



Cost Proposal to

***West Virginia Health Care Authority
(HCA)***

Hospital Discharge Data

RFP HCC06225

Submitted: October 18, 2006

Submitted by:
Pam Conrad,
Director, Sales

Thomson Medstat
777 East Eisenhower Parkway
Ann Arbor, Michigan 48108

(734) 913-3325

Randy Cox
Sales Consultant

Thomson Medstat
801 Crescent Centre Dr, Suite 400
Franklin, Tennessee 37067

(615) 298-8574

Attachment I

COST PROPOSAL

The Cost Proposal must be provided separately from the Technical Proposal in a separate sealed envelope. Costs quoted shall be all-inclusive. No separate reimbursement will be made to the vendor for training, travel or any other expenses.

RFP MANDATORY and OPTIONAL REQUIREMENTS:

Mandatory Services (See Section 3.1):	Cost
A. Total All-Inclusive Cost for First Year Mandatory Items.	\$ 467,440 +\$.40/record*
B. Total All-Inclusive Cost for Second Year Mandatory Items.	\$ 331,515 +\$.40/record*
C. Total All-Inclusive Cost for Third Year Mandatory Items.	\$ 346,966 + \$.40/record*
Grand Total of Mandatory Items in A, B, and C above. (This is the only cost line that will be scored).	\$1,145,921
Pricing for Optional Services (Cost for optional services will not be included in the Cost Score).	
3.2.1 Reformat hospital inpatient data from other states for integration with HCA data as requested (quoted as per state per year).	\$10,000 Per state, per year
3.2.2 Develop "Public Use Database Files (PUF)" and files for AHRQIH-CUP.	\$50,000 Per year
3.2.3 Software tools for use of PUF files to be made available on the agency's website as requested.	\$25,000 Per year
3.2.4 Fulfill customer requests for billing data as requested by the WVHCA in accordance with then current WVHCA policies and procedures; \$___ per data request.	\$ 5,000 Per data request
3.2.5 Training and programming services specifically for SAS, SAS software products and integration of SAS software products (all inclusive; no separate amounts allowed for travel):	\$3,000 per Diem

* Please note that the total annual amounts for all three years will decrease by \$22,500 and .40/record should the HCA use Disease Staging instead of APR-DRGs as their risk-adjustment methodology. Also, HCA may be able to received better pricing than vendors do by purchasing the APR-DRG grouper directly from 3M, then provide to Medstat to process the records on behalf of HCA.

3.2.6 Total All-Inclusive Costs for Outpatient Data collection, editing, reconciliation, cleaning, application of groupers and coding adjustments quoted <u>PER YEAR</u> for the following except where indicated below (number references RFP reference number).	\$75,000 year 1 \$50,000 Years 2 & 3
3.2.6.1 Emergency Department data: \$ _____ PER YEAR	Included Per year
3.2.6.2 Outpatient surgery data from hospitals: \$ _____ PER YEAR	Included Per year
3.2.6.2.1 Outpatient surgery data from outpatient surgery centers:	Included per record, not to exceed \$ _____ per year
3.2.6.3 Outpatient observation stays: \$ _____ Per Year	Included Per year
3.2.6.4 Outpatient diagnostic and therapeutic Services:	Included Per year
3.2.6.4.1 Non-hospital based outpatient diagnostic and therapeutic services:	Included per encounter record, not to exceed \$ _____ per year
3.2.6.5 Outpatient physician office visits or other types of hospital outpatient services:	Included Per year
3.2.6.5.1 Non-hospital based outpatient physician office visits or other types of outpatient services:	Included per record, not to exceed \$ _____ per year
3.2.7 (et seq.) Analytic Reports	\$2,500 per report if run by vendor
3.2.7 (et seq.) Analytic Reports Creation of report template or software programming code for re-use by HCA.	\$2,500 per report or per report template
3.2.7 (et seq.) Analytic, interactive software reporting tools furnished by vendor. Total First Year Cost for analytic software reporting tools.	\$46,500
Total Second Year Cost for analytic software reporting tools.	\$35,700
Total Third Year Cost for analytic software reporting tools.	\$37,486