



West Virginia Medicaid
Department of Health & Human Resources
Bureau for Medical Services
Request for Proposal BMS70641

Retrospective Drug Utilization Review Services

Cost Proposal



Submitted by:
ACS Heritage
2810 Parham Road
Suite 210
Richmond, VA 23294

March 1, 2007

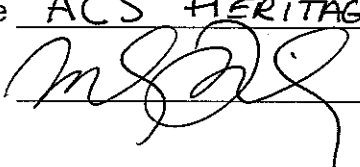
Main 804-644-8707
Fax 804-644-0644

ORIGINAL

4.5 COST PROPOSAL**Totals by Deliverables:**

Data Collection (Part 3.2.1)	\$ <u>0</u>
Retrospective Drug Utilization Review (Part 3.2.2) (Mandatory)-200 Profiles per Month	\$ <u>89,120</u>
Retrospective Drug Utilization Review (Part 3.2.2 Optional) (Optional)-100 Additional Profiles per Month.....(Add).....	\$ <u>39,060</u>
Educational Programs for Providers (Part 3.2.3) (Mandatory)-Population Based Interventions, Report Evaluations or Prescribers, and Newsletter	\$ <u>65,480</u>
Educational Programs for Providers (Part 3.2.3 Optional) (Optional) Report Card Evaluations of Prescribers with Follow-up Phone Calls or Visits(Add).....	\$ <u>69,760</u>
Lock-In Program (Mandatory).... (Part 3.2.4).....	\$ <u>50,840</u>
Reports (Mandatory)-Monthly, Quarterly, and Annual Reports (Part 3.2.5).....	\$ <u>9,980</u>
All inclusive hourly rate for additional services (Part 3.2.6) (Based upon 100 hours of addition services at \$ _____ per hour.)	\$ <u>SEE ATTACHED HOURLY RATES</u>
Total Not to Exceed Per Year	\$ <u>324,240</u>

Vendor Name ACS HERITAGE, INC. Date 2/27/07

Signature  Title SENIOR VICE PRESIDENT

(Signature on the price quotation and the WV-96 must be the same.)

ACS Heritage, Inc.
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Task 3.2 1 Data Collection

STAFF	RATE	NUMBER OF HOURS	COSTS
Account Manager	\$130		\$0
Production Support	\$50		\$0
Analyst	\$100		\$0
Director, Clinical Management Services	\$140		\$0
PharmD Pharmacotherapy Specialist	\$140		\$0
Production Manager	\$85		\$0
Project Coordinator	\$60		\$0
Programmer/Operator	\$130		\$0
Data Analyst	\$100		\$0
SUBTOTAL:			\$0

Other Direct Costs: \$0

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: \$0

ACS Heritage, Inc.
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Task 3.2.2 Retrospective Drug Utilization Review (Mandatory) - 200 Profiles per Month

STAFF	RATE	NUMBER OF HOURS	COSTS
Account Manager	\$130	90	\$11,700
Production Support	\$50	90	\$4,500
Analyst	\$100	48	\$4,800
Director, Clinical Management Services	\$140	40	\$5,600
PharmD Pharmacotherapy Specialist	\$140	40	\$5,600
Production Manager	\$85	40	\$3,400
Project Coordinator	\$60	170	\$10,200
Programmer/Operator	\$130	24	\$3,120
Data Analyst	\$100	12	\$1,200

SUBTOTAL: \$50,120

Other Direct Costs: \$39,000

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: \$89,120

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Task 3.2.2 Retrospective Drug Utilization Review (Optional) - 100 Additional Profiles per Month

STAFF	RATE	NUMBER OF HOURS	COSTS
Account Manager	\$130	45	\$5,850
Production Support	\$50	45	\$2,250
Analyst	\$100	24	\$2,400
Director, Clinical Management Services	\$140	20	\$2,800
PharmD Pharmacotherapy Specialist	\$140	20	\$2,800
Production Manager	\$85	20	\$1,700
Project Coordinator	\$60	85	\$5,100
Programmer/Operator	\$130	12	\$1,560
Data Analyst	\$100	6	\$600

SUBTOTAL: \$25,060

Other Direct Costs: \$14,000

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: **\$39,060**

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Task 3.2.3 - Educational Programs for Providers (Mandatory) - Population Based Interventions
Report Evaluations or Prescribers, and Newsletter

