

**Response to the  
Nebraska State Purchasing Bureau**

**Solicitation Number RFP 5868 Z1  
Medicaid Managed Care Actuarial and Consulting  
Services**

**Cost Proposal**



**Original**



Submitted by:

**Optumas**

7400 E. McDonald Drive Suite 101

Scottsdale, AZ 85250

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## Transmittal Letter

July 10, 2018

Ms. Nancy Storant and Ms. Teresa Fleming  
State Purchasing Bureau  
1526 K Street, Suite 130  
Lincoln, NE 68508

**Subject: Request for Proposal (RFP #5868 Z1) — Medicaid Managed Care Actuarial and Consulting Services for Nebraska Medicaid**

Dear Ms. Storant and Ms. Fleming:

Per Section VII of the RFP, we have provided a Cost Proposal using the State's Cost Sheet in accordance with Section I Submission of Proposal.

The Cost Proposal presents the total fixed price to perform all the requirements of the RFP. We understand that the State reserves the right to review all aspects of cost for reasonableness and to request clarification of any proposal where the cost component shows significant and unsupported deviation from industry standards or in areas where detailed pricing is required.

Prices quoted in the Cost Proposal are net, including transportation and delivery charges fully prepaid by the bidder, F.O.B. destination named in the RFP. We understand that no additional charges will be allowed for packing, packages, or partial delivery costs and that when an arithmetic error has been made in the extended total, the unit price will govern.

I, Steven P. Schramm, will be the **Optumas** team contact person regarding this RFP and I am the person authorized to bind **Optumas** to all statements, including services and prices, contained in the proposal and any RFP addenda. My contact information is noted below.

Sincerely,

BY:  Date: July 10, 2018

Steven P. Schramm  
Managing Director  
Schramm Health Partners, LLC dba **Optumas**  
7400 East McDonald Drive, Suite #101  
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## **Section VII. Cost Proposal Requirements**

*Within this section of our RFP response we provide the Cost Proposal references in “VII. Cost Proposal Requirements” on page 34 of the RFP.*

### **Attachment A – Cost Proposal**

Please see the following pages for the Cost Proposal provided using the State’s Cost Sheet

Attachment A:  
Cost Proposal

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:** Schramm Health Partners, LLC dba Optumas

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	\$70,000	x	\$70,000	x	\$70,700	x	\$70,700	x	\$70,700
Rate Data analysis and Manipulation	x	\$60,000	x	\$60,000	x	\$60,600	x	\$60,600	x	\$60,600
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$60,000	x	\$60,000	x	\$60,600	x	\$60,600	x	\$60,600
Capitation Rate Updates - Two (2) or more times per year	EA	\$45,000	EA	\$45,000	EA	\$45,450	EA	\$45,450	EA	\$45,450
Capitation Rate Finalization	x	\$45,000	x	\$45,000	x	\$45,450	x	\$45,450	x	\$45,450
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>	\$150,000									
<b>SOW 3 - 1915(b) Waiver</b>	x	\$35,000	x	\$35,000	x	\$35,350	x	\$35,350	x	\$35,350
<b>SOW 4 - PACE</b>	x	\$30,000	x	\$30,000	x	\$30,300	x	\$30,300	x	\$30,300
<b>SOW 5 – 1115 Waiver</b>	x	\$50,000	x	\$50,000	x	\$50,500	x	\$50,500	x	\$50,500
<b>SOW 6- Dental Rate Setting</b>	x	\$12,500	x	\$12,500	x	\$12,625	x	\$12,625	x	\$12,625
Rate Data Analysis and Manipulation	x	\$10,000	x	\$10,000	x	\$10,100	x	\$10,100	x	\$10,100
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$10,000	x	\$10,000	x	\$10,100	x	\$10,100	x	\$10,100
Capitation Rate Updates - Two (2) or more times per year	EA	\$20,000	EA	\$20,000	EA	\$20,200	EA	\$20,200	EA	\$20,200
Dental Capitation Rate Finalization	x	\$10,000	x	\$10,000	x	\$10,100	x	\$10,100	x	\$10,100
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>	\$30,000									

