



Consulting Services, Solicitation Number RFP 6098 Z1

Cost Proposal

for the

State of Nebraska

Date: June 27, 2019
Strategic IT Alignment Group LLC
2700 Blair Stone Road
Suite E
Tallahassee, Florida 32301

FEIN:26-0697339
Joseph Harper / Chief Executive Officer
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Phone: (850) 543-407

OPTIONAL PROJECTS**COST PROPOSAL REVISION ONE PRICING INSTRUCTIONS**

Worksheet Tab Name	Description	Instructions
Optional Fiscal Agent	<p>This project will implement a fiscal agent for home and community based services. This project is in the planning stage.</p> <p>Bidders should identify planned monthly hours by job title to perform the optional scope of work.</p>	<p>Job Title (column A) – Bidders must enter all possible job titles required to provide the optional scope of work. Each job title should be entered on a separate row.</p> <p>Estimated Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
Optional CPM	<p>The new module for Central Provider Management (CPM) will be the system of record for provider enrollment data for the Medicaid Enterprise.</p> <p>Bidders should identify planned monthly hours by job title to perform the optional scope of work.</p>	<p>Job Title (column A) – Bidders must enter all possible job titles required to provide the optional scope of work. Each job title should be entered on a separate row.</p> <p>Estimated Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
Optional FFS Claims Processing	<p>With the advancement of managed care in Nebraska, the State will be implementing a solution to manage the remaining FFS claims volume. This project is in development.</p> <p>Bidders should identify planned monthly hours by job title to perform the optional scope of work.</p>	<p>Job Title (column A) – Bidders must enter all possible job titles required to provide the optional scope of work. Each job title should be entered on a separate row.</p> <p>Estimated Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
Optional Professional Consult	<p>All other professional consulting services as needed.</p>	<p>Job Title (column A) – Bidders must enter all possible job titles required to provide the optional scope of work. Each job title should be entered on a separate row.</p> <p>Estimated Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

OPTIONAL PROJECTS

COST PROPOSAL REVISION ONE - FISCAL AGENT


Optional Fiscal Agent		
Job Title	Estimated Monthly Hours	Hourly Rate
Project Manager	160.00	\$ 225.00
Accountant	160.00	\$ 200.00
MMIS Payment Specialist	160.00	\$ 175.00
Business Analyst	160.00	\$ 175.00
Business Analyst	160.00	\$ 150.00
Business Analyst - Fiscal Agent	160.00	\$ 175.00
Business Analyst - Home Care	160.00	\$ 175.00
Admin	70.00	\$ 75.00

Bidder Name: Strategic IT Alignment Group, LLC



RFP 6098 Z1
OPTIONAL PROJECT
 COST PROPOSAL REVISION ONE - FFS CLAIMS PROCESSING

OPTIONAL FFS Claims Processing		
Job Title	Estimated Monthly Hours	Hourly Rate
Project Manager	160.00	\$ 225.00
Claims Analyst	160.00	\$ 150.00
MITA SME	160.00	\$ 150.00
Claims Adjudicator	160.00	\$ 75.00
Claims Adjudicator - TPL	160.00	\$ 100.00
Tester	160.00	\$ 75.00
Admin	60.00	\$ 75.00

Bidder Name: Strategic IT Alignment Group,
 LLC _____ 

RFP 6098 Z1
OPTIONAL PROJECT

COST PROPOSAL REVISION ONE - PROFESSIONAL CONSULTING SERVICES

OPTIONAL Professional Consulting Services		
Job Title	Estimated Monthly Hours	Hourly Rate
MITA SME	As Needed	160.00
Admin	As Needed	160.00
APD Technical Writer	As Needed	125.00
Business Analyst - Junior	As Needed	125.00
Business Analyst - Senior	As Needed	150.00
Business Rules SME	As Needed	160.00
Certification Manager	As Needed	200.00
Certification Specialist	As Needed	125.00
Developer	As Needed	160.00
Grant Writer	As Needed	125.00
Librarian	As Needed	160.00
Medicaid Analyst	As Needed	160.00
RFP Technical Writer	As Needed	125.00
Technician (Scripts)	As Needed	160.00
Tester	As Needed	160.00
Trainer	As Needed	110.00

Bidder Name: Strategic IT Alignment Group, LLC _____ *Joseph H. Hayes*

RFP 6098 Z1
 Cost Proposal REVISION ONE
 Electronic Visitation Verification (EVV)

Estimated Total EVV		\$ 89,450.00	
Estimated Monthly Hours: 510 Estimated Project Length: 84 Months		510.00	
Job Title	Monthly Hours	Hourly Rate	Monthly Price
Jim Mirza, PM	160.00	\$ 220.00	\$ 35,200.00
EVV SME	160.00	\$ 175.00	\$ 28,000.00
Business Analyst	160.00	\$ 150.00	\$ 24,000.00
Admin	30.00	\$ 75.00	\$ 2,250.00
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Bidder Name: Statagic IT Alignment Group, LLC _____ *Joseph Hayer*

