



September 30, 2015

Mr. Robert P. Kilpatrick, Senior Buyer
Department of Administration, Purchasing Division
2019 Washington Street, East
Charleston, WV 25305-0130

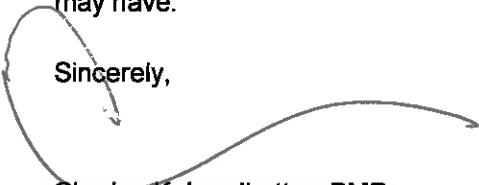
Dear Mr. Kilpatrick:

Enclosed is Berry Dunn McNeil & Parker, LLC's (BerryDunn's) Cost Proposal in response to the West Virginia Health Care Authority's (HCA's) Request for Proposal (RFP) #CRFP 0507 HCC1600000001 seeking consulting services for the development of West Virginia's State Health Plan (SHP).

We have read the RFP and the Addendum, we understand them, and we agree to the terms and conditions therein. Our proposal is a firm and irrevocable offer that is valid for a minimum of 180 days from the September 30, 2015, due date. As a Principal in our firm's Government Consulting Group, I am authorized to bind BerryDunn to the commitments made herein. Should you have any questions regarding our proposal, please contact me directly at (207) 541-2249 or cleadbetter@berrydunn.com.

Thank you for providing us the opportunity to submit this proposal. We would be pleased to present our proposal, team, and corporate qualifications in person and answer any questions the Evaluation Team may have.

Sincerely,



Charles K. Leadbetter, PMP
Principal

ATTACHMENT C: COST SHEET

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should be clearly marked.

Table 1: Annual Project Costs

Year	RFP Requirements/Deliverables	*Project Cost
1	The vendor SHALL assume all responsibility for meeting logistics, coordinating workgroup meetings, conference calls, documentation of all aspects of the project, paper and copying expenses, progress reports and all other costs associated with the project.	
	Within 1 year of contract award, the vendor SHALL deliver a draft SHP	\$817,692
2	The vendor SHALL assume all responsibility for meeting logistics, coordinating workgroup meetings, conference calls, documentation of all aspects of the project, paper and copying expenses, progress reports and all other costs associated with the project.	
	Within 15 months of award of the contract the vendor SHALL develop, produce and deliver a final SHP.	\$95,966
	At the end of year 2 of the contract, the vendor shall produce an evaluation of the progress made toward the measurable goals and objectives of the SHP	\$258,280
3	The vendor SHALL assume all responsibility for meeting logistics, coordinating workgroup meetings, conference calls, documentation of all aspects of the project, paper and copying expenses, progress reports and all other costs associated with the project.	
	At the end of year 3 of the contract, the vendor shall produce a final evaluation of the progress made toward the measurable goals and objectives of the SHP.	\$284,280
Total 3-Year Project Cost		\$1,456,218

Table 2: Optional Costs

Optional Service		*Project Cost
4.6.1. Identify if proposed health care services, new construction, renovations and/or purchases of major medical equipment consistent with the SHP objectives and goals are needed, financially feasible and require CON review.		\$40,897
4.6.2. Develop a WVHCA guide for individuals, institutions, state and local government agencies, community leadership and others in planning for specific health care facilities and services to meet the SHP objectives.		\$36,981
4.6.3. Identify goals, objectives and strategies consistent with national goals, such as the "National Strategy for Quality Improvement in Health Care" and/or "Healthy People 2020;"		\$0 (costs included in draft SHP cost)
4.6.4. Develop "WV Healthy People 2020" program.		\$39,050
4.6.5. Develop a process for the state to use for identifying any and all funding opportunities available to the state for health improvement and other initiatives.		\$0 (we have developed this process for other clients and will provide it to West Virginia at no additional charge if requested)
4.6.6. Fulfill ad-hoc reporting and answer special research questions of the HCA. *All inclusive hourly rate=	Hourly Rate Cost	Estimated Annual Units \$25,200
	\$210	
Total Annual Optional Cost		\$142,128

Final Total Project Cost (to be inserted into the cost score formula outlined in Section 6 (2))

Total 3-Year Project Cost (Table 1) + Total Optional Cost (Table 2)	\$1,598,346
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***All-inclusive Hourly Rate for Pricing Additional Services:** Contract will be open-end based on the estimates listed on the Cost Sheet. It is understood and agreed that the Contract shall cover the quantities actually ordered during the term of the Contract, whether more or less than the quantities shown. Agency will confirm actual 'not-to-exceed' hours, time frame, and staff prior to work beginning by the issuance of a Delivery Order. Vendor's all-inclusive rates and Costs will include all general and administrative staffing (secretarial, clerical, etc.), travel, supplies, and any other resource costs necessary to perform additional service within the scope of this project.