



Cost Proposal

**State of Nebraska Department of Health and
Human Services**

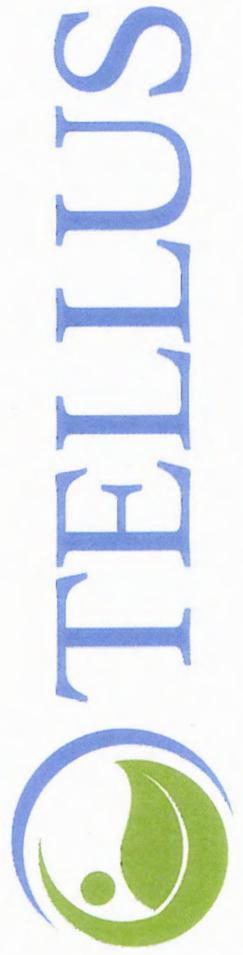
**Response to Electronic Visit Verification Request for
Proposal #6113 Z1**

October 7, 2019

(954) 719-0004
sales@4tellus.com
www.4tellus.com

TELLUS*eVV*

ELECTRONIC VISIT VERIFICATION



ORIGINAL

Request For Proposal For Contractual Services Form

BIDDER MUST COMPLETE THE FOLLOWING

By signing this Request for Proposal for Contractual Services form, the bidder guarantees compliance with the procedures stated in this Request for Proposal, and agrees to the terms and conditions unless otherwise indicated in writing and certifies that bidder maintains a drug free work place.

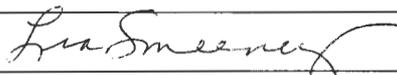
Per Nebraska's Transparency in Government Procurement Act, Neb. Rev Stat § 73-603 DAS is required to collect statistical information regarding the number of contracts awarded to Nebraska Contractors. This information is for statistical purposes only and will not be considered for contract award purposes.

____ NEBRASKA CONTRACTOR AFFIDAVIT: Bidder hereby attests that bidder is a Nebraska Contractor. "Nebraska Contractor" shall mean any bidder who has maintained a bona fide place of business and at least one employee within this state for at least the six (6) months immediately preceding the posting date of this RFP.

____ I hereby certify that I am a Resident disabled veteran or business located in a designated enterprise zone in accordance with Neb. Rev. Stat. § 73-107 and wish to have preference, if applicable, considered in the award of this contract.

____ I hereby certify that I am a blind person licensed by the Commission for the Blind & Visually Impaired in accordance with Neb. Rev. Stat. §71-8611 and wish to have preference considered in the award of this contract.

FORM MUST BE SIGNED USING AN INDELIBLE METHOD (NOT ELECTRONICALLY)

FIRM:	4Tellus LLC
COMPLETE ADDRESS:	800 Fairway Drive #360, Deerfield Beach, FL 33441
TELEPHONE NUMBER:	954-719-0004
FAX NUMBER:	
DATE:	October 4, 2019
SIGNATURE:	
TYPED NAME & TITLE OF SIGNER:	Lia Sweeney, Chief Strategy Officer

VII. Cost Proposal Requirements

A. Cost Proposal

COST PROPOSAL RFP 6113 Z1

Bidder Name: 4Tellus, LLC

Bidder to complete the following cost proposal, including all costs associated with each section. Implementation costs will be proposed as fixed bid, with the breakout of costs noted below.. Implementation costs will be paid, based on 4 milestones, each with associated deliverables:

- Design Milestone: 20% of Implementation fees;
- Development Milestone 20% of Implementation fees;
- Production Milestone: 30% of Implementation fees;
- R3 Milestone Completion: 30% of Implementation fees.

Milestone deliverables are elaborated in RFP Section VII.A.

Implementation Costs

Description	Cost
Milestone 1: Design Milestone, includes creation, review and acceptance of the following:	
a. Project Management Plan, to include but not limited to:	
1) Work Breakdown Structure	
2.) Communication Plan	
3) Change Management Plan	
4) Staffing Management Plan	
5) Risk Management Plan	
6) Issue Management Plan	
7) Quality Management Plan	
b. Detailed Project Work Plan/Schedule	
c. Project Kickoff Meeting & Presentation	
d. Project Deliverable and Acceptance Process	
e.. Design and Configuration Deliverables	
Milestone 1 Payment (20% of Fixed Bid Implementation Fee)	\$119,800

