



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER:  
**HCC06225**

PAGE:  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**KRISTA FERRELL  
 304-558-2596**

VENDOR

**RFQ COPY**  
 TYPE NAME/ADDRESS HERE  
 Social & Scientific Systems, Inc.  
 8757 Georgia Avenue, 12th Floor  
 Silver Spring, MD 20910

SHIP TO

**HEALTH CARE AUTHORITY**  
**SUITE 201**  
**100 DEE DRIVE**  
**CHARLESTON, WV**  
**25311-1692 304-558-7000**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
08/30/2006				

BID OPENING DATE: **10/18/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-62	Mandatory Services \$454,996 per year	\$1,364,988
SOFTWARE, PREPROGRAMMED (DATA BASE MANAGEMENT CONTRO						for 3-year period
REQUEST FOR PROPOSAL						
THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA HEALTH CARE AUTHORITY, IS SOLICITING PROPOSALS TO PROVIDE THE AGENCY WITH THE COLLECTION, PROCESSING, AND REPORTING OF HOSPITAL DATA (UNIFORM HOSPITAL DISCHARGE BILLING PROGRAM) UNDER LEGISLATIVE MANDATE.						
PLEASE SEE ATTACHED FOR SCHEDULE OF DEADLINE DATES.						
BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.						
VENDOR PREFERENCE CERTIFICATE						
CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS):						
A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donna Baris</i>	TELEPHONE 301-628-3000	DATE 10/18/2006
TITLE Chief Operating Officer	FEIN 52-1114970	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

---

**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

**SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130



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 Department of Administration  
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### Request for Quotation

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PAGE:  
**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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 304-558-2596**

RFQ COPY

TYPE NAME/ADDRESS HERE  
**Social & Scientific Systems, Inc.  
 8757 Georgia Avenue, 12th Floor  
 Silver Spring, MD 20910**

SHIP TO

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 25311-1692 304-558-7000**

DATE PRINTED: <b>08/30/2006</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **10/18/2006** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>REASON CHECKED:</p> <p><input type="checkbox"/> BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p><input type="checkbox"/> BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p><input type="checkbox"/> BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p><input type="checkbox"/> BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donna Baren</i>	TELEPHONE <b>301-628-3000</b>	DATE <b>10/18/2006</b>
TITLE <b>Chief Operating Officer</b>	FEIN <b>52-1114970</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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**3**

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 304-558-2596**

VENDOR

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**Social & Scientific Systems, Inc.  
 8757 Georgia Avenue, 12th Floor  
 Silver Spring, MD 20910**

SHIP TO

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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/30/2006				

BID OPENING DATE: **10/18/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UQP	QAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>OR            ( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donn Baird</i>	TELEPHONE 301-628-3000	DATE 10/18/2006
TITLE Chief Operating Officer	FERN 52-1114970	ADDRESS CHANGES TO BE NOTED ABOVE

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**4**

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BID OPENING DATE: **10/18/2006** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.  BIDDER: <u>Social &amp; Scientific Systems, Inc.</u>  DATE: <u>October 18, 2006</u>  SIGNED: <u><i>Donna Baei</i></u>  TITLE: <u>Chief Operating Officer</u>  * CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)  ***** THIS IS THE END OF RFQ HCC06225 ***** TOTAL: <u>\$1,364,988</u>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <u><i>Donna Baei</i></u>	TELEPHONE 301-628-3000	DATE 10/18/2006
TITLE Chief Operating Officer	FEIN 52-1114970	ADDRESS CHANGES TO BE NOTED ABOVE

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DATE PRINTED <b>09/05/2006</b>	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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BID OPENING DATE: **10/18/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO ADD THE ATTACHED PAGES TO THIS RFQ.						
BID OPENING DATE REMAINS: 10/18/2006						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 1 *****						
0001	1	LS		205-62	Mandatory Services \$454,996 per year	\$1,364,988
SOFTWARE, PREPROGRAMMED (DATA BASE MANAGEMENT CONTRO						for 3-year period
***** THIS IS THE END OF RFQ HCC06225 *****						TOTAL: \$1,364,988

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donna Bowers</i>	TELEPHONE 301-628-3000	DATE 10/18/2006
TITLE Chief Operating Officer	FEIN 52-1114970	ADDRESS CHANGES TO BE NOTED ABOVE

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 304-558-2596**

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 CHARLESTON, WV  
 25311-1692 304-558-7000

