

REQUEST FOR PROPOSAL - FEA SUPPORT TO SELF-DIRECTION MEMBERS STATE OF WEST VIRGINIA

DEPARTMENT OF ADMINISTRATION |
PURCHASING DIVISION

06/08/23 09:35:01
WV Purchasing Division

COST PROPOSAL | CRFP # BMS2300000003

Public Partnerships
148 State Street, Sixth Floor
Boston, MA 02109
Vendor Contact:
Andrea Pederson
Phone: (617) 865-9944
Fax: 866 260 6260

June 8, 2023

Sherwin Krug
Sherwin Krug (Jun 6, 2023 08:52 EDT)

Sherwin Krug
Chief Financial Officer



Ms. Crystal G. Husted
Bid Clerk
Department of Administration
Purchasing Division
2019 Washington Street, East
Charleston, WV 25305

Re: Public Partnerships LLC Cost Proposal

Dear Ms. Husted,

Please find attached Public Partnerships' cost-effective Cost Proposal, Attachment A Cost Sheet, to the State of West Virginia Bureau for Medical Services (BMS) in response to the CRFP for FEA Support to Self-Direction Members.

Our pricing represents a beneficial reduction in spending for both the State and the members who self-direct their services under the BMS waivers. Our executive leadership team carefully reviewed Public Partnerships' current pricing to determine a competitive position for our proposal response. The reduced pricing model considers system efficiencies and member experience with the program, as well as the technology that is used.

As reflected in Attachment A, we are proposing pricing that is flat, i.e., pricing is the same in base contract year 1 as in each renewal year. We believe this consistency in pricing helps the State with program cost predictability.

To aid in the implementation of the new Personal Care program, we have included higher rates for our services compared to the well-established programs we already support. The proposed rates for the Personal Care program will help ensure that we can support a quality implementation and provide necessary ongoing services to members who will not have the benefit of a case manager supporting them but will need our guidance to be successful in self-directing their care.

We truly appreciate your consideration of our proposal.

Sincerely,



Sherwin Krug (Jun 6, 2023 08:52 EDT)

Sherwin Krug
Chief Financial Officer

	Estimate	Price	Total
Start-up Cost (3 Months)			
Fiscal Agent Support (9 Months)	4900	\$82.00	\$3,616,200.00
Fiscal Agency Support for ADW Community Transition Services (9 Months)	25	\$82.00	\$18,450.00
Fiscal Management Services for Processing TBIW Community Transition Services (9 Months)	5	\$82.00	\$3,690.00
*Ad Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) (9 Months)	10	\$125.00	\$11,250.00
*Additional Services (All-Inclusive Hourly Rate X 20 Hours) (9 Months)	20	\$125.00	\$22,500.00
Total Base Year 1 Mandatory Services			\$3,672,090.00
Base Contract Year 1 (Optional Services)	Estimate	Price	Total
Resource Consulting (Waivers/TMH) (9 Months)	4900	\$115.00	\$5,071,500.00
Personal Care Fiscal Agent Support (9 Months)	700	\$88.50	\$557,550.00
Personal Care Resource Consulting (9 Months)	700	\$142.56	\$898,128.00
Total Base Year 1 Optional Services			\$6,527,178.00
Total Base Year 1 Mandatory and Optional Services			\$10,199,268.00

Base Contract Optional Renewal Year 1 (Mandatory Services)	Estimate	Price	Total
Fiscal Agent Support	4900	\$82.00	\$4,821,600.00
Fiscal Agency Support for ADW Community Transition Services	25	\$82.00	\$24,600.00
Fiscal Management Services for Processing TBIW Community Transition	5	\$82.00	\$4,920.00
*Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours)	10	\$125.00	\$15,000.00
*Additional Services (All-Inclusive Hourly Rate X 20 Hours)	20	\$125.00	\$30,000.00
Total Optional Renewal Year 1 Mandatory Services			\$4,896,120.00
Base Contract Optional Renewal Year 1 (Optional Services)	Estimate	Price	Total
Resource Consulting (Waivers/TMH)	4900	\$115.00	\$6,762,000.00
Personal Care Fiscal Agent Support	700	\$88.50	\$743,400.00
Personal Care Resource Consulting	700	\$142.56	\$1,197,504.00
Total Optional Renewal Year 1 Optional Services			\$8,702,904.00
Total Optional Renewal Year 1 Mandatory and Optional Services			\$13,599,024.00

Base Contract Optional Renewal Year 2 (Mandatory Services)	Estimate	Price	Total
Fiscal Agent Support	4900	\$82.00	\$4,821,600.00
Fiscal Agency Support for ADW Community Transition Services	25	\$82.00	\$24,600.00
Fiscal Management Services for Processing TBIW Community Transition	5	\$82.00	\$4,920.00
*Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours)	10	\$125.00	\$15,000.00
*Additional Services (All-Inclusive Hourly Rate X 20 Hours)	20	\$125.00	\$30,000.00
Total Optional Renewal Year 2 Mandatory Services			\$4,896,120.00
Base Contract Optional Renewal Year 2 (Optional Services)	Estimate	Price	Total
Resource Consulting (Waivers/TMH)	4900	\$115.00	\$6,762,000.00
Personal Care Fiscal Agent Support	700	\$88.50	\$743,400.00
Personal Care Resource Consulting	700	\$142.56	\$1,197,504.00
Total Optional Renewal Year 2 Optional Services			\$8,702,904.00
Total Optional Renewal Year 2 Mandatory and Optional Services			\$13,599,024.00

