

**West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP**  
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**Vendor Name: Cerner**

Worksheet Title/Hyperlink	Description
<a href="#">1. Instructions</a>	Instructions for completing the Cost Workbook in accordance with the RFP.
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<a href="#">3. Labor Rates</a>	Worksheet for Vendor to itemize hourly rate structures for proposed project staff.
<a href="#">4. Project Deliverables</a>	Worksheet describing project deliverables during implementation and maintenance.
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### 1. Instructions

#### Vendor: Cerner

Please refer to the RFP document for details describing the services and scope of the Enterprise Data Solution in accordance with this Cost Workbook. In addition to the items below, the DHHR expects Vendors to review the Cost Proposal Instructions in the RFP.

No.	Instructions	Location
1	This Microsoft Excel Cost Workbook contains multiple worksheets designed to provide a robust understanding of the costing models used by the Vendor. Use of this Cost Workbook is essential for DHHR to evaluate the Vendor's proposal, and it is essential the Vendor use this form in preparing its pricing response to this RFP.	All tabs
2	Completion of the DHHR's Cost Workbook is mandatory. Any cost-related data including the completed DHHR Cost Workbook must only be submitted with Package 2: Cost Proposal as per the RFP.	All tabs
3	The worksheet labeled TOC (Table of Contents) contains brief descriptions of each spreadsheet, as well as convenient one-click navigation of the Cost Workbook. Vendors must enter their "Vendor Name" in each worksheet.	All tabs
4	Each worksheet is designed to elicit specific pricing information related to the RFP. If the Vendor's typical pricing model does not normally charge for a specific element provided within this workbook, then please provide a statement in the "Cost Assumptions" tab regarding the Vendor's methodology of charging for that element (e.g., not applicable, no additional charge).	All tabs
5	The "Cost Summary" tab will be automatically calculated using the information entered on the other worksheets. Vendor must not change or modify content on this tab.	2. Cost Summary
6	DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests, this includes statement of work covering the delivery and integration of additional data sources not identified during the solution's initial implementation.	3. Labor Rates
7	Project deliverables will be charged using a firm-fixed-price. It is expected that the proposed cost per deliverable is <b>all inclusive of initial submission and any updates or maintenance required</b> . Payments will be made using a deliverables-based approach.	4. Project Deliverables
8	The list of deliverables provided in this document are deliverables DHHR has identified as critical for the Enterprise Data Solution. All tasks associated with the implementation services proposed must be included in the total one-time cost for that service.	4. Project Deliverables
9	Maintenance and Operations service fees will be calculated based on the Labor Rate and the required number of Vendor hours expended per year. Payments will be made monthly.	5. Maint & Ops Support
10	If the total implementation period is longer than 12 months, the Vendor is required to provide an assumption in Tab 10. Assumptions stipulating that part of Year 2 will be implementation costs. DHHR will then understand that part of Year 2 M&O costs will be a smaller figure for the months left in Year 2.	10. Assumptions
11	The Vendor should provide details pertaining to the assumptions, expectations, and performance parameters that have been used as the basis for the pricing. Please note that the Vendor's response to this Cost Workbook will not be considered an actual commitment to perform the project, but WILL BE considered a costing model and pricing structure commitment, if it is the selected Vendor.	10. Assumptions

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2. Cost Summary

Vendor: Cerner

Notes

*The costs on this worksheet will be automatically calculated using the information entered on the other worksheets. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.*

