

### 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 Joseph.Harper@straitagroup.com Phone: (850) 543-407

#### **Cost Proposal REVISION ONE**

#### Eligibility Plan Selection Integration Monthly Price

Estimated Total Eligibility & Plan Selection Integration	n			\$	90,250.00
Estimated Monthly Hours: 510 Estimated Project Length: 72 Months					510.00
Job Title	Monthly Hours	Hou	urly Rate	Mont	hly Price
Mark Huston	160.00	\$	225.00	\$	36,000.00
MCO Specialist	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,

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#### **OPTIONAL PROJECTS**

#### COST PROPOSAL REVISION ONE PRICING INSTRUCTIONS

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



#### **OPTIONAL PROJECTS**

#### **COST PROPOSAL REVISION ONE - FISCAL AGENT**

Optional Fiscal Agent		
	Estimated	Dr.g b (=)
Job Title	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

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### OPTIONAL PROJECT

#### COST PROPOSAL REVISION ONE - CENTRALIZED PROVIDER MANAGMENT

OPTIONAL Centralized Provider Management		
	Estimated	Hourly Pote
Job Title	Monthly Hours	Hourly Rate
Project Manager	160.00	
Provider Specialist	160.00	
Business Analyst	160.00	\$ 150.00
Admin	30.00	\$ 75.00
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#### **OPTIONAL PROJECT**

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

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

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

<b>OPTIONAL Professional Consulting Services</b>		
	Estimated	A STATE OF THE STA
Job Title	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
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#### RFP 6098 Z1 Cost Proposal POS Monthly Price

Estimated Total POS				\$	90,250.00
Estimated Monthly Hours: 510 Estimated Project Length: 84 Months					510.00
Job Title	Monthly Hours	Hou	ırly Rate	Mont	hly Price
Phil Harman, PM	160.00		225.00	\$	36,000.00
Pharmacy 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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#### RFP 6098 Z1 Cost Proposal REVISION ONE

#### **EES Phase II Implementation Monthly Price**

Estimated Monthly Total EES Phase II Implementation				\$	172,100.00
Estimated Monthly Hours: 1,190 Estimated Project Length: 84 Months					1,190.00
Job Title	Monthly Hours	Hou	urly Rate	Mon	thly Price
Janelle McDonald, PM	160.00	-	225.00	\$	36,000.00
EES SME	160.00	\$	175.00	\$	28,000.00
MEELC SME	160.00	\$	150.00	\$	24,000.00
EE Business Analyst	160.00	\$	150.00	\$	24,000.00
Business Analyst	160.00	\$	125.00	\$	20,000.00
Technician (Tester)	160.00	\$	110.00	\$	17,600.00
Admin	160.00	\$	75.00	\$	12,000.00
Technical Analyst (Rules)	70.00	\$	150.00	\$	10,500.00
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#### **Cost Proposal REVISION ONE**

#### **EES Phase III Implementation Monthly Price**

Estimated Total EES Phase III Implementation				\$	82,250.00
Estimated Monthly Hours: 510 Estimated Project Length: 72 Months					510.00
Job Title	Monthly Hours	Hou	ırly Rate	Mont	hly Price
Adnan Azad, PM	160.00		225.00	\$	36,000.00
EES SME	160.00	\$	175.00	\$	28,000.00
Technician (Tester)	160.00	\$	100.00	\$	16,000.00
Admin	30.00	\$	75.00	\$	2,250.00
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#### **Cost Proposal REVISION ONE**

#### **DMA Implementation and Certification Monthly Price**

Estimated Total DMA Implementation and Certification	on			\$	162,100.00
Estimated Monthly Hours: 1,020 Estimated Project Length: 84 Months					1,020.00
Job Title	Monthly Hours	Hou	ırly Rate	Mont	thly Price
Frank Mayer, PM	160.00	-	225.00	\$	36,000.00
EDW SME	160.00	\$	175.00	\$	28,000.00
Business Analyst	160.00	\$	150.00	\$	24,000.00
Certification Specialist (MITA)	160.00	\$	150.00	\$	24,000.00
Statistical Analyst	160.00	\$	135.00	\$	21,600.00
Quality Analyst	160.00	\$	150.00	\$	24,000.00
Admin	60.00	\$	75.00	\$	4,500.00
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#### **Cost Proposal REVISION ONE**

#### System Integration and Portfolio Management Monthly Price

Estimated Total System Integration and Portfolio Management		K		\$	95,000.00
Estimated Monthly Hours: 510 Estimated Project Length: 84 Months					510.00
Job Title	Monthly Hours	Hou	ırly Rate	Mont	hly Price
Clifford Costello - Lead PM	160.00	\$	250.00	\$	40,000.00
Integration Specialist	160.00	\$	175.00	\$	28,000.00
Business Analyst	160.00	\$	150.00	\$	24,000.00
PMO Admin	30.00	\$	100.00	\$	3,000.00
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### 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	Hou	ırly Rate	Mont	hly 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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## 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	Hou	ırly Rate	Monti	hly 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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#### RFP 6098 Z1 Cost Proposal REVISION ONE LTSS Monthly Price

Estimated Total LTSS Redesign				\$	86,250.00
Estimated Monthly Hours: 510 Estimated Project Length: 72 Months					510.00
Job Title	Monthly Hours	Hou	rly Rate	Monti	hly Price
Mark Erwin, PM	160.00	\$	225.00	\$	36,000.00
Business Analyst	160.00	\$	150.00	\$	24,000.00
Business Analyst	160.00	\$	150.00	\$	24,000.00
Admin	30.00	\$	75.00	\$	2,250.00
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#### RFP 6098 Z1 Cost Proposal REVISION ONE Pricing Summary

Total Estimated Cost	\$957,900.00

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



Worksheet Tab Name	Description	Instructions
ng Summary	This worksheet summarizes the price details from the other worksheets.	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, monlthly hours, and hourly rates on ALL project tabs to be considered for award.
EES Phase II Implementation	EES Phase 2 procured a COTS-based solution to replace Medicaid eligibility functions in the legacy system and fully comply with ACA requirements.  This cost sheet identifies the bidders planned monthly hours by job title to perform the EES scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.
EES Phase III Implementation	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.  This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.



Worksheet Tab Name	Description	Instructions
Implementation and Certification	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  This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.
System Integration and Portfolio	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.  This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.

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

Worksheet Tab Name	Description	Instructions
Redesign	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.  This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.
POS	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.  This cost proposal identifies the bidders planned monthly hours by job title to perform the scope of work.	Job Title (column A) – Bidders <u>must</u> enter the job titles required to provide the scope of work. Each job title should be entered on a seperate row.  Monthly Hours (column B) – Bidders <u>must</u> enter the number of hours planned for each month for the job title. Bidders planned hours <u>must</u> total the estimated monthly hours in cell A2. Cell D2 is formulated to calculate the total number of hours entered.  Hourly Rate (column C) - Bidders <u>must</u> enter the hourly rate for the job title entered.  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.  Bidders <u>must not</u> modify the formulas on this worksheet.



Worksheet Tab Name	Description	Instructions
ility and Plan Selection Integration	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	Job Title (column A) - Bidders must enter the job titles

