



The State of Nebraska Department of Administrative Services (DAS)

Medicaid Managed Care Actuarial and
Consulting Services

Cost Proposal - ORIGINAL

RFP # 5868 Z1 | July 13, 2018



**The State of Nebraska Department
of Administrative Services (DAS)**

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Consulting Services

Cost Proposal - ORIGINAL

RFP # 5868 Z1 | July 13, 2018

July 12, 2018

Nancy Storant/Teresa Fleming
State Purchasing Bureau, State of Nebraska
1526 K Street, Suite 130
Lincoln, NE 68508

RE: Request for Proposal for Medicaid Actuarial and Consulting Services (RFP 5858 Z1)

Dear Ms. Storant and Ms. Fleming:

Deloitte Consulting LLP (Deloitte) is pleased to submit this proposal to the State of Nebraska, Department of Health and Human Services to provide Medicaid Actuarial and Consulting Services for RFP 5868 Z1. We have reviewed the requirements in your RFP and have assembled a team with the depth of experience and skills to meet your needs.

We are providing one (1) original copy of the Technical Proposal; one (1) original copy of the Cost Proposal; and one (1) separately sealed copy of our Proprietary Information.

We have organized our responses per RFP requirements, as follows:

- **Section 1 – Request for Proposal Form**, which is responsive to RFP Section VI.A.1
- **Section 2 – Corporate Overview**, which is responsive to RFP Section VI.A.2
- **Section 3 – Technical Approach**, which is responsive to RFP Section VI.A.3
- **Cost Proposal**, which is responsive to RFP Section VII

The State of Nebraska has been, and continues to be a very important and valued client to Deloitte. We look forward to working with you and building off the successes of our ongoing Data Management and Analytics (DMA) engagement. We appreciate this opportunity to continue our relationship.

As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP.

Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries.

Additionally, we look forward to working you in identifying opportunities to align overlapping rate setting services and DMA services our firm provides, which may allow for additional Federal Financial Participation funding options.

Very truly yours,
Deloitte Consulting LLP

By:  _____

Tim FitzPatrick
Principal

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A. Cost Sheet

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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: Deloitte Consulting LLP

DESCRIPTION	Plan Year									
	January 2019 – December 2019		January 2020 – December 2020		January 2021 – December 2021		January 2022 – December 2022		January 2023 – December 2023	
SOW 1 – Annual Capitation Rate Setting Capitation Rate Methodology Development Determination	x	\$119,000	x	\$124,000	x	\$129,000	x	\$134,000	x	\$139,000
Rate Data analysis and Manipulation	x	\$239,000	x	\$249,000	x	\$259,000	x	\$269,000	x	\$280,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$72,000	x	\$75,000	x	\$78,000	x	\$81,000	x	\$84,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$40,000	EA	\$40,000	EA	\$40,000	EA	\$40,000	EA	\$40,000
Capitation Rate Finalization	x	\$48,000	x	\$50,000	x	\$52,000	x	\$54,000	x	\$56,000
SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration	\$840,000									
SOW 3 - 1915(b) Waiver	X	\$61,000	x	\$38,000	x	\$63,000	x	\$40,000	x	\$66,000
SOW 4 - PACE	X	\$84,000	x	\$87,000	x	\$90,000	x	\$94,000	x	\$98,000
SOW 5 – 1115 Waiver	X	\$126,000	x	\$79,000	x	\$82,000	x	\$85,000	x	\$88,000
SOW 6- Dental Rate Setting	X	\$14,000	x	\$15,000	x	\$16,000	x	\$17,000	x	\$18,000
Rate Data Analysis and Manipulation	X	\$28,000	x	\$29,000	x	\$30,000	x	\$31,000	x	\$32,000
Interim Reporting and Other Deliverables for Rate Setting Functions	X	\$8,400	x	\$8,700	x	\$9,000	x	\$9,400	x	\$9,800
Capitation Rate Updates - Two (2) or more times per year	EA	\$20,000	EA	\$20,000	EA	\$20,000	EA	\$20,000	EA	\$20,000
Dental Capitation Rate Finalization	X	\$5,600	x	\$5,800	x	\$6,000	x	\$6,200	x	\$6,400
SOW 7- Dental Rebasing– One (1) time for contract duration	\$115,000									



