



Attachment A Cost Sheet



modivcare

Solicitaion # CRFP BMS2600000001-

Modivcare is pleased to submit our cost proposal following this page. We identified an error in the formulas tied to a multiple locations in the workbook, but we have not changed the integrity of Attachment A_Cost Sheet as downloaded from the procurement resources.

On Tab BMS-NEMT, the formula entered for total value in column F for 'Subtotal Base Year 1' does not include row 20 for the 1-300,000 members. This results in several locations throughout the submission where the total will be off by \$9,261,000. Once the formulas are corrected, the totals will also be accurate.

We appreciate the opportunity to bid on this event and thank you for the time to review our comments.

Marvin O. Lewis

Vice President of Contracts and Pricing

NEMT: Services for Bureau for Medical Services (BMS), including Medicaid and West Virginia Children's Health Insurance Program (WV CHIP)

Section 1 - Implementation Cost (All-Inclusive)-3 Months

Expense	
1. Implementation	
Total Not To Exceed Cost	

Total Cost	
\$	
	\$0.00

Section 2 – Operations Cost

Member Volume	A. Months	B. PMPM Rate	C. Total Annual Cost Base Year 1 (9 Months) Optional Renewal Years (12 Months)
Base Year 1			
1-300,000 members (300,000 Multitplier)	9	\$ 3.43	\$ 9,261,000
300,001-330,000 members (330,000 Multitplier)	9	\$ 4.11	\$ 12,206,700
330,001-360,000 members (360,000 Multitplier)	9	\$ 4.93	\$ 15,973,200
360,001-390,000 members (390,000 Multitplier)	9	\$ 5.91	\$ 20,744,100
390,001-420,000 members (420,000 Multitplier)	9	\$ 7.09	\$ 26,800,200
420,001-450,000 members (450,000 Multitplier)	9	\$ 8.49	\$ 34,384,500
450,001-480,000 members (480,000 Multiplier)	9	\$ 8.35	\$ 36,072,000
480,001-510,000 members (510,000 Multitplier)	9	\$ 8.21	\$ 37,683,900
510,001-540,000 members (540,000 Multitplier)	9	\$ 6.57	\$ 31,930,200
540,001-570,000 members (570,000 Multitplier)	9	\$ 5.26	\$ 26,983,800
570,001-600,000 members (600,000 Multitplier)	9	\$ 4.21	\$ 22,734,000
≥ 600,001 members (600,001 Multitplier)	9	\$ 3.37	\$ 18,198,030
Subtotal Base Year 1			\$283,710,630.33

**Optional
Renewal
Year 1**

1-300,000 members (300,000 Multitplier)	12	\$	3.59	\$ 12,924,000
300,001-330,000 members (330,000 Multitplier)	12	\$	4.30	\$ 17,028,000
330,001-360,000 members (360,000 Multitplier)	12	\$	5.15	\$ 22,248,000
360,001-390,000 members (390,000 Multitplier)	12	\$	6.17	\$ 28,875,600
390,001-420,000 members (420,000 Multitplier)	12	\$	7.40	\$ 37,296,000
420,001-450,000 members (450,000 Multitplier)	12	\$	8.87	\$ 47,898,000
450,001-480,000 members (480,000 Multiplier)	12	\$	8.72	\$ 50,227,200
480,001-510,000 members (510,000 Multitplier)	12	\$	8.57	\$ 52,448,400
510,001-540,000 members (540,000 Multitplier)	12	\$	6.86	\$ 44,452,800
540,001-570,000 members (570,000 Multitplier)	12	\$	5.49	\$ 37,551,600
570,001-600,000 members (600,000 Multitplier)	12	\$	4.40	\$ 31,680,000
≥ 600,001 members (600,001 Multitplier)	12	\$	3.53	\$ 25,416,042
Subtotal Optional Renewal Year 1				\$408,045,642.36