Total Cost Summary									
Description	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3	Total Costs
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Project Deliverables & Project Management	\$ 15,294,062.50								\$ 15,294,062.50
Maintenance and Operations Support		\$ 4,241,800.00	\$ 3,773,500.00	\$ 3,743,650.00	\$ 3,594,450.00	\$ 3,594,450.00	\$ 3,475,050.00	\$ 3,475,050.00	\$ 25,897,950.00
Hosting and Disaster Recovery	Inc'l in SW	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Packaged Software	\$ 4,342,490.50	\$ 4,331,741.00	\$ 4,342,542.00	\$ 4,357,130.00	\$ 4,372,009.00	\$ 4,387,186.00	\$ 4,402,666.00	\$ 4,418,456.00	\$ 34,954,220.50
Hardware	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Vendor Facility	\$ 605,139.00	\$ 138,569.00	\$ 141,780.00	\$ 145,089.00	\$ 148,496.00	\$ 152,006.00	\$ 155,622.00	\$ 159,346.00	\$ 1,646,047.00
Total	\$ 20,241,692.00	\$ 8,712,110.00	\$ 8,257,822.00	\$ 8,245,869.00	\$ 8,114,955.00	\$ 8,133,642.00	\$ 8,033,338.00	\$ 8,052,852.00	\$ 77,792,280.00



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## 3. Labor Rates

Vendor: Cerner

Implementation Services		Maintenance and Operations Services									
Hourly Rates		Hourly Rates									
Staff Position	Rate	Staff Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Account Manager	\$ 200.00	Account Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Project Manager	\$ 200.00	Project Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Business Lead	\$ 200.00	Business Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Technical Lead	\$ 200.00	Technical Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Implementation Manager	\$ 200.00	Implementation Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Operations Manager	\$ 200.00	Operations Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Quality Assurance Manager	\$ 200.00	Quality Assurance Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Testing Manager	\$ 200.00	Testing Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Certification Lead	\$ 200.00	Certification Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Document Management Lead	\$ 200.00	Document Management Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Information Security Architect/Privacy Data Protection Officer	\$ 200.00	Information Security Architect/Privacy Data Protection Officer	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Leadership/Advisors	\$ 200.00	Leadership/Advisors	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Technical Writer	\$ 100.00	Technical Writer	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
Agile Project Manager	\$ 150.00	Agile Project Manager	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Engagement Controller	\$ 100.00	Engagement Controller	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
Clinical Strategist	\$ 150.00	Clinical Strategist	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Solution Architect	\$200.00	Solution Architect	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	
HealthAnalytics Solution Consultant/Report Writers	\$ 100.00	HealthAnalytics Solution Consultant/Report Writers	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
HealthRegistries Solution Consultant	\$ 150.00	HealthRegistries Solution Consultant	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Data Science Consultant	\$ 200.00	Data Science Consultant	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Reporting Strategist	\$ 150.00	Reporting Strategist	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Federal Reporting Consultant	\$ 150.00	Federal Reporting Consultant	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
TMSIS Reporting Consultant	\$ 150.00	TMSIS Reporting Consultant	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Technical Project Manager	\$ 150.00	Technical Project Manager	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Platform/Integration Architect	\$ 200.00	Platform/Integration Architect	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Interface/Data Architects	\$ 200.00	Interface/Data Architects	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Testers	\$ 100.00	Testers	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
IdM Architect	\$ 150.00	IdM Architect	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Knowledge and Terminology	\$ 150.00	Knowledge and Terminology	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Auxiliary Design	\$ 150.00	Auxiliary Design	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Programs and Synapse	\$ 150.00	Programs and Synapse	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Proprietary Code Standardization	\$ 150.00	Proprietary Code Standardization	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Software Engineer (TMSIS)	\$ 200.00	Software Engineer (TMSIS)	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Compliance Manager	\$ 200.00	Compliance Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
Security Manager	\$ 200.00	Security Manager	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
OCM Consultant	\$ 150.00	OCM Consultant	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
Operations Solution Consultant	\$ 100.00	Operations Solution Consultant	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Analytics Lead	\$ 200.00	PI Analytics Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI Analytics Consultant (BA)	\$ 100.00	PI Analytics Consultant (BA)	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Analytics Data Architect	\$ 200.00	PI Analytics Data Architect	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI Analytics Software Engineer	\$ 200.00	PI Analytics Software Engineer	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI analytics Data Analyst	\$ 100.00	PI analytics Data Analyst	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Analytics Technical Writer	\$ 100.00	PI Analytics Technical Writer	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Analytics Advisors	\$ 150.00	PI Analytics Advisors	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
PI Case Management Lead	\$ 200.00	PI Case Management Lead	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI Case Management Consultant (BA)	\$ 100.00	PI Case Management Consultant (BA)	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Case Management Software Engineer	\$ 200.00	PI Case Management Software Engineer	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI Case Management Quality Assurance Analyst	\$ 100.00	PI Case Management Quality Assurance Analyst	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Case Management Technical Writer	\$ 100.00	PI Case Management Technical Writer	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	
PI Case Management Database Administrator	\$ 200.00	PI Case Management Database Administrator	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	
PI Case Management Security Analyst	\$ 150.00	PI Case Management Security Analyst	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	
PI Case Management Advisors	\$ 150.00	PI Case Management Advisors	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	