**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	\$71,407	x	\$71,407
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$60,600	x	\$60,600
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$61,206	x	\$61,206
Capitation Rate Updates – Two (2) or more times per year	EA	\$61,206	EA	\$61,206
Capitation Rate Finalization	x	\$45,905	x	\$45,905
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>		\$153,015		
<b>SOW 3 - 1915(b) Waiver</b>	x	\$35,704	x	\$35,704
<b>SOW 4 - PACE</b>	x	\$30,603	x	\$30,603
<b>SOW 5 – 1115 Waiver</b>	x	\$51,005	x	\$51,005
<b>SOW 6- Dental Rate Setting</b>	x	\$12,751	x	\$12,751
Rate Data Analysis and Manipulation	x	\$10,201	x	\$10,201
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$10,201	x	\$10,201
Capitation Rate Updates - Two (2) or more times per year	EA	\$20,402	EA	\$20,402
Dental Capitation Rate Finalization	x	\$10,201	x	\$10,201
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>		\$30,603		

**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: Schramm Health Partners, LLC dba Optumas

DESCRIPTION	Second Optional Renewal Period – Year One		Second Optional Renewal Period – Year Two	
	January 2026 – December 2026		January 2027 – December 2027	
<b>SOW 1</b> – Annual Capitation Rate Setting Capitation Rate Methodology Development Determination	x	\$72,121	x	\$72,121
Rate Data analysis and Manipulation	x	\$60,600	x	\$60,600
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$61,818	x	\$61,818
Capitation Rate Updates – Two (2) or more times per year	EA	\$61,818	EA	\$61,818
Capitation Rate Finalization	x	\$46,364	x	\$46,364
<b>SOW 2</b> – Capitation Rate Rebasing – One (1) time for contract duration	\$154,545			
<b>SOW 3</b> - 1915(b) Waiver	x	\$36,061	x	\$36,061
<b>SOW 4</b> - PACE	x	\$30,909	x	\$30,909
<b>SOW 5</b> – 1115 Waiver	x	\$51,515	x	\$51,515
<b>SOW 6</b> - Dental Rate Setting	x	\$12,879	x	\$12,879
Rate Data Analysis and Manipulation	x	\$10,303	x	\$10,303
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$10,303	x	\$10,303
Capitation Rate Updates - Two (2) or more times per year	EA	\$20,606	EA	\$20,606
Dental Capitation Rate Finalization	x	\$10,303	x	\$10,303
<b>SOW 7</b> - Dental Rebasing– One (1) time for contract duration	\$30,909			

**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: Schramm Health Partners, LLC dba Optumas

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	\$72,842	x	\$72,842
Capitation Rate Methodology Development Determination				
Rate Data analysis and Manipulation	x	\$60,600	x	\$60,600
Interim Reporting and other Deliverables for Rate Setting Functions	x	\$62,436	x	\$62,436
Capitation Rate Updates – Two (2) or more times per year	EA	\$62,436	EA	\$62,436
Capitation Rate Finalization	x	\$46,827	x	\$46,827
<b>SOW 2 – Capitation Rate Rebasing – One (1) time for contract duration</b>		\$156,091		
<b>SOW 3 - 1915(b) Waiver</b>	x	\$36,421	x	\$36,421
<b>SOW 4 - PACE</b>	x	\$31,218	x	\$31,218
<b>SOW 5 – 1115 Waiver</b>	x	\$52,030	x	\$52,030
<b>SOW 6- Dental Rate Setting</b>	x	\$13,008	x	\$13,008
Rate Data Analysis and Manipulation	x	\$10,406	x	\$10,406
Interim Reporting and Other Deliverables for Rate Setting Functions	x	\$10,406	x	\$10,406
Capitation Rate Updates - Two (2) or more times per year	EA	\$20,812	EA	\$20,812
Dental Capitation Rate Finalization	x	\$10,406	x	\$10,406
<b>SOW 7- Dental Rebasing– One (1) time for contract duration</b>		\$31,218		

**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: Schramm Health Partners, LLC dba Optumas

## OPTIONAL SERVICES

Bidder Name: Schramm Health Partners, LLC dba Optumas

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
Lead Strategist	HR	\$205
Principal/Project Manager	HR	\$205
Lead Actuary	HR	\$205
Actuarial Consultant	HR	\$205
Actuarial Analyst	HR	\$205
Informatics Analyst	HR	\$205
	HR	\$