

COST PROPOSAL FOR

**State of Nebraska, Department of Health  
and Human Services (DHHS):**

**DHHS Consulting Services**

**Request for Proposal (RFP) Number:  
6098 Z1**

**BerryDunn**

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207-541-2200

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**Proposal Submitted On:**  
June 27, 2019



**BerryDunn**

Assurance, Tax, Consulting

June 27, 2019

Ms. Annette Walton / Ms. Teresa Fleming, Buyers  
State Purchasing Bureau  
1526 K Street, Suite 130  
Lincoln, NE 68508

Dear Ms. Walton and Ms. Fleming:

Thank you for the opportunity to submit this cost proposal in response to Solicitation Number Request for Proposal (RFP) 6098 Z1 for Consulting Services, issued by the State of Nebraska (State) Department of Administrative Services (DAS) Material Division, State Purchasing Bureau (SPB) on behalf of the Department of Health and Human Services (DHHS).

Berry Dunn McNeil & Parker, LLC (BerryDunn) is an independent consulting and certified public accounting firm that serves clients nationally. Providing project management, Medicaid Management Information System (MMIS) modernization, certification life cycle, system planning and implementation services, and contract/vendor management services to public agencies are strengths of our firm. We have a history of successfully assisting clients with similar efforts, and we welcome the opportunity to assist you on the important initiatives detailed in your RFP.

Our approach is simple: **consistently provide high-quality services and strive for unparalleled client satisfaction.** You can feel confident selecting BerryDunn and our team of experienced professionals—backed by over 400 full-time employees. We have the expertise, proven methodologies, and resources to lead all of the projects detailed in your RFP and successfully support your objectives. As you evaluate which team is right for you, please consider the following:

- We offer an experienced, highly qualified senior team with the expertise and commitment required to support the State's success. Our team is comprised of individuals from both BerryDunn and our strategic partners for this project—JS3 Consulting, LLC (JS3) and POGIS Consulting, LLC (Pogis)—as well as independent consultants, who have dedicated their careers to helping health and human services (HHS) agencies across the country (including DHHS) modernize and transform their Medicaid programs and enterprise-wide systems. For example, this work includes:
  - Providing project management office (PMO) services to the West Virginia Bureau for Medical Services (BMS) in the design, development, implementation (DDI), and Centers for Medicare & Medicaid Services (CMS) certification of its MMIS
  - Collaborating with DHHS on several projects such as MMIS replacement planning, including alternatives analysis and RFP drafting; eligibility and enrollment (E&E) solution procurement and implementation; and Medicaid



- Enterprise Certification Life Cycle (MECL) and Medicaid Eligibility and Enrollment Toolkit (MEET) support.
- Providing PMO services to the Missouri Department of Social Services (DSS) as it begins implementation of two new MMIS modules—the Program Integrity and Business Intelligence Solution/Enterprise Data Warehouse (BIS-EDW) Solutions
- Providing independent verification and validation (IV&V) services to the Ohio Department of Medicaid (ODM) on its modular Ohio Medicaid Enterprise System (OMES) project. BerryDunn is supporting ODM through the replacement of its legacy MMIS system with a modernized, modular Medicaid Enterprise System (MES) that includes Pharmacy Benefit Management (PBM); electronic visit verification (EVV); Provider Network Management; Finance Business, including Claims and Encounters; Health Plan Management; Program Integrity; System Integration; and Customer Relationship Management (CRM).
- We pride ourselves on understanding and building relationships with the people behind processes and technology, including what drives them and how to best influence them to achieve success. Stakeholder engagement and communications will be a critical part of the initiatives detailed in your RFP, and we will incorporate change management concepts into all of our activities to help promote project success.
- We bring complete independence from hardware, software, and information technology (IT) system vendors, which enables our project team to provide the State with objective, unbiased recommendations that are in your best interest.
- We have experience ensuring that the project team resources needed are available to support project success. Our project teams will be available at the right time during all projects that we lead for DHHS, and they will be supported by more than 400 professionals who have the depth of processes, procedures, and best practices that align with that strength.

As a principal in our Government Consulting Group, I am authorized to bind BerryDunn to the commitments made herein and acknowledge the addendums issued with the RFP. Should you have questions, please contact me at 207-842-8023 or [brichardson@berrydunn.com](mailto:brichardson@berrydunn.com).


After 45 years of helping clients, we still appreciate every new opportunity. Thank you for your consideration. We look forward to the opportunity to develop a long and productive relationship with DHHS.