RFP 6098 Z1
 Cost Proposal REVISION ONE
 Capitation Processing Module Monthly Price

Estimated Total Capitation Processing Module			\$ 90,250.00
Estimated Monthly Hours: 510 Estimated Project Length: 60 Months			510.00
Job Title	Monthly Hours	Hourly Rate	Monthly Price
Joseph Harper, PM	160.00	\$ 225.00	\$ 36,000.00
Medicaid Capitation SME	160.00	\$ 175.00	\$ 28,000.00
Business Analyst	160.00	\$ 150.00	\$ 24,000.00
Admin	30.00	\$ 75.00	\$ 2,250.00
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Bidder Name: _Strategic IT Alignment Group, LLC



RFP 6098 Z1
Cost Proposal REVISION ONE
Pricing Summary

Total Estimated Cost	\$957,900.00
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Contract Base Period	Estimated Monthly Price
EES Phase II Implementation	\$172,100.00
EES Phase III Implementation	\$82,250.00
DMA Implementation and Certification	\$162,100.00
System Integration and Portfolio Management	\$95,000.00
EVV	\$89,450.00
Capitation Processessing Module	\$90,250.00
LTSS Redesign	\$86,250.00
POS	\$90,250.00
Eligibility & Plan Selection Integration	\$90,250.00

Handwritten initials in blue ink, possibly "K 27".

RFP 6098 Z1
 Cost Proposal REVISION ONE
 Pricing Instructions

Worksheet Tab Name	Description	Instructions
Pricing Summary	This worksheet summarizes the price details from the other worksheets.	<p>No entries are necessary. The fields carry summarized information from the Cost Proposal worksheets. Bidders must not modify the formulas on this worksheet. Bidders must provide job titles, monthly hours, and hourly rates on ALL project tabs to be considered for award.</p>
EES Phase II Implementation	<p>EES Phase 2 procured a COTS-based solution to replace Medicaid eligibility functions in the legacy system and fully comply with ACA requirements.</p> <p>This cost sheet identifies the bidders planned monthly hours by job title to perform the EES scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
EES Phase III Implementation	<p>EES Phase 3 leverages DHHS' Phase 2 investment in a new Medicaid eligibility platform, adding eligibility and case management for EA programs. In addition, Phase 3 procures a case management system for MLTC programs.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

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 Cost Proposal REVISION ONE
 Pricing Instructions

Worksheet Tab Name	Description	Instructions
Implementation and Certification	<p>The DMA MMIS Replacement module includes implementing a Medicaid enterprise data warehouse with built-in analytical capabilities to support MLTC. The solution specifically addresses the following functional areas: Medicaid Enterprise Data Warehouse Federal Reporting Program statistics and analytics Program integrity Quality and performance reporting</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
System Integration and Portfolio	<p>The integration project will coordinate the business, information, and technology work and interactions of multiple projects over time to achieve the long term vision of the modular and phased replacement of functionality currently performed by the legacy systems. This is an internal effort currently in development and includes establishment of a portfolio management initiative.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

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RFP 6098 Z1
 Cost Proposal REVISION ONE
 Pricing Instructions

Worksheet Tab Name	Description	Instructions
<p>ronic Visitation & Verification (EVV)</p>	<p>This project will implement an EVV module in compliance with the 20th Century Cures Act, as well as a fiscal agent for home and community based services. An RFP is in development at this time.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
<p>Capitation Processing Module</p>	<p>The capitation module, procured during the Enrollment Broker RFP, will be implemented.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

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Worksheet Tab Name	Description	Instructions
; Redesign	<p>This project encompasses MLTC's approach to delivery of and payment for LTSS leveraging best practice business transformation and supporting technology initiatives. This effort is in analysis.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>
POS	<p>This project will be to procure a Point of Sale Vendor for FFS drug claims as well as a Drug Rebate program and Drug Utilization Review (DUR) program.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

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Worksheet Tab Name	Description	Instructions
Eligibility and Plan Selection Integration	<p>The eligibility and plan selection processes will be integrated to support immediate enrollment in a Managed Care Organization (MCO) upon determination of eligibility. The eligibility member portal will be integrated with the Enrollment Broker's (EB) MCO selection portal to provide a consistent end-user experience and single sign-on access.</p> <p>This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.</p>	<p>Job Title (column A) – Bidders must enter the job titles required to provide the scope of work. Each job title should be entered on a separate row.</p> <p>Monthly Hours (column B) – Bidders must enter the number of hours planned for each month for the job title. Bidders planned hours must total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.</p> <p>Hourly Rate (column C) - Bidders must enter the hourly rate for the job title entered.</p> <p>Monthly Price (column D) - The monthly price is calculated as Monthly Hours multiplied by Hourly Rate. Cell D1 is formulated to calculate the total monthly price.</p> <p>Bidders must not modify the formulas on this worksheet.</p>

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