### Notes

This tab must be used to provide contractor/subcontractor hourly labor rates for the various classifications and grades of personnel. Applicable purchase, delivery, tax, services, safety, license, travel, per diem, Vendor's staff training, project facility, and any other expenses associated with the delivery and implementation of the proposed items must be included in the Vendor's costs and fixed hourly rates.

As per the RFP, DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests leveraging the Software Modifications and Enhancements Pool and statement of work covering the Delivery and Integration of Additional Data Sources not identified during the solution's initial implementation.

Vendor may include additional roles to describe the various classifications and grades of its personnel. Vendors may insert additional rows as required (e.g., a Senior-Level Programmer and a Junior-Level Programmer require two separate rows).

It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.





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4. Project Deliverables

Vendor: Cerner

Project Deliverables				
Description		Total Cost	Deliverable Cost	Estimated Hours to Complete
Draft versions and maintenance of Deliverables are to be included in cost Deliverables are listed alphabetically within milestone, no sequence expectations are implied. The deliverables within each payment milestones will be updated to streamline with the Vendor's submitted RFP response, Initial Work Plan (Attachment E).				Estimated Completion Date
<b>Task Group 1 - Project Initiation and Planning</b>				
Payment Milestone 1: Project Initiation Complete		\$ 764,759.25		
D001	Project Kick-off Meeting		\$ 47,797	426
D002	Change Management Plan		\$ 47,797	426
D003	Communication Management Plan		\$ 47,797	426
D004	Cost Management Plan		\$ 47,797	426
D005	Human Resources Plan		\$ 47,797	426
D006	Modularity and Reusability Plan		\$ 47,797	426
D007	Project Work Plan		\$ 47,797	426
D008	Quality Management Plan		\$ 47,797	426
D009	Documentation Management Plan		\$ 47,797	426
D010	Risk and Issue Management Plan		\$ 47,797	426
D011	Schedule Management Plan		\$ 47,797	426
D012	Scope Management Plan		\$ 47,797	426
D013	Stakeholder Management Plan/Stakeholder Analysis		\$ 47,797	426
D014	Staffing Management Plan		\$ 47,797	426
D015	Reconciliation Plan		\$ 47,797	426
D016	Facility Management Plan		\$ 47,797	426
<b>Task Group 2 - Solution Planning</b>				
Payment Milestone 2: Solution Planning 1		\$ 390,630.00		
D017	Data Management Plan		\$ 65,105.00	580
D018	Incident Management Plan		\$ 65,105.00	580
D019	Master Test Plan		\$ 65,105.00	580
D020	Privacy Impact Analysis		\$ 65,105.00	580
D021	Requirements Gap Analysis Document		\$ 65,105.00	580
D022	Requirements Management Plan		\$ 65,105.00	580
Payment Milestone 3: Solution Planning 2		\$ 193,294.50		
D023	Requirements Specification Document		\$ 27,613.50	287
D024	Requirements Traceability Matrix		\$ 27,613.50	287
D025	Safeguard Procedures Report		\$ 27,613.50	287
D026	Security Plan		\$ 27,613.50	287
D027	Security, Privacy, and Confidentiality Plan		\$ 27,613.50	287
D028	System Back-up and Record Retention		\$ 27,613.50	287
D029	System Requirement Document/Back-log User Stories or Use Cases		\$ 27,613.50	287
<b>Task Group 3 - Solution Design, Testing, and Operations</b>				
Payment Milestone 4: Solution Design, Testing, and Operations 1		\$ 4,206,007.50		
D030	Business Process Models		\$ 467,334.17	4163
D031	Capacity Plan		\$ 467,334.17	4163
D032	Configuration Management		\$ 467,334.17	4163
D033	Data Conversion Plan		\$ 467,334.17	4163
D034	Data Conversion Test Cases		\$ 467,334.17	4163
D035	Data Test Results		\$ 467,334.17	4163
D036	Database Design Document and Data Models		\$ 467,334.17	4163
D037	Detailed System Design Document		\$ 467,334.17	4163
D038	Disaster Recovery and Business Continuity		\$ 467,334.17	4163
Payment Milestone 5: Solution Design, Testing, and Operations 2		\$ 1,807,225.00		
D039	Federal Certification and Review Management Plan		\$ 258,175.00	2300
D040	Interface Inventory		\$ 258,175.00	2300
D041	Load and Stress Test Cases		\$ 258,175.00	2300
D042	Load and Stress Test Results		\$ 258,175.00	2300
D043	Operational Readiness Plan		\$ 258,175.00	2300
D044	Operational Readiness Test Scripts		\$ 258,175.00	2300
D045	Operational Readiness Test Results		\$ 258,175.00	2300
Payment Milestone 6: Solution Design, Testing, and Operations 3		\$ 1,622,237.00		
D046	Regression Test Cases		\$ 180,248.56	1789
D047	Regression Test Results		\$ 180,248.56	1789
D048	Reports and Forms Inventory		\$ 180,248.56	1789