Sincerely,



William A. Richardson, PMP®, ITIL, Prosci® Certified Change Practitioner  
Principal

# Table of Contents



<b>Table of Contents</b> .....	<b>iii</b>
<b>1 – Cost Proposal</b> .....	<b>2</b>
<b>1.1 – Pricing Summary</b> .....	<b>2</b>
<b>1.2 – EES Phase II Implementation</b> .....	<b>3</b>
<b>1.3 – EES Phase III Implementation</b> .....	<b>4</b>
<b>1.4 – DMA Implementation and Certification</b> .....	<b>5</b>
<b>1.5 – System Integration and Portfolio Management</b> .....	<b>6</b>
<b>1.6 – EVV</b> .....	<b>7</b>
<b>1.7 – Capitation Processing Module</b> .....	<b>8</b>
<b>1.8 – LTSS Redesign</b> .....	<b>9</b>
<b>1.9 – POS</b> .....	<b>10</b>
<b>1.10 – Eligibility and Plan Selection Integration</b> .....	<b>11</b>
<b>1.11 – Optional Fiscal Agent</b> .....	<b>12</b>
<b>1.12 – Optional Centralized Provider Management</b> .....	<b>13</b>
<b>1.13 – Optional FFS Claims Processing</b> .....	<b>14</b>
<b>1.14 – Optional Professional Consulting Services</b> .....	<b>15</b>

# 1 – Cost Proposal

## 1.1 – Pricing Summary

RFP 6098 Z1  
Cost Proposal REVISION ONE  
Pricing Summary

<b>Total Estimated Cost</b>	<b>\$1,238,069.00</b>
<b>Contract Base Period</b>	<b>Estimated Monthly Price</b>
EES Phase II Implementation	\$241,542.00
EES Phase III Implementation	\$113,055.00
DMA Implementation and Certification	\$203,734.00
System Integration and Portfolio Management	\$107,957.00
EVV	\$114,409.00
Capitation Processessing Module	\$113,824.00
LTSS Redesign	\$113,682.00
POS	\$114,429.00
Eligibility & Plan Selection Integration	\$115,437.00

## 1.2 – EES Phase II Implementation

<b>Estimated Monthly Total EES Phase II Implementation</b>			<b>\$ 241,542.00</b>
<b>Estimated Monthly Hours: 1,190 Estimated Project Length: 84 Months</b>			<b>1,190.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	4.00	\$ 397.00	\$ 1,588.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	89.00	\$ 220.00	\$ 19,580.00
Business Analyst	539.00	\$ 210.00	\$ 113,190.00
Business Analyst	150.00	\$ 182.00	\$ 27,300.00
Technical SME	89.00	\$ 248.00	\$ 22,072.00
Project Coordinator	150.00	\$ 99.00	\$ 14,850.00
Editorial/QA Support	2.00	\$ 99.00	\$ 198.00



### 1.3 – EES Phase III Implementation

<b>Estimated Total EES Phase III Implementation</b>			<b>\$ 113,055.00</b>
<b>Estimated Monthly Hours: 510</b> <b>Estimated Project Length: 72 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	4.00	\$ 397.00	\$ 1,588.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	76.00	\$ 220.00	\$ 16,720.00
Business Analyst	150.00	\$ 210.00	\$ 31,500.00
Business Analyst	112.00	\$ 182.00	\$ 20,384.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00

#### 1.4 – DMA Implementation and Certification

Estimated Total DMA Implementation and Certification			<b>\$ 203,734.00</b>
Estimated Monthly Hours: 1,020 Estimated Project Length: 84 Months			<b>1,020.00</b>
Job Title	Monthly Hours	Hourly Rate	Monthly Price
Project Principal	5.00	\$ 397.00	\$ 1,985.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	76.00	\$ 220.00	\$ 16,720.00
Business Analyst	329.00	\$ 210.00	\$ 69,090.00
Business Analyst	215.00	\$ 182.00	\$ 39,130.00
Technical SME	77.00	\$ 248.00	\$ 19,096.00
Project Coordinator	150.00	\$ 99.00	\$ 14,850.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00



## 1.5 – System Integration and Portfolio Management

<b>Estimated Total System Integration and Portfolio Management</b>			<b>\$ 107,957.00</b>
<b>Estimated Monthly Hours: 510 Estimated Project Length: 84 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	5.00	\$ 397.00	\$ 1,985.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	50.00	\$ 220.00	\$ 11,000.00
Business Analyst	100.00	\$ 210.00	\$ 21,000.00
Business Analyst	62.00	\$ 182.00	\$ 11,284.00
Technical SME	50.00	\$ 248.00	\$ 12,400.00
Project Coordinator	75.00	\$ 99.00	\$ 7,425.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00

## 1.6 – EVV

<b>Estimated Total EVV</b>			<b>\$ 114,409.00</b>
<b>Estimated Monthly Hours: 510 Estimated Project Length: 84 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	4.00	\$ 397.00	\$ 1,588.00
Engagement Manager	16.00	\$ 292.00	\$ 4,672.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	50.00	\$ 220.00	\$ 11,000.00
Business Analyst	214.00	\$ 210.00	\$ 44,940.00
Business Analyst	65.00	\$ 182.00	\$ 11,830.00
Technical SME	10.00	\$ 248.00	\$ 2,480.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00

### 1.7 – Capitation Processing Module

<b>Estimated Total Capitation Processing Module</b>			<b>\$ 113,824.00</b>
<b>Estimated Monthly Hours: 510 Estimated Project Length: 60 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	4.00	\$ 297.00	\$ 1,188.00
Engagement Manager	16.00	\$ 292.00	\$ 4,672.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	75.00	\$ 220.00	\$ 16,500.00
Business Analyst	200.00	\$ 210.00	\$ 42,000.00
Business Analyst	63.00	\$ 182.00	\$ 11,466.00
Editorial/QA Support	2.00	\$ 99.00	\$ 198.00