STAFF	RATE	NUMBER OF HOURS	COSTS
Pharmacotherapy Specialist	\$140	100	\$14,000
Production Support	\$50	280	\$14,000
Director, Clinical Management Services	\$140	12	\$1,680
Account Manager	\$130	120	\$15,600
Project Coordinator	\$60	80	\$4,800
Outcome Analyst	\$100	24	\$2,400

SUBTOTAL: \$52,480

Other Direct Costs: \$13,000

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: \$65,480

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3.2.3 - Educational Programs for Providers (Optional) - Report Card Evaluations
of Prescribers with Follow Up Phone Calls or Visits

STAFF	RATE	NUMBER OF HOURS	COSTS
Pharmacotherapy Specialist	\$140	205	\$28,700
Production Support	\$50	110	\$5,500
Director, Clinical Management Services	\$140	24	\$3,360
Account Manager	\$130	110	\$14,300
Project Coordinator	\$60	50	\$3,000
Outcome Analyst	\$100	24	\$2,400

SUBTOTAL: \$57,260

Other Direct Costs: \$12,500

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: \$69,760

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Task 3.2.4 - Lock In Program

STAFF	RATE	NUMBER OF HOURS	COSTS
Analyst	\$100	70	\$7,000
Programmer/Operator	\$130	40	\$5,200
Director, Clinical Management Services	\$140	40	\$5,600
Account Manager	\$130	48	\$6,240
PharmD Pharmacotherapy Specialist	\$140	40	\$5,600
Project Coordinator	\$60	280	\$16,800
Production Support	\$50	8	\$400

SUBTOTAL: \$46,840

Other Direct Costs: \$4,000

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: **\$50,840**

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3.2.5 - Reports (mandatory) - Monthly, Quarterly and Annual Reports

STAFF	RATE	NUMBER OF HOURS	COSTS
Analyst	\$100	50	\$5,000
PharmD Pharmacotherapy Specialist	\$140	8	\$1,120
Account Manager	\$130	12	\$1,560
Project Coordinator	\$60	10	\$600
Outcome Analyst	\$100	12	\$1,200

SUBTOTAL: \$9,480

Other Direct Costs: \$500

(Travel, computer/printer, telecommunications, Retro-DUR committee, postage, etc.)

Do not exceed: \$9,980

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3.2.6 - Additional Services related to Pharmacy Retro DUR (Mandatory)

Title	Hourly Rate
COO	\$ 320
Director, Clinical Management Services	\$ 200
PharmD Pharmacotherapy Specialist	\$ 200
Pharmacist	\$ 200
Programmer	\$ 175
Account Manager	\$ 160
Analyst	\$ 115
Production Manager	\$ 100
Production Coordinator	\$ 75
Production Support	\$ 60

The above hourly rates are all inclusive and include direct, indirect, travel and out of pocket expenses.

Grand Total All-Inclusive Fee for Deliverables	<u>\$324,240</u>
Data Collection (Part 3.2.1)	<u>\$0</u>
Retrospective Drug Utilization Review (Part 3.2.2) (Mandatory) 200 Profiles per Month	<u>\$89,120</u>
Retrospective Drug Utilization Review (Part 3.2.2 Optional) (Optional) 100 Profiles per Month	<u>\$39,060</u>
Educational Programs for Providers (Part 3.2.3) (Mandatory) - Population Based Interventions, Report Evaluations or Prescribers, and Newsletter	<u>\$65,480</u>
Educational Programs for Providers (Part 3.2.3 Optional) (Optional) - Report Card Evaluations of Prescribers with Follow Up Phone Calls or Visits	<u>\$69,760</u> 0%
Lock-In Program (Mandatory) (Part 3.2.4)	<u>\$50,840</u>
Reports (Mandatory) - Monthly, Quarterly, and Annual Reports (Part 3.2.5)	<u>\$9,980</u>
All inclusive hourly rate for additional services (Part 3.2.6) (Based upon 100 hours of additional services at \$ _____ per hour.)	N/A - See attached schedule for hourly rates
Indirect Costs: (all indirect costs require back-up documentation when submitting invoice)	
Postage	<u>\$ 12,000</u>
RetroDUR Committee	<u>\$ 18,000</u>
Telecommunications	<u>\$ 3,000</u>
Computer/Printer	<u>\$ 50,000</u>
	<u>\$83,000</u>



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
P.O. BOX 50130
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Roberta Wagner, Senior Buyer *RW*
Purchasing Division

RE: BMS70641

DATE: May 10, 2007

Cost Proposals opened May 10, 2007

RW/wf

cc: File