DATE PRINTED 09/29/2006	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 10/18/2006		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
THIS ADDENDUM IS ISSUED TO ANSWER QUESTIONS RECEIVED BEFORE THE 9/18/2006 DEADLINE FOR QUESTIONS.						
ALSO, TO REVISE PAGES 2-33 OF ADDENDUM 1 DATED 09/05/2006.						
BID OPENING DATE REMAINS: 10/18/2006						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 2 *****						
0001	1	LS		205-62	Mandatory Services \$454,996 per year	\$1,364,988
SOFTWARE, PREPROGRAMMED (DATA BASE MANAGEMENT CONTRO						For 3-year period
***** THIS IS THE END OF RFQ HCC06225 ***** TOTAL						\$1,364,988

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE <i>Donna Bares</i>	TELEPHONE 301-628-3000	DATE 10/18/2006
TITLE Chief Operating Officer	FEIN 52-1114970	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

P2006.1418

**Cost Proposal to Provide  
Data Collection and Processing Services  
for the  
West Virginia Health Care Authority**

RFP No. HCC06225

October 18, 2006

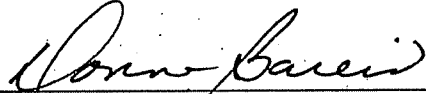
We acknowledge receipt of Addendum #01 on September 8, 2006 and  
Addendum #02 on October 2, 2006.

Submitted to:

Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, West Virginia 25305-0130

Submitted by:

Social & Scientific Systems, Inc.  
12<sup>th</sup> Floor  
8757 Georgia Avenue  
Silver Spring, Maryland 20910  
(301) 628-3000  
(301) 628-3001 (FAX No.)

  
\_\_\_\_\_  
Donna Bareis, Chief Operating Officer

## Table of Contents

Introduction.....	1
1.0 Assumptions .....	2
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3.0 Additional Items .....	9

## **Introduction**

Social & Scientific Systems, Inc. (SSS), is pleased to present this proposal to the West Virginia Health Care Authority to provide data collection and processing services.

We include HSS/Ingenix as a subcontractor, who has been our subcontractor for the last 8 years. HSS was acquired last year by Ingenix. HSS/Ingenix's participation will not exceed 15%, as specified in the Request for Quotation Number HCC06225.

### **Proposal Organization**

This proposal is organized in three sections:

- 1.0 Assumptions
- 2.0 Bid Sheets
- 3.0 Additional Items

## 1.0 Assumptions

SSS has completed the bid sheets while taking into account assumptions for both mandatory services and optional services.

### Mandatory Services

For the past 8 years under our current project with HCA, SSS has been providing many of the requirements listed in the RFP. Over the years, we have introduced several efficiencies in the data processing and analysis activities and these efficiencies have been taken into consideration in developing our cost estimates. However, the RFP introduced many new mandatory requirements along with increased efforts under some existing mandatory requirements. Many of the new requirements necessitate not only the increased labor hours of the SSS and HSS/Ingenix project team, but also a variety of new software packages and groupers that had not been introduced into this project prior to this RFP. These have affected our cost estimates.

Our previous budget was approximately \$300,000 per year. However, our new proposed estimate is higher due to additional mandatory requirements of the RFP. Refer to the table below for a breakdown of the cost for the major additional requirements:

<b>Additional Mandatory Requirement</b>	<b>Additional Cost</b>
Groupers and Pricing Software, including labor to implement	\$260,218
Additional capability of S3-WebSubmit will allow users to view and edit previously submitted data. This is in addition to the editing component that we will implement by the end of the current contract (at no additional cost to HCA) that will allow users to correct data at the time of data submission.	\$75,364
Industry adjudication processing software to implement medical necessity system, including labor and software	\$133,946
Rehabilitation data collection	\$48,000
<b>Total for 3 years</b>	<b>\$517,528</b>

Previously, only one grouper package (CMS DRG / APS DRG) software was needed, at a rate of about \$15,000 per year. Under this project, many more groupers along with pricing software are required. The recommended software to be purchased annually includes:

- Medicare hospital inpatient pricing software and rate files, section III - 3.1.4.5
- Software to support other Medicare payment systems, section III - 3.1.4.3
  - a. Inpatient rehabilitation (includes rate file)
  - b. Inpatient psychiatric facility (includes rate file)
  - c. Skilled nursing facility (includes rate file)
  - d. Long term acute care hospital (includes rate file)
- Software to support other payment systems, section III - 3.1.4.5

- Software to implement medical necessity edits based on Medicare policies, sections II and III - 3.1.2.7, 3.1.2.8, and 3.1.4.5

This additional software increases costs by about \$260,218 for the 3-year period of performance, including labor for implementation.