**Optional
Renewal
Year 2**

1-300,000 members (300,000 Multitplier)	12	\$	3.63	\$ 13,068,000
300,001-330,000 members (330,000 Multitplier)	12	\$	4.35	\$ 17,226,000
330,001-360,000 members (360,000 Multitplier)	12	\$	5.21	\$ 22,507,200
360,001-390,000 members (390,000 Multitplier)	12	\$	6.25	\$ 29,250,000
390,001-420,000 members (420,000 Multitplier)	12	\$	7.49	\$ 37,749,600
420,001-450,000 members (450,000 Multitplier)	12	\$	8.98	\$ 48,492,000
450,001-480,000 members (480,000 Multiplier)	12	\$	8.83	\$ 50,860,800
480,001-510,000 members (510,000 Multitplier)	12	\$	8.68	\$ 53,121,600
510,001-540,000 members (540,000 Multitplier)	12	\$	6.95	\$ 45,036,000

540,001-570,000 members (570,000 Multitplier)	12	\$	5.57	\$	38,098,800
570,001-600,000 members (600,000 Multitplier)	12	\$	4.46	\$	32,112,000
≥ 600,001 members (600,001 Multitplier)	12	\$	3.57	\$	25,704,043
Subtotal Optional Renewal Year 2					\$413,226,042.84

**Optional
Renewal
Year 3**

1-300,000 members (300,000 Multitplier)	12	\$	3.69	\$	13,284,000
300,001-330,000 members (330,000 Multitplier)	12	\$	4.42	\$	17,503,200
330,001-360,000 members (360,000 Multitplier)	12	\$	5.30	\$	22,896,000
360,001-390,000 members (390,000 Multitplier)	12	\$	6.35	\$	29,718,000
390,001-420,000 members (420,000 Multitplier)	12	\$	7.61	\$	38,354,400
420,001-450,000 members (450,000 Multitplier)	12	\$	9.13	\$	49,302,000
450,001-480,000 members (480,000 Multiplier)	12	\$	8.98	\$	51,724,800
480,001-510,000 members (510,000 Multitplier)	12	\$	8.83	\$	54,039,600
510,001-540,000 members (540,000 Multitplier)	12	\$	7.07	\$	45,813,600
540,001-570,000 members (570,000 Multitplier)	12	\$	5.66	\$	38,714,400
570,001-600,000 members (600,000 Multitplier)	12	\$	4.53	\$	32,616,000
≥ 600,001 members (600,001 Multitplier)	12	\$	3.63	\$	26,136,044
Subtotal Optional Renewal Year 3					\$420,102,043.56

**Optional
Renewal
Year 4**

1-300,000 members (300,000 Multitplier)	12	\$	3.74	\$	13,464,000
300,001-330,000 members (330,000 Multitplier)	12	\$	4.48	\$	17,740,800
330,001-360,000 members (360,000 Multitplier)	12	\$	5.37	\$	23,198,400
360,001-390,000 members (390,000 Multitplier)	12	\$	6.44	\$	30,139,200
390,001-420,000 members (420,000 Multitplier)	12	\$	7.72	\$	38,908,800

420,001-450,000 members (450,000 Multiplier)	12	\$	9.26	\$	50,004,000
450,001-480,000 members (480,000 Multiplier)	12	\$	9.11	\$	52,473,600
480,001-510,000 members (510,000 Multiplier)	12	\$	8.96	\$	54,835,200
510,001-540,000 members (540,000 Multiplier)	12	\$	7.17	\$	46,461,600
540,001-570,000 members (570,000 Multiplier)	12	\$	5.74	\$	39,261,600
570,001-600,000 members (600,000 Multiplier)	12	\$	4.60	\$	33,120,000
≥ 600,001 members (600,001 Multiplier)	12	\$	3.69	\$	26,568,044
Subtotal Optional Renewal Year 4					\$426,175,244.28