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D049	System Integration Plan		\$ 180,248.56	1789	9/24/2020
D050	System Integration Test Cases		\$ 180,248.56	1789	9/11/2020
D051	System Integration Test Results		\$ 180,248.56	1789	10/2/2020
D052	Training Management Plan		\$ 180,248.56	1789	9/25/2020
D053	User Acceptance Test Cases		\$ 180,248.56	1789	9/11/2020
D054	User Acceptance Test Results and Letter		\$ 180,248.56	1789	10/2/2020
<b>Task Group 4 - Solution Deployment</b>					
Payment Milestone 7: Deployment 1		\$ 276,359.50			
D055	Cut over Play Book		\$ 55,271.90	492	10/8/2022
D056	Federal Review Supporting Documentation		\$ 55,271.90	492	10/8/2020
D057	Implementation Plan (Roll-out Plan)		\$ 55,271.90	492	10/8/2020
D058	Implementation Certification Letter		\$ 55,271.90	492	10/9/2020
D059	Operations Change Management Plan		\$ 55,271.90	492	10/8/2020
Payment Milestone 8: Deployment 2		\$ 1,183,451.75			
D060	Operational Milestone Review		\$ 236,690.35	2091	10/30/2020
D061	Product Screenshots, Reports and Data Certification		\$ 236,690.35	2091	10/30/2020
D062	Report Distribution Schedule		\$ 236,690.35	2091	10/30/2020
D063	Solution Health Monitoring Plan		\$ 236,690.35	2091	10/30/2020
D064	System Operations Plan		\$ 236,690.35	2091	10/30/2020
Payment Milestone 9: Deployment 3		\$ 433,397.25			
D065	System and User Documentation		\$ 86,679.45	772	11/2/2020
D066	Training Materials		\$ 86,679.45	772	11/2/2020
D067	Training Report		\$ 86,679.45	772	11/6/2020
D068	Training Schedule		\$ 86,679.45	772	10/23/2020
D069	Turnover and Closeout Management Plan		\$ 86,679.45	772	11/6/2020
<b>Additional Vendor Proposed Deliverables</b>		\$ -			
	Other (specify)		\$ -		
	Other (specify)		\$ -		
	Other (specify)		\$ -		
	Other (specify)		\$ -		
	Other (specify)		\$ -		
	Warranty Services		\$ -		
<b>Total Implementation Costs</b>		<b>\$ 15,294,062.50</b>			