The online Web-based component of S3-WebSubmit to edit previously submitted data, required under section II - 3.1.2.3, increased the price as well. This enhancement is implemented in year 1. In addition to design and programming support, hardware will be needed. The estimated cost for this additional requirement is \$75,364.

Another increase is due to the implementation of the medical necessity system of edits recommended by HSS/Ingenix in response to section 3.1.2.7.8 of the RFP (II-3.1.2.7) that expressed HCA's interest in applying industry accepted criteria to adjudication of the billing records. This results in a total 3-year increase of \$133,946, including software and labor for HSS/Ingenix and SSS.

Receipt and processing of the Inpatient Rehabilitation Facility Patient Assessment Instrument, IRF-PAI, in order to invoke the Rehabilitation grouper requested in section III-3.1.4.3, results in an increase of \$48,000 for 3-year period.

Information technology costs are listed on the next page, with details about requirements and purchase year.

### **Optional Services**

SSS is willing to renegotiate all optional services upon receipt of additional information. We feel this would be beneficial to West Virginia since the number of expected records by category of service, including sections 3.2.6.1, Emergency Department data; 3.2.6.2, outpatient surgery data from hospitals; 3.2.6.2.1, outpatient surgery data from outpatient surgery centers; 3.2.6.3, outpatient observation stays; 3.2.6.4, outpatient diagnostic and therapeutic services; 3.2.6.4.1, non-hospital based outpatient diagnostic and therapeutic services; and 3.2.6.5, outpatient physician office visits or other types of hospital outpatient services, will significantly vary by these types.

Our estimates are based on cross-cutting the number of records and diversity of data content. We recommend first authorizing a pilot study to better understand the data collection. Outpatient estimates are based on the following process and include escalation to account for the 3-year period:

- Pilot study
- Project design
- Data collection
- Casemix classification
- Reporting and data release
- Education

Item	Price	Qty	Total	Description	Year
Kingson 1GB Memory, KTH-D530/1G	\$180.00	2	\$360.00	Memory Upgrade for WV Workstation to replace existing 512MB currently in system. This will substantially improve the processing performance without fully replacing the computer.	1
Windows 2003 Upgrad	\$530.00	1	\$530.00	This software upgrade is to upgrade the existing production server hosting S3-WEBSUBMIT to the latest version of Windows. It is currently running Windows 2000	1
SQL 2005	\$5,800.00	2	\$11,600.00	2 copies of SQL Server 2005 to upgrade the existing SQL 2000 on SSHOST56 & to install a new copy on the new QA/DEV Server listed below. This upgrade is recommended because mainstream support for SQL 2000 is scheduled to end on 04/08/2008 which will be in the middle of the new contract period. Once mainstream support ends, non-security related hotfixes require extended support agreements. Additionally, it is typical that service packs, patches and technical support are no longer readily available. Encrypted External Storage for Disaster Recovery and transferring of files between WV systems. This drive is to be used to replace the existing JAZZ drives used to transfer programs between the WV workstation and secondary processing systems.	2
Maxtor 500GB Drive	\$290.00	2	\$580.00	The Geotrust Certificate is used to provide a Secure connection to the S3-WEBSUBMIT System. The production server, sshost56, and the new QA/DEV server will require certificates. With renewals occurring each year over the course of 3 years, we will need a minimum of 6 certificates. With annual renewals, we will purchase 2 each year starting in year 1	1
Equifax (Geotrust) Secure Certificate	\$249.00	6	\$1,494.00	The existing production server currently has 1GB of memory. In order to support the additional processing requirements of online editing, a memory upgrade is recommended.	\$498/yr all years of contract
2 GB Memory Upgrade	\$544.00	2	\$1,088.00	The warranty on the existing production server expires in February 2007. This will extend the warranty for an additional 2 years, until February of 2009. The warranty is necessary for hardware support from Dell in the event of failure.	1
Warranty Renewal	\$385.00	1	\$385.00	The SC1425 is an example of the additional server to serve as the QA/Development Server for S3-WEBSUBMIT. More importantly, it will serve as a warm failover server in the event the current production system fails. At the time of award, we will evaluate the existing vendor options and make a final recommendation on the actual platform. The actual server purchased may not be a Dell PowerEdge SC1425	1
Dell PowerEdge SC1425	\$3,201.00	1	\$3,201.00	FileUp Standard Edition is a robust software tool, used in web applications to manage extensive file upload operations. Because the S3-WEBSUBMIT application relies heavily on file uploads, this application is necessary on both the production and QA/DEV system. Since it is currently installed on the existing production system only one new copy is necessary.	1
FileUpSE	\$499.00	1	\$499.00	FileUP as with many applications releases updates and patches. Additionally, they offer technical support services. To take advantage of the support and acquire additional updates, a maintenance agreement is necessary. Since the actual software is priced with one year of maintenance the renewals are necessary for year 2 and 3 of the contract. Additionally, because the software is installed on both servers, it will require maintenance agreements for each system during years 2 and 3.	2, 3
FileUPSE Maintenance	\$119.00	4	\$476.00		
		Total Yr 1	\$7,141.00		
		Total Yr 2	\$12,574.00		
		Total Yr 3	\$974.00		