**Optional
Renewal
Year 5**

1-300,000 members (300,000 Multiplier)	12	\$	3.78	\$	13,608,000
300,001-330,000 members (330,000 Multiplier)	12	\$	4.53	\$	17,938,800
330,001-360,000 members (360,000 Multiplier)	12	\$	5.43	\$	23,457,600
360,001-390,000 members (390,000 Multiplier)	12	\$	6.51	\$	30,466,800
390,001-420,000 members (420,000 Multiplier)	12	\$	7.81	\$	39,362,400
420,001-450,000 members (450,000 Multiplier)	12	\$	9.36	\$	50,544,000
450,001-480,000 members (480,000 Multiplier)	12	\$	9.21	\$	53,049,600
480,001-510,000 members (510,000 Multiplier)	12	\$	9.06	\$	55,447,200
510,001-540,000 members (540,000 Multiplier)	12	\$	7.25	\$	46,980,000
540,001-570,000 members (570,000 Multiplier)	12	\$	5.81	\$	39,740,400
570,001-600,000 members (600,000 Multiplier)	12	\$	4.65	\$	33,480,000
≥ 600,001 members (600,001 Multiplier)	12	\$	3.73	\$	26,856,045
Subtotal Optional Renewal Year 5					\$430,930,844.76
Total Section 2: Operation Cost					\$2,382,190,448.13

Grand Total Cost of Contract (Total Section 1 & Section 2)					\$2,382,190,448.13
---	--	--	--	--	---------------------------

Notes:

- 1.) Cost information detailed in the RFP must be submitted in a separate sealed envelope. Cost should be clearly marked.
- 2.) Vendors are to use their business expertise in pricing the work described in this RFP, taking into consideration any intervening steps or activities that must be performed in order to complete the work and offer their rates accordingly, even if BMS does not explicitly identify those intervening steps or activities in this RFP.
- 3.) The Vendor shall be paid an Implementation price of the amount specified in the Vendor's proposal set forth in Attachment A. Payment of the implementation cost of the contract shall be made by BMS in accordance with Appendix 5 (Milestones, Deliverables, and Payments) during the implementation phase of the contract. The amount paid for implementation costs shall not exceed the amount bid in this section. Implementation period must not exceed 3 months.
- 4.) The cost proposal will be evaluated based on the Total Cost of Contract. The cost bid should include all anticipated training, travel and related expenses, including supplies and general administrative expenses.
- 5.) All activities related to implementation must be completed prior to operational start date
- 6.) The number of months in the operational base year one has been determined to be 9 months to allow for 3-month implementation.
- 7.) During the Operation Phase of the Contract, the Vendor will be paid on a monthly basis in accordance with the Vendor's bid Per Member Per Month (PMPM) price proposals as set forth in Attachment A, which shall be firm and fixed for the period of the Contract. **The PMPM will be paid based on the actual monthly Medicaid enrollment.** No specific or lump sum payment shall be made by BMS for Close-out and Turnover activities, whether the Vendor performs those activities before or after the date of Contract termination.
- 8.) Annual totals will be calculated by members (highest number in cell range) X months X PMPM.
Sub-totals will be reached by the addition of all cells in the subsequent section (Base year 1, Optional Renewal year 1, etc.,)
- 9.) The Vendor must agree to price individual tiers on the pricing page with no more than a 20% variance between the individual tiers.

ModivCare Solutions, LLC
(Company)

Marvin O. Lewis



Marvin O. Lewis, Vice President of
Contracts and Pricing

404-888-5854
(Contact Phone/Fax Number)

10/2/2025
(Date)

Statewide Transportation ProgramIncludes services for: **Office of Drug Control Policy (ODCP) and Bureau for Behavioral Health (BBH)****Implementation Cost (All-Inclusive)-Three months****TIERED OPERATION COST****

Opt. Base Year 1*

Number of miles completed per month	Per Mile Rate	Number of months	Annual cost
0-50,000 (Multiplier of 50,000)	\$0.83	9	\$373,500.00
50,001-150,000 (Multiplier of 150,000)	\$0.99	9	\$1,336,500.00
150,001-250,000 (Multiplier of 250,000)	\$0.99	9	\$2,227,500.00
250,001-350,000 (Multiplier of 350,000)	\$0.83	9	\$2,614,500.00
350,001-450,000 (Multiplier of 450,000)	\$0.70	9	\$2,835,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59	9	\$2,655,000.00
500,001+ (Multiplier of 500,001)	\$0.50	9	\$2,250,004.50
Subtotal Base Year 1			\$14,292,004.50