Project Management: Recurring Deliverables and Maintenance			
Description		Total Cost	
<i>This table includes recurring status reports and the deliverables mandating updates and maintenance throughout the term of the contract. The implementation project management monthly invoice may fluctuate based on the amount of hours used during the period. Some updates maybe be "as triggered" - and do not require on-going maintenance.</i>		<i>Total cost will be broken into an implementation project management monthly invoice.</i>	
		Recurring Deliverable Cost	Estimated Hours to Complete
<b>Task Group 5- Project Monitor &amp; Control</b>			
Payment - Monthly Implementation Project Management Invoice		\$ 4,416,700.75	
D070	Project Status Reporting (Weekly and Monthly)	\$ 736,116.79	6558
D071	Project Schedule and Work Plan (Bi-Weekly)	\$ 736,116.79	6558
D072	Risk Register (On-going)	\$ 736,116.79	6558
D073	Updated Training Management Plan (One-time)	\$ 736,116.79	6558
D074	Updated RTM (On-going)	\$ 736,116.79	6558
D075	Updated Project Management Components (One-time)	\$ 736,116.79	6558



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5. Maint & Ops Support

Vendor: Cerner

Staff Position	Maintenance and Operations Support - Proposed Staffing Level and Costs													
	Maintenance & Operations - Baseline Term								Optional Term 1		Optional Term 2		Optional Term 3	
	Year 2		Year 3		Year 4		Year 5		Year 6		Year 7		Year 8	
	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost
Account Manager	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Project Manager	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Business Lead	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Technical Lead	524	\$ 104,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Implementation Manager	262	\$ 52,400.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Operations Manager	262	\$ 52,400.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Quality Assurance Manager	524	\$ 104,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Testing Manager	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Certification Lead	524	\$ 104,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Document Management Lead	524	\$ 104,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Information Security Architect/Privacy Data Protection	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Leadership/Advisors	524	\$ 104,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Technical Writer	1047	\$ 104,700.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Agile Project Manager	524	\$ 78,600.00	664	\$ 99,600.00	664	\$ 99,600.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00
Engagement Controller	1047	\$ 104,700.00	995	\$ 99,500.00	995	\$ 99,500.00	995	\$ 99,500.00	995	\$ 99,500.00	995	\$ 99,500.00	995	\$ 99,500.00
Clinical Strategist	175	\$ 26,250.00	133	\$ 19,950.00	133	\$ 19,950.00	133	\$ 19,950.00	133	\$ 19,950.00	133	\$ 19,950.00	133	\$ 19,950.00
Solution Architect	1047	\$ 209,400.00	1990	\$ 398,000.00	1990	\$ 398,000.00	1990	\$ 398,000.00	1990	\$ 398,000.00	1990	\$ 398,000.00	1990	\$ 398,000.00
HealthAnalytics Solution Consultants/Report Writers	3140	\$ 314,000.00	1990	\$ 199,000.00	1990	\$ 199,000.00	1990	\$ 199,000.00	1990	\$ 199,000.00	1990	\$ 199,000.00	1990	\$ 199,000.00
HealthRegistries Solution Consultants	698	\$ 104,700.00	266	\$ 39,900.00	266	\$ 39,900.00	266	\$ 39,900.00	266	\$ 39,900.00	266	\$ 39,900.00	266	\$ 39,900.00
Data Science Consultants (DataLab)	524	\$ 104,800.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00	498	\$ 99,600.00
Reporting Strategists	698	\$ 104,700.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00	332	\$ 49,800.00
Federal Reporting Consultants	1396	\$ 209,400.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00
TMSIS Reporting Consultants	1396	\$ 209,400.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00	664	\$ 99,600.00
Technical Project Manager	105	\$ 15,750.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Platform / Integration Architect	262	\$ 52,400.00	100	\$ 20,000.00	100	\$ 20,000.00	100	\$ 20,000.00	100	\$ 20,000.00	100	\$ 20,000.00	100	\$ 20,000.00
Interface / Data Architects	1570	\$ 314,000.00	1493	\$ 298,600.00	1493	\$ 298,600.00	1493	\$ 298,600.00	1493	\$ 298,600.00	1493	\$ 298,600.00	1493	\$ 298,600.00
Testers	2094	\$ 209,400.00	1990	\$ 199,000.00	1990	\$ 199,000.00	996	\$ 99,600.00	996	\$ 99,600.00	996	\$ 99,600.00	996	\$ 99,600.00
IdM Architect	70	\$ 10,500.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Knowledge and Terminology	524	\$ 78,600.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Ancillary Design	349	\$ 52,350.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Programs and Synapse	698	\$ 104,700.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Proprietary Code Standardization	349	\$ 52,350.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00	67	\$ 10,050.00
Software Engineer (TMSIS)	785	\$ 157,000.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00	249	\$ 49,800.00
Compliance Manager	524	\$ 104,800.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00
Security Manager	524	\$ 104,800.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00	995	\$ 199,000.00
OCM Consultant	698	\$ 104,700.00	995	\$ 149,250.00	796	\$ 119,400.00	796	\$ 119,400.00						
Operations Solution Consultants	1570	\$ 157,000.00	3980	\$ 398,000.00	3980	\$ 398,000.00	3980	\$ 398,000.00	3980	\$ 398,000.00	3980	\$ 398,000.00	3980	\$ 398,000.00
<b>Total</b>	<b>27578</b>	<b>\$ 4,241,800.00</b>	<b>24624</b>	<b>\$ 3,773,500.00</b>	<b>24425</b>	<b>\$ 3,743,650.00</b>	<b>23099</b>	<b>\$ 3,594,450.00</b>	<b>23099</b>	<b>\$ 3,594,450.00</b>	<b>22303</b>	<b>\$ 3,475,050.00</b>	<b>22303</b>	<b>\$ 3,475,050.00</b>





