper payment limits for PACE
- SOW 5** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period
- SOW 6** and **SOW 7** are Statement of Work projects in the Plan Year shown in which the deliverable will impact the next Year Plan

BIDDER NAME: Aon

DESCRIPTION	Second Optional Renewal Period – Year One		Second Optional Renewal Period – Year Two	
	January 2026 – December 2026		January 2027 – December 2027	
<b>SOW 1 – Annual Capitation Rate Setting</b>	x	\$105,000	x	\$110,000
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$90,000	x	\$95,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$33,000	x	\$34,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$66,000	EA	\$68,000
Capitation Rate Finalization	x	\$43,000	x	\$44,000
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>		\$215,000		
<b>SOW 3 - 1915(b) Waiver</b>	x	\$65,000	x	\$70,000
<b>SOW 4 - PACE</b>	x	\$36,000	x	\$38,000
<b>SOW 5 – 1115 Waiver</b>	x	\$90,000	x	\$95,000
<b>SOW 6- Dental Rate Setting</b>	x	\$60,000	x	\$65,000
Rate Data Analysis and Manipulation	x	\$41,000	x	\$43,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$18,000	x	\$19,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$31,000	EA	\$33,000
Dental Capitation Rate Finalization	x	\$23,000	x	\$24,000
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>		\$90,000		

**Please Note:**

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**SOW 3** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period.

**SOW 4** Upper payment limits for PACE

**SOW 5** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period

**SOW 6** and **SOW 7** are Statement of Work projects in the Plan Year shown in which the deliverable will impact the next Year Plan

BIDDER NAME: Aon

DESCRIPTION	Third Optional Renewal Period – Year One		Third Optional Renewal Period – Year Two	
	January 2028 – December 2028		January 2029 – December 2029	
<b>SOW 1 – Annual Capitation Rate Setting</b>	x	\$110,000	x	\$115,000
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$95,000	x	\$100,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$34,000	x	\$35,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$68,000	EA	\$70,000
Capitation Rate Finalization	x	\$44,000	x	\$45,000
<b>SOW 2 – Capitation Rate Rebasings – One (1) time for contract duration</b>	\$220,000			
<b>SOW 3 - 1915(b) Waiver</b>	x	\$70,000	x	\$75,000
<b>SOW 4 - PACE</b>	x	\$38,000	x	\$40,000
<b>SOW 5 – 1115 Waiver</b>	x	\$95,000	x	\$100,000
<b>SOW 6- Dental Rate Setting</b>	x	\$65,000	x	\$70,000
Rate Data Analysis and Manipulation	x	\$43,000	x	\$45,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$19,000	x	\$20,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$33,000	EA	\$35,000
Dental Capitation Rate Finalization	x	\$24,000	x	\$25,000
<b>SOW 7- Dental Rebasings– One (1) time for contract duration</b>	\$95,000			

**Please Note:**

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**SOW 3** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period.

**SOW 4** Upper payment limits for PACE

**SOW 5** is a Statement of Work project in the Plan Year shown in which the deliverables will impact the next Waiver Period

**SOW 6** and **SOW 7** are Statement of Work projects in the Plan Year shown in which the deliverable will impact the next Year Plan

BIDDER NAME: Aon

**OPTIONAL SERVICES**

**Bidder Name:** Aon

Provide the hourly rate for additional consulting services for new Statements of Work. There is no guarantee regarding the number of hours that will be used.

Also for **SOW 8**; Statement of Work for Special Work Projects to be determined and based upon the staffing and hourly rates provided below

The bidder must list each role/title and provide an hourly rate. These rates are fixed for the initial term of the contract. At renewal time, rates may increase by no more than 5% with supporting justification for any increase.

POSITION ROLE/TITLE	UOM	Rate
Principal	HR	\$350
Senior-level Actuary	HR	\$280
Actuary	HR	\$250
Junior-level Actuary	HR	\$180
	HR	\$
	HR	\$
	HR	\$