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	
SOW 1 – Annual Capitation Rate Setting Capitation Rate Methodology Development Determination	x	\$146,000	x	\$153,000
Rate Data analysis and Manipulation	x	\$294,000	x	\$309,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$88,000	x	\$92,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$45,000	EA	\$45,000
Capitation Rate Finalization	x	\$59,000	x	\$62,000
SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration		\$662,000		
SOW 3 - 1915(b) Waiver	x	\$42,000	x	\$69,000
SOW 4 - PACE	x	\$103,000	x	\$108,000
SOW 5 – 1115 Waiver	x	\$153,000	x	\$96,000
SOW 6 - Dental Rate Setting	x	\$19,000	x	\$20,000
Rate Data Analysis and Manipulation	x	\$34,000	x	\$36,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$10,000	x	\$11,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$22,500	EA	\$22,500
Dental Capitation Rate Finalization	x	\$6,700	x	\$7,000
SOW 7 - Dental Rebasing- One (1) time for contract duration		\$91,000		

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.

BIDDER NAME: Deloitte Consulting LLP

DESCRIPTION	Second Optional Renewal Period – Year One		Second Optional Renewal Period – Year Two	
	January 2026 – December 2026		January 2027 – December 2027	
SOW 1 – Annual Capitation Rate Setting	x	\$161,000	x	\$169,000
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$324,000	x	\$340,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$97,000	x	\$102,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$50,000	EA	\$50,000
Capitation Rate Finalization	x	\$65,000	x	\$68,000
SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration		\$695,000		
SOW 3 - 1915(b) Waiver	x	\$44,000	x	\$72,000
SOW 4 - PACE	x	\$113,000	x	\$119,000
SOW 5 – 1115 Waiver	x	\$101,000	x	\$106,000
SOW 6- Dental Rate Setting	x	\$21,000	x	\$22,000
Rate Data Analysis and Manipulation	x	\$38,000	x	\$40,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$12,000	x	\$13,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$25,000	EA	\$25,000
Dental Capitation Rate Finalization	x	\$7,400	x	\$7,800
SOW 7- Dental Rebasing– One (1) time for contract duration		\$96,000		

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.

BIDDER NAME: Deloitte Consulting LLP

DESCRIPTION	Third Optional Renewal Period – Year One		Third Optional Renewal Period – Year Two	
		January 2028 – December 2028		January 2029 – December 2029
SOW 1 – Annual Capitation Rate Setting	x	\$177,000	x	\$186,000
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$357,000	x	\$375,000
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$107,000	x	\$112,000
Capitation Rate Updates – Two (2) or more times per year	EA	\$55,000	EA	\$55,000
Capitation Rate Finalization	x	\$71,000	x	\$75,000
SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration		\$730,000		
SOW 3 - 1915(b) Waiver	x	\$46,000	x	\$76,000
SOW 4 - PACE	x	\$125,000	x	\$131,000
SOW 5 – 1115 Waiver	x	\$111,000	x	\$117,000
SOW 6 - Dental Rate Setting	x	\$23,000	x	\$24,000
Rate Data Analysis and Manipulation	x	\$42,000	x	\$44,000
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$14,000	x	\$15,000
Capitation Rate Updates - Two (2) or more times per year	EA	\$27,500	EA	\$27,500
Dental Capitation Rate Finalization	x	\$8,200	x	\$8,600
SOW 7 - Dental Rebasing– One (1) time for contract duration		\$101,000		

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.

BIDDER NAME: Deloitte Consulting LLP

OPTIONAL SERVICES

BIDDER NAME: Deloitte Consulting LLP

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
Engagement Executive	HR	\$329.00
Engagement Director	HR	\$325.00
Senior Project Manager	HR	\$319.00
Project Manager	HR	\$309.00
Senior Project Consultant	HR	\$268.00
Project Consultant	HR	\$228.00
Project Analyst	HR	\$208.00
Data Analyst 4	HR	\$186.00
Data Analyst 3	HR	\$153.00
Data Analyst 2	HR	\$124.00
Data Analyst 1	HR	\$111.00

B. Prices

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Prices quoted shall be net, including transportation and delivery charges fully prepaid by the bidder, F.O.B. destination named in the RFP. No additional charges will be allowed for packing, packages, or partial delivery costs. When an arithmetic error has been made in the extended total, the unit price will govern.

Deloitte confirms that the fixed prices quoted in Section A (Attachment A) above exclude costs for preparing, packaging, and delivering the proposal.