**Notes**

Vendors are to fill in the columns labeled 'Hours' all other cells must not be altered.

Vendors have been provided with rows to add five (5) additional roles. If more than five (5) additional roles are needed, Vendors may add additional rows to the table. It is the Vendor's responsibility to ensure that all calculated formulas are updated and correct.

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

6. Hosting & Disaster Recovery

Vendor: *Cerner*

Hosting and Disaster Recovery								
	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Hosting Option								
Hosting	Inc'l in SW	Inc'l in SW	Inc'l in SW	Inc'l in SW	Inc'l in SW	Inc'l in SW	Inc'l in SW	Inc'l in SW
Disaster Recovery Option								
Disaster Recovery		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Hosting and Disaster Recovery Costs	Inc'l in SW	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



## Attachment A\_Cost Workbook\_Clean\_Revised 2-3-20 (Addendum No.07).xlsx

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Packaged Software Costs (Initial Purchase and Ongoing Maintenance by Year)																		
Software Item #	Attachment	Software Item	Per User Cost	Quantity	Maintenance & Operations - Base Term										Total Ongoing Costs	Total Gross Costs	Total	Total NET Cost
					Optional Term 1		Optional Term 2		Optional Term 3		Optional Term 4		Optional Term 5					
					Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10				
1		Medical Enterprise Data Solution	\$	-														
2		HealthEDW	\$	-	\$ 3,342,450.00	\$ 4,391,741.00	\$ 4,342,542.00	\$ 4,837,130.00	\$ 4,372,099.90	\$ 4,387,186.00	\$ 4,402,665.00	\$ 4,418,456.00	\$	\$	\$ 30,611,730.00	\$ 39,954,220.50	\$ -	
3		HealthAnalytics	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
4		HealthAnalytics with HealthEDW	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
5		HealthAnalytics (ver: HEDIS / Quality)	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
6		HealthRecord	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
7		Cerner Master Person Management	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
8		Traveler Service (Queries for HealthAnalytics)	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
9		Data Integration	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
10		CPD Codes	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
11		Program Integr. GIS & Data Extraction	\$	-	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
Total Packaged Software Costs					\$ 3,342,450.00	\$ 4,391,741.00	\$ 4,342,542.00	\$ 4,837,130.00	\$ 4,372,099.90	\$ 4,387,186.00	\$ 4,402,665.00	\$ 4,418,456.00	\$	\$	\$ 30,611,730.00	\$ 39,954,220.50	\$ -	