Base Contract Optional Renewal Year 3 (Mandatory Services)	Estimate	Price	Total
Fiscal Agent Support	4900	\$82.00	\$4,821,600.00
Fiscal Agency Support for ADW Community Transition Services	25	\$82.00	\$24,600.00
Fiscal Management Services for Processing TBIW Community Transition	5	\$82.00	\$4,920.00
Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours)	10	\$125.00	\$15,000.00
Additional Services (All-Inclusive Hourly Rate X 20 Hours)	20	\$125.00	\$30,000.00
Total Optional Renewal Year 3 Mandatory Services			\$4,896,120.00
Base Contract Optional Renewal Year 3 (Optional Services)	Estimate	Price	Total
Resource Consulting (Waivers/TMH)	4900	\$115.00	\$6,762,000.00
Personal Care Fiscal Agent Support	700	\$88.50	\$743,400.00
Personal Care Resource Consulting	700	\$142.56	\$1,197,504.00
Total Optional Renewal Year 3 Optional Services			\$8,702,904.00

Total Optional Renewal Year 3 Mandatory and Optional Services			\$13,599,024.00
Base Contract Optional Renewal Year 4 (Mandatory Services)			
	Estimate	Price	Total
Fiscal Agent Support	4900	\$82.00	\$4,821,600.00
Fiscal Agency Support for ADW Community Transition Services	25	\$82.00	\$24,600.00
Fiscal Management Services for Processing TBIW Community Transition	5	\$82.00	\$4,920.00
*Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours)	10	\$125.00	\$15,000.00
*Additional Services (All-Inclusive Hourly Rate X 20 Hours)	20	\$125.00	\$30,000.00
Total Optional Renewal Year 4 Mandatory Services			\$4,896,120.00
Base Contract Optional Renewal Year 4 (Optional Services)			
	Estimate	Price	Total
Resource Consulting (Waivers/TMH)	4900	\$115.00	\$6,762,000.00
Personal Care Fiscal Agent Support	700	\$88.50	\$743,400.00
Personal Care Resource Consulting	700	\$142.56	\$1,197,504.00
Total Optional Renewal Year 4 Optional Services			\$8,702,904.00
Total Optional Renewal Year 4 Mandatory and Optional Services			\$13,599,024.00
Base Contract Optional Renewal Year 5 (Mandatory Services)			
	Estimate	Price	Total
Fiscal Agent Support	4900	\$82.00	\$4,821,600.00
Fiscal Agency Support for ADW Community Transition Services	25	\$82.00	\$24,600.00
Fiscal Management Services for Processing TBIW Community Transition	5	\$82.00	\$4,920.00
*Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours)	10	\$125.00	\$15,000.00
*Additional Services (All-Inclusive Hourly Rate X 20 Hours)	20	\$125.00	\$30,000.00
Total Optional Renewal Year 5 Mandatory Services			\$4,896,120.00
Base Contract Optional Renewal Year 5 (Optional Services)			
	Estimate	Price	Total
Resource Consulting (Waivers/TMH)	4900	\$115.00	\$6,762,000.00
Personal Care Fiscal Agent Support	700	\$88.50	\$743,400.00
Personal Care Resource Consulting	700	\$142.56	\$1,197,504.00
Total Optional Renewal Year 5 Optional Services			\$8,702,904.00
Total Optional Renewal Year 5 Mandatory and Optional Services			\$13,599,024.00
Grand Total All Years (Mandatory and Optional Services)			\$78,194,388.00

***All-inclusive Hourly Rate for Additional Services and Ad hoc Reporting:**

Vendor must agree to provide a Statement of Work (SOW) and estimation of effort and receive Bureau approval of the actual 'not-to-exceed' hours, time frame, and staff prior to work beginning.

Notes:

- 1.) *The estimated monthly participants are for cost bid evaluation purposes only. Actual utilization may be more or less.
- 2.) The vendor will invoice monthly in arrears at the PMPM rate for the number of participants served in the previous month.
- 3.) The Ad hoc reporting section will cover special reports requested by BMS that are not covered as part of the original contract.
- 4.) The additional services section will cover services for externally driven changes and requirements including any state or federal laws, rules and regulations that would result in BMS policy changes.
- 5.) The Vendors Total will include all general and administrative staffing (secretarial, clerical, etc.), travel, supplies and other resource costs necessary to perform all services within the scope of this procurement.
- 6.) Vendor must receive an approved delivery order before beginning any work for additional services and the ad hoc reporting.
- 7.) The cost bid will be evaluated on the Estimated Total Cost for all services for the six (6) year period.
- 8.) The additional services section will be calculated by multiplying the hourly rate by twenty (20) hours.
- 9.) The ad hoc reporting section will be calculated by multiplying the hourly rate by ten (10) hours.
- 10.) Grand Total Contract Price for six (6) years is calculated by adding the total mandatory and optional services amounts for each of the six (6) contract years.
- 11.) Ad hoc reporting will be invoiced upon hours used in previous month.

12.) Additional services will be invoiced monthly based on hours used in previous month.

13.) Vendor will be ineligible to invoice for operations while start-up is ongoing.

Public Partnership LLC

(Company)

Sherwin Krug, Chief Financial Officer

(Representative Name, Title)

770-331-4111/866 260 6260

(Contact Phone/Fax Number)

Sherwin Krug

Sherwin Krug (Jun 6, 2023 08:52 EDT)

June 6, 2023

(Date)