

Aetna Better Health® of West Virginia

West Virginia Department of Health and Human Resources

Mountain Health Promise

Request for Proposal
CRFP 0511 BMS2300000001

Cost Proposal

Aetna Better Health® of West Virginia

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Attachment A:
Cost Proposal



COST PROPOSAL SUPPLEMENTAL INFORMATION

Per Attachment A,

“The Vendor’s response should provide sufficient information to allow the Department to assess the reasonableness of the Vendor’s cost for the project as detailed in the Cost Workbook”.

Below is the supplemental information supporting Aetna Better Health of West Virginia (“Aetna”)’s cost proposal as provided in Table I of Attachment A: Cost Proposal.

Vendor’s Bid Amount for Administrative Services (SNS)

After consideration of the requirements to provide Statewide administrative services for all individuals accessing Socially Necessary Services (SNS), Aetna Better Health of West Virginia will continue to provide SNS administration services under a sub-contractor arrangement with Keystone Peer Review Organization (Kepro). The ASO cost submitted for the administration of SNS services was based upon the rates negotiated with the subcontractor to ensure compliance with all contractual and RFP requirements and the payroll and related costs for key staff mandated in the RFP.

- A monthly bid rate of \$89,117.52 with a 12-month total bid of \$1,069,410.24.
 1. Vendor’s Bid Amount for Administrative Services (SNS) - Optional Year 1
- A monthly bid rate of \$91,628.99 with a 12-month total bid of \$1,099,547.88.
 2. Vendor’s Bid Amount for Administrative Services (SNS) - Optional Year 2
- A monthly bid rate of \$93,930.09 with a 12-month total bid of \$1,127,161.08.
 3. Vendor’s Bid Amount for Administrative Services (SNS) - Optional Year 3
- A monthly bid rate of \$96,290.25 with a 12-month total bid of \$1,155,483.00.
 - Total contract Value is **\$4,451,602.20**

**Microsoft Excel workbook
(Attachment A)**

Attachment A: Cost Proposal

West Virginia Department of Health and Human Resources - Mountain Health Promise (MHP) Request for Proposal (RFP)			
Instructions:			
Vendor: Aetna Better Health of			
<p>Vendors will be paid an actuarially sound/certified capitated per member per month (PMPM) rate set by the State for Managed Care Organization (MCO) physical and behavioral health services, which shall be firm and fixed for the period of the contract, subject to any adjustments warranted for modifications including, but not limited to, State or federal regulation, waiver amendments, required actuarial adjustments, and State Plan amendments. Therefore, vendors will only be scored on administrative costs relative to Socially Needed Services (SNS) under the cost proposal.</p> <p>Vendors will be paid a fixed monthly amount for Administrative Services Organization (ASO) administration of SNS, which shall be firm and fixed for each contract year, subject to any adjustments warranted for modifications including, but not limited to, State or federal regulation, waiver amendments, and State Plan amendments. The vendor shall submit a desired, fixed monthly cost for SNS administration in rows 7 through 10. Rows 7 through 10 will automatically be multiplied by 12 and the total cost for each year will be displayed in cells D7-D10. Cell D11 will be automatically added to display a Total Cost Proposal</p> <p>NOTE: The Vendor's bid amount entered into for the ASO SNS Services cost should not include any services costs for the SNS services themselves, and should not include any direct costs for medical expense. The bid amount is for ASO SNS administration costs only. Reimbursement for the SNS services provided to members will be reimbursed directly to the provider on a fee for service basis from Title IV funds. Reimbursement for MHP medical costs (physical/behavioral health) will be based on a actuarially sound/certified capitated rate basis, and those expenses/costs are not to be considered here as part of the SNS administrative costs.</p>			
Table 1: Costs by Contract Item			
Contract Item	Bid Amount	Contract Months	Total Administrative Services Cost
Vendor's Bid Amount for Administrative Services (SNS) - Year 1	\$ 89,117.52	12	\$ 1,069,410.24
Vendor's Bid Amount for Administrative Services (SNS) - Optional Year 1	\$ 91,628.99	12	\$ 1,099,547.88
Vendor's Bid Amount for Administrative Services (SNS) - Optional Year 2	\$ 93,930.09	12	\$ 1,127,161.08
Vendor's Bid Amount for Administrative Services (SNS) - Optional Year 3	\$ 96,290.25	12	\$ 1,155,483.00
Total Cost Proposal:			\$ 4,451,602.20

RFP Table 1: Estimated Number of Individuals Who Access SNS	
Population	Estimated Enrollment
Eligible Youth (Calendar Year 2021)	12,736