

Best and Final Offer

State of Nebraska, Tobacco Free Nebraska
Statewide Tobacco Cessation Quitline Services
Proposal for Contractual Services

RFP#: 6204 Z1



**National Jewish
Health**
Breathing Science is Life.®

Submitted: March 2, 2020
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Budget Assumption

Budget Assumptions/Requirements

National Jewish Health is pleased to present a best and final offer of our comprehensive tobacco cessation program to Tobacco Free Nebraska (TFN) and will provide services for TFN as presented in our Technical Proposal. We look forward to working with you to identify the pricing models and service offerings that best meet your needs. In the event that TFN requests services outside the defined scope of offerings, National Jewish Health and TFN agree to use good faith efforts in negotiating the fees.

Cost Proposal

National Jewish Health will offer TFN Quitline services as requested. We can provide a fully integrated toll-free Quitline, an integrated web-based program with mobile access, integrated text and email messaging, as well as provision of Nicotine Replacement Therapy (NRT) to eligible Nebraska residents at no charge to the participant. National Jewish Health can also offer individual services including stand-alone online, text, and email support, education materials, and NRT options. Phone services will be offered 24/7 to further accommodate the needs of Nebraska residents. In addition, National Jewish Health will provide referrals to community-based cessation programs, technical assistance and advice to health care professionals seeking information about the availability of Quitline services, as well as continuing medical education (CME)-accredited online training for providers (if offered).

This Cost Proposal is based on a per call price structure with multiple interventions (intake and up to five coaching calls). The price per call is based on a shared coaching model; a participant will work with any one of our highly trained Coaches during their quit journey. The cost proposal includes a one-time set up fee and optional programs.

Adjustments Made

- Reduced phone registration from \$30 per call to \$29 per call
- Reduced the cost for Coaching Calls from \$36 per call to \$35 per call
- Reduced the program development cost from \$7,500 to \$5,000
- Reduced the following prices for NRT
 - 2-week lozenges from \$42 to \$40
 - 2-week patch/2-week lozenge combination from \$76 to \$74
 - 4-week patch/4-week gum combination from \$110 to \$105
 - 4-week patch/4-week lozenge from \$118 to \$113
- Reduced the web registration fee from \$20 to \$18 per enrollment

National Jewish Health could possibly make further adjustments to the Online training and continuing education costs, but needs a better understanding of what the program offering entails. If awarded the contract, National Jewish Health would welcome a conversation to gain a better understanding and to see if there is room to further negotiate those program offerings and budget items.

**BAFO Cost Proposal
Request for Proposal Number 6204 Z1**

Name: National Jewish Health

Please note: All prices, including but not limited to personnel, supervision, training, travel, administrative costs, materials, postage and handling, data collection and reporting, referral database, language and system capability, must be included in the cost per client interaction completed. Quitline services must include day-to-day tracking & surveillance of interactions.

Tobacco Free Nebraska will not pay for non-registered callers such as inquiries from the general public, out-of-state calls, prank calls, wrong numbers, hang-ups, voicemail, spambots and robocalls. Tobacco Free Nebraska will not pay for letters or calls made in an attempt to reach participants. All prices listed must be for received/completed interventions and must not include those callers who enroll or agree to a protocol but do not receive it. Reimbursement will only be provided for each call after it has actually been completed.

The following data is provided as a reference to calculate cost. Nebraska receives approximately 3,400 calls to the Nebraska Tobacco Quitline per year. 80-94% of callers are tobacco users.

Bidder must not deviate from this format. Bidder shall consolidate all costs associated with Registration into a single cost per call. Bidder shall consolidate all costs associated with Coaching/Counseling Services into a single cost per call. Program Development costs shall be reflected as one total cost.

Deliverable	Estimated Quantity	Unit of Measure	Initial Contract Two Year and One Month Term Through June 30, 2022	Optional Renewal One Two Year Term	Optional Renewal Two Two Year Term
			Unit Cost	Unit Cost	Unit Cost
Registration	5,400	per Call	\$29.00	\$29.00	\$29.00
Coaching/Counseling Services	10,000	per Call	\$35.00	\$35.00	\$35.00
Program Development/Implementation (one-time cost)	1	EA	\$5,000.00		
E-Referral Interface	5 systems	EA	\$9,000.00 (1 at no cost)	\$9,000.00	\$9,000.00
Evaluation					
7 month Evaluation – Satisfaction, 7 month Quit rate	2	EA	\$13,000.00	\$13,000.00	\$13,000.00
13 month Evaluation – Satisfaction, 13 month Quit rate	1	EA	\$13,000.00	\$13,000.00	\$13,000.00

Provider Training					
Healthcare Provider Online Training – Development, Implementation, Maintenance, and Updates (one-time cost unless authorized by TFN)	1	EA	\$8,645.00 (audio & PowerPoint training)		
Continuing Education Credits for Healthcare Provider Training	10	EA	\$2,500.00 per course accreditation	\$2,500.00 per course accreditation annual fee	\$2,500.00 per course accreditation annual fee
NRT - 2 week supply					
Nicotine Gum	400	EA	\$36.00	\$36.00	\$36.00
Patch	1,800	EA	\$34.00	\$34.00	\$34.00
Lozenges	700	EA	\$40.00	\$40.00	\$40.00
Combination Therapy – Patch and Nicotine Gum	1,300	EA	\$70.00	\$70.00	\$70.00
Combination Therapy – Patch and Lozenges	1,700	EA	\$74.00	\$74.00	\$74.00
NRT - 4 week supply					
Nicotine Gum	200	EA	\$60.00	\$60.00	\$60.00
Patch	1,000	EA	\$54.00	\$54.00	\$54.00
Lozenges	400	EA	\$68.00	\$68.00	\$68.00
Combination Therapy – Patch and Nicotine Gum	650	EA	\$105.00	\$105.00	\$105.00
Combination Therapy – Patch and Lozenges	850	EA	\$113.00	\$113.00	\$113.00

Optional Services					
Deliverable	Estimated Quantity	Unit of Measure	Initial Contract Two Year Term Through June 30, 2022	Optional Renewal One Two Year Term	Optional Renewal Two Two Year Term
			Unit Cost	Unit Cost	Unit Cost
Innovative Projects as designated by TFN	50	HR	Vary by scope, range by project from \$0-\$50k	Vary by scope, range by project from \$0-\$50k	Vary by scope, range by project from \$0-\$50k
Custom Evaluation	30	HR	Vary by scope, range by project from \$0-\$50k	Vary by scope, range by project from \$0-\$50k	Vary by scope, range by project from \$0-\$50k
Website / Text Messaging					
Web Registration	3,456	EA	\$18.00	\$18.00	\$18.00
Web Counseling	4,800	EA	\$500 flat fee per month	\$500 flat fee per month	\$500 flat fee per month
Text Counseling	4,800	EA	\$42 per text coaching session (youth only)	\$42 per text coaching session (youth only)	\$42 per text coaching session (youth only)