Opt. Renewal Yr 1

0-50,000 (Multiplier of 50,000)	\$0.83	12	\$498,000.00
50,001-150,000 (Multiplier of 150,000)	\$0.99	12	\$1,782,000.00
150,001-250,000 (Multiplier of 250,000)	\$0.99	12	\$2,970,000.00
250,001-350,000 (Multiplier of 350,000)	\$0.83	12	\$3,486,000.00
350,001-450,000 (Multiplier of 450,000)	\$0.70	12	\$3,780,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59	12	\$3,540,000.00
500,001+ (Multiplier of 500,001)	\$0.50	12	\$3,000,006.00
Subtotal Opt. Renewal Year 1			\$19,056,006.00

Opt. Renewal Yr 2

0-50,000 (Multiplier of 50,000)	\$0.83	12	\$498,000.00
50,001-150,000 (Multiplier of 150,000)	\$0.99	12	\$1,782,000.00
150,001-250,000 (Multiplier of 250,000)	\$0.99	12	\$2,970,000.00
250,001-350,000 (Multiplier of 350,000)	\$0.83	12	\$3,486,000.00
350,001-450,000 (Multiplier of 450,000)	\$0.70	12	\$3,780,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59	12	\$3,540,000.00
500,001+ (Multiplier of 500,001)	\$0.50	12	\$3,000,006.00
Subtotal Opt. Renewal Year 2			\$19,056,006.00

Opt. Renewal Yr 3

0-50,000 (Multiplier of 50,000)	\$0.83		\$498,000.00
50,001-150,000 (Multiplier of 150,000)	\$0.99		\$1,782,000.00
150,001-250,000 (Multiplier of 250,000)	\$0.99		\$2,970,000.00
250,001-350,000 (Multiplier of 350,000)	\$0.83		\$3,486,000.00
350,001-450,000 (Multiplier of 450,000)	\$0.70		\$3,780,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59		\$3,540,000.00
500,001+ (Multiplier of 500,001)	\$0.50		\$3,000,006.00
Subtotal Opt. Renewal Year 3			\$19,056,006.00

Opt. Renewal Yr 4

0-50,000 (Multiplier of 50,000)	\$0.83		\$498,000.00
50,001-150,000 (Multiplier of 150,000)	\$0.99		\$1,782,000.00
150,001-250,000 (Multiplier of 250,000)	\$0.99		\$2,970,000.00
250,001-350,000 (Multiplier of 350,000)	\$0.83		\$3,486,000.00
350,001-450,000 (Multiplier of 450,000)	\$0.70		\$3,780,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59		\$3,540,000.00
500,001+ (Multiplier of 500,001)	\$0.50		\$3,000,006.00
Subtotal Opt. Renewal Year 4			\$19,056,006.00

Opt. Renewal Yr 5

0-50,000 (Multiplier of 50,000)	\$0.83		\$498,000.00
50,001-150,000 (Multiplier of 150,000)	\$0.99		\$1,782,000.00
150,001-250,000 (Multiplier of 250,000)	\$0.99		\$2,970,000.00
250,001-350,000 (Multiplier of 350,000)	\$0.83		\$3,486,000.00
350,001-450,000 (Multiplier of 450,000)	\$0.70		\$3,780,000.00
450,001-500,000 (Multiplier of 500,000)	\$0.59		\$3,540,000.00
500,001+ (Multiplier of 500,001)	\$0.50		\$3,000,006.00
Subtotal Opt. Renewal Year 5			\$19,056,006.00

Total Implementation and all Operations

\$109,572,034.50

Optional base year 1=3 months Implementation+9 months Operations

****Tiered Operations Cost should include all commodities/services needed for operations**

- 1.) Annual totals will be calculated by miles (highest number in cell range) X per mile rate X months.
- 2.) Sub-totals will be reached by the addition of all cells in the subsequent section (Base year 1, Optional Renewal year 1, etc.,
- 3.) Vendor will add all subtotals + implementation cost to reach total cost.
- 4.) The State reserves the right to utilize or cancel either or both of the optional services at anytime, with advance notice.
- 5.) The Vendor must agree to price individual tiers on the pricing page with no more than a 20% variance between the individual tiers.

NEMT Total Section 1&2		\$2,382,190,448.13
Total Implementation and all Operations-STP		\$109,572,034.50
Grand Total NEMT+STP=		\$2,491,762,482.63

1.) Grand total will be reached by adding all NEMT costs+ all STP costs.