## 1.8 – LTSS Redesign

<b>Estimated Total LTSS Redesign</b>			<b>\$ 113,682.00</b>
<b>Estimated Monthly Hours: 510</b> <b>Estimated Project Length: 72 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	5.00	\$ 397.00	\$ 1,985.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	50.00	\$ 220.00	\$ 11,000.00
Business Analyst	200.00	\$ 210.00	\$ 42,000.00
Business Analyst	87.00	\$ 182.00	\$ 15,834.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00

**1.9 – POS**

<b>Estimated Total POS</b>			<b>\$ 114,429.00</b>
<b>Estimated Monthly Hours: 510 Estimated Project Length: 84 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	5.00	\$ 397.00	\$ 1,985.00
Engagement Manager	16.00	\$ 292.00	\$ 4,672.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	50.00	\$ 220.00	\$ 11,000.00
Business Analyst	210.00	\$ 210.00	\$ 44,100.00
Business Analyst	67.00	\$ 182.00	\$ 12,194.00
Technical SME	10.00	\$ 248.00	\$ 2,480.00
Editorial/QA Support	2.00	\$ 99.00	\$ 198.00

### 1.10 – Eligibility and Plan Selection Integration

<b>Estimated Total Eligibility &amp; Plan Selection Integration</b>			<b>\$ 115,437.00</b>
<b>Estimated Monthly Hours: 510 Estimated Project Length: 72 Months</b>			<b>510.00</b>
<b>Job Title</b>	<b>Monthly Hours</b>	<b>Hourly Rate</b>	<b>Monthly Price</b>
Project Principal	2.00	\$ 397.00	\$ 794.00
Engagement Manager	17.00	\$ 292.00	\$ 4,964.00
Project Manager	150.00	\$ 252.00	\$ 37,800.00
Business SME	150.00	\$ 220.00	\$ 33,000.00
Business Analyst	150.00	\$ 210.00	\$ 31,500.00
Business Analyst	40.00	\$ 182.00	\$ 7,280.00
Editorial/QA Support	1.00	\$ 99.00	\$ 99.00



**1.11 – Optional Fiscal Agent**

<b>Optional Fiscal Agent</b>		
<b>Job Title</b>	<b>Estimated Monthly Hours</b>	<b>Hourly Rate</b>
Project Principal	4.00	\$ 397.00
Engagement Manager	16.00	\$ 292.00
Project Manager	150.00	\$ 252.00
Business SME	50.00	\$ 220.00
Business Analyst	214.00	\$ 210.00
Business Analyst	65.00	\$ 182.00
Technical SME	10.00	\$ 248.00
Editorial/QA Support	1.00	\$ 99.00

### 1.12 – Optional Centralized Provider Management

<b>OPTIONAL Centralized Provider Management</b>		
<b>Job Title</b>	<b>Estimated Monthly Hours</b>	<b>Hourly Rate</b>
Project Principal	4.00	\$ 397.00
Engagement Manager	16.00	\$ 292.00
Project Manager	150.00	\$ 252.00
Business SME	50.00	\$ 220.00
Business Analyst	214.00	\$ 210.00
Business Analyst	65.00	\$ 182.00
Technical SME	10.00	\$ 248.00
Editorial/QA Support	1.00	\$ 99.00

### 1.13 – Optional FFS Claims Processing

RFP 6098 Z1

#### OPTIONAL PROJECT

#### COST PROPOSAL REVISION ONE - FFS CLAIMS PROCESSING

<b>OPTIONAL FFS Claims Processing</b>		
<b>Job Title</b>	<b>Estimated Monthly Hours</b>	<b>Hourly Rate</b>
Project Principal	4.00	\$ 397.00
Engagement Manager	17.00	\$ 292.00
Project Manager	150.00	\$ 252.00
Business SME	89.00	\$ 220.00
Business Analyst	539.00	\$ 210.00
Business Analyst	150.00	\$ 182.00
Technical SME	89.00	\$ 248.00
Project Coordinator	150.00	\$ 99.00
Editorial/QA Support	2.00	\$ 99.00



## 1.14 – Optional Professional Consulting Services

RFP 6098 Z1

### OPTIONAL PROJECT

#### COST PROPOSAL REVISION ONE - PROFESSIONAL CONSULTING SERVICES

<b>OPTIONAL Professional Consulting Services</b>		
<b>Job Title</b>	<b>Estimated Monthly Hours</b>	<b>Hourly Rate</b>
Project Principal	4.00	\$ 397.00
Engagement Manager	17.00	\$ 292.00
Project Manager	150.00	\$ 252.00
Business SME	89.00	\$ 220.00
Business Analyst	539.00	\$ 210.00
Business Analyst	150.00	\$ 182.00
Technical SME	89.00	\$ 248.00
Project Coordinator	150.00	\$ 99.00
Editorial/QA Support	2.00	\$ 99.00