## **2.0 Bid Sheets**

The following pages include the RFP's worksheets for describing costs of the project.

Many of the tasks listed in the proposal will have to be accomplished during the first year of the project, and according to our detailed calculations, the cost to HCA would be higher for the first year. In order to lessen this burden on the State, we have made a decision to use the average cost across 3 years in the mandatory component of the cost proposal. The total cost for the mandatory requirements over the 3-year period is \$1,364,988, an average of \$454,996 per year.

For optional services, we provide the actual cost per service.

**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	\$454,996
B. Total All-Inclusive Cost for Second Year Mandatory Items	\$454,996
C. Total All-Inclusive Cost for Third Year Mandatory Items	\$454,996
<b>Grand Total of Mandatory Items in A, B and C above.</b> <b>(This is the only cost line that will be scored.)</b>	\$1,364,988
<b>Pricing for Optional Services. (Cost for optional services will not be included in the Cost Score.)</b>	
3.2.1 Reformat hospital inpatient data from other states for integration with HCA data as requested (quoted as per state, per year)	\$11,237 per state, per year
3.2.2 Develop "Public Use Database Files (PUF) and files for AHRQ/H-CUP	\$28,671 per year
3.2.3 Software tools for use of PUF files to be made available on the agency's website as requested.	\$30,029 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.	\$6,950 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):	\$2,500 per diem
3.2.6 Total All-Inclusive Costs for Outpatient Data collection, editing, reconciliation, cleaning, application of groupers and coding adjustments quoted PER YEAR for the following except where indicated below (number references RFP section number).	
3.2.6.1 Emergency Department data: \$ _____ PER YEAR	\$129,617 per year
3.2.6.2 Outpatient surgery data from hospitals: \$ _____ PER YEAR	\$129,617 per year
3.2.6.2.1 Outpatient surgery data from outpatient surgery centers:	\$3 Per record: Not to exceed \$164,043 per year
3.2.6.3 Outpatient observation stays: \$ _____ PER YEAR	\$121,563 per year
3.2.6.4 Outpatient diagnostic and therapeutic Services:	\$129,617 per year
3.2.6.4.1 Non-hospital based outpatient diagnostic and therapeutic services:	\$To be negotiated upon additional information per encounter record, not to exceed \$ TBD per year
3.2.6.5 Outpatient physician office visits or other types of hospital outpatient services:	\$To be negotiated upon additional information per encounter record, not to exceed \$TBD per year

3.2.6.5.1 Non-hospital based outpatient physician office visits or other types of outpatient services:	\$To be negotiated upon additional information per encounter record, not to exceed \$ TBD per year.
3.2.7 (et seq.) Analytic Reports	\$10,830 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.	\$14,687 per report or per report template.
3.2.7 (et seq.) Analytic, interactive software reporting tools furnished by vendor. Total <b>First Year</b> Cost for analytic software reporting tools.	\$36,960
Total <b>Second Year</b> Cost for analytic software reporting tools.	\$38,808
Total <b>Third Year</b> Cost for analytic software reporting tools.	\$40,748

### **3.0 Additional Items**

This section addresses the following additional items:

- Vendor Registration and Disclosure Statement
- General Terms and Conditions

#### **3.1 Vendor Registration and Disclosure Statement**

SSS is a registered vendor in the State of West Virginia.

#### **3.2 General Terms And Conditions**

By signing this proposal, SSS agrees to be bound by all the terms and conditions of the RFP.