Milestone 2: Development Milestone, includes, but not limited to creation, review and acceptance of the following:	
a. Implementation Plan with detailed 'Go Live' Plan	
b. Design and Implementation Deliverable Work Products	
c. Updated Configuration & Design Documents	
1) User Manuals	
2) Completion of System and Artifact Deliverables, including updated RTM	
d. Completion of Artifact and Milestone Walk-throughs	
e. Delivery of Production-Ready System & Solution/Services	
f. Successful Completion of all System and UAT Testing	
g. Successful completion of all User Training:	
h. Training for Providers, Caregivers, Participants and Representatives	
1) *Training for State Staff	\$10,500
2) Completion of all Required R2 Artifacts	
i. Successful completion and acceptance of Attachment D – System Security Plan	
j. Review and Acceptance of all agreed pre-production activities and artifacts required for 'Go Live' Approval	
Milestone 2 Payment (20% of Fixed Bid Implementation Fee)	\$119,800

*To support DHHS' ability to identify which cost(s) will apply to each FMAP allocation, provide specific cost for "Training for State Staff", and include the cost in the Milestone 2 Payment.

Milestone 3: Production Milestone, includes but not limited to the following:	
a. Successful Completion of all 'Go-Live' Activities	
b. Fully operational production EVV solution providing all agreed functionality	
c. Fully functional Customer Support Services	
d. Transition to Account Management	
e. Successful Completion and Acceptance/Approval from CMS of all required R2 Artifacts	
Milestone 3 Payment (30% of Fixed Bid Implementation Fee)	\$179,700

Milestone 4: R3 Milestone Completion, includes but not limited to the following:	
a. Completion of any agreed post-production functionality	
b. Completion and Acceptance by CMS of all Required R3 Functionality and Artifacts	
Milestone 4 Payment (30% of Fixed Bid Implementation Fee)	\$179,700

Ongoing operational costs will be paid on a PMPM (Per Member Per Month) fee, based on number of active clients receiving service visits each month as per the definition in the glossary.

Operational Costs

For initial implementation, Personal Care Services are included across PAS, AD Waiver and DD Waiver. The number of clients included in these services were noted in the RFP body. To provide consistent pricing comparisons, please use the number 10,000 Active Clients to provide pricing costs. Using a volume of 10,000 to create consistent cost proposals does not guarantee that volume. When we prepare to add Home Health services, those estimated participant numbers will be provided (prior to 2023).

For ongoing operational costs, provide a PMPM (Per Member Per Month) fee which relates to each 'Active Client' for that month. An 'Active Client' is defined as any client who has services which have utilized the EVV check-in and/or check-out process in the state EVV system during that month, and as such, would be considered an 'Active Client' or member for that month for billing purposes.

Projected Operational Costs	Year 1	Year 2	Year 3	Year 4	Year 5
PMPM Operational Costs (\$3.60 PMPM * 10,000 Clients * 12 Months)	\$432,000	\$432,000	\$432,000	\$432,000	\$432,000
Implementation	\$599,000				

Optional Renewal Years	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
PMPM Operational Costs	\$410,400	\$410,400	\$410,400	\$410,400	\$410,400	\$410,400

Optional Costs

RFP requirements and ongoing regulatory/statutory or privacy changes should be included in the PMPM costs. However, there may be new functionality that DHHS requests via the Change Control process that may require development beyond what's covered in the stated requirements. The fees below relate to the contracted expense for Approved Change Control activities and deliverables.

Contractor - Resource Hourly Rates		
Type of Resource	Phases	
	DDI and Certification	Operations
Project Manager	\$110	\$110
Contract Manager	\$145	\$145
Integration Lead	\$145	\$145
Security Lead	\$145	\$145
Security Analyst	\$ 90	\$ 90
Architecture Lead	\$175	\$175
System Architect	\$140	\$140
Sr. System Architect	\$160	\$160
Configuration Lead	\$100	\$100
Configuration Specialist	\$ 85	\$ 85
Sr. Configuration Specialist	\$ 75	\$ 75
Infrastructure Lead	\$120	\$120
Infrastructure Analyst	\$100	\$100
Developer	\$100	\$100
Sr. Developer	\$120	\$120
Database Lead	\$100	\$100
Database Administrator	\$125	\$125
Database Analyst	\$ 90	\$ 90
Sr. Database Administrator	\$125	\$125
Testing Lead	\$110	\$110
Tester	\$ 90	\$ 90
Technical Writer	\$ 65	\$ 65
Sr. Data Scientist	\$100	\$100
Data Scientist	\$ 90	\$ 90
System Analyst	\$ 85	\$ 85
Sr. System Analyst	\$ 95	\$ 95
Business Analyst	\$ 85	\$ 85
Sr. Business Analyst	\$ 95	\$ 95
Certification Lead	\$150	\$150
Training Lead	\$ 90	\$ 90
Trainer	\$ 75	\$ 75
Add others as needed	\$ 50	\$ 50