Packaged Software Specifications											
Software Item #	Attachment	Attachment Section	Software Item	Development (e.g., Development, Test, Training, Production)	Manufacturer	Brand Name	Version Number	Utility / Systems Management Software, DBMS, Data Warehouse, Other	Operating System	Detailed Description (e.g., Functionality, Purpose)	Enriched Proposed Purchase Data
2			HealthEDW	All	Cerner	HealthEDW					
3			HealthAnalytics	All	Cerner	HealthAnalytics		Data Warehouse			
4			Cerner HealthDataLab with HealthEDW	All	Cerner	HealthDataLab		Data Warehouse			
5			HealthAnalytics/HEDS (utility)	All	Cerner	HealthAnalytics/HEDS (utility)		Data Warehouse			
6			Cerner HealthRecord	All	Cerner	HealthRecord		Data Warehouse			
7			Cerner Master Person Management	All	Cerner	Master Person Management		Data Warehouse			
8			Truven Service Categories for HealthAnalytics	All							
10			CPT Codes	All	Cerner	HealthAnalytics		Data Warehouse			
11			PuGetLight	All	AMA	CPT Codes		Data Warehouse			
12			Entellitrak Professional Edition	All	PuGetLight	PuGetLight Analytics Module		Program Inquiry			
13			Entellitrak Report Builder	All	Truven	Entellitrak Professional Edition		Program Inquiry			
14			Entellitrak Help Module	All	Truven	Entellitrak Report Builder		Program Inquiry			
15			I2i	All	I2i	Entellitrak Help Module		Data Warehouse			
16			GIS	All	ArcGIS	ArcGIS		Data Warehouse			

**Notes**

The proposal shall list the proposed software manufacturer, brand name, module name, and version number for the items being proposed.

Costs shall include licensing that covers all environments (e.g., development, Test, Training, Production). All required packaged software items shall be included on this worksheet (e.g., Utility/System Management Software, Database Management System (DBMS), Data Warehouse, Other). All costs associated with the purchase, delivery, installation, inspection, licenses, and production of the software components shall be included into the Software Cost.

Vendors may insert additional rows as required. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.

All software and associated warranty and maintenance documents must be purchased in DHH's name. The Vendor must provide DHH with all documentation related to software purchases including, but not limited to: invoices, pricing sheet, license agreements, and other details that may be required for audit and accounting. Software items in the Packaged Software Costs table shall correspond to the Software Items in the Packaged Software Specifications table.



West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

8. Hardware

Vendor: Cerner

Hardware Costs (Inclusive of Initial Purchase and Annual Maintenance Services)																		
Hardware Item #	Attachment	Attachment Section	Hardware Item	Per Unit Cost	Quantity	Implementation	Maintenance & Operations - Base Term					Optional Term 1	Optional Term 2	Optional Term 3	Total Ongoing Costs	Total Gross Costs	Total Discount	Total NET Costs
						Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8					
1			No Specific on-site hardware	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
2				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
3				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
4				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
5				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
6				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
7				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
8				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
9				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
10				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Hardware Costs						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Hardware Specifications										Earliest Proposed Purchase Date
Hardware Item #	Attachment	Attachment Section	Hardware Item	Environment (e.g., Development, Test, Training, Production)	Manufacturer	Model Number	Make	Operating System	Detailed Description (e.g., Functionality, Purpose)	
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										

Notes

The Vendor should describe all proposed hardware. All costs associated with the purchase, delivery to the DHHR specified site, uncrating, unpacking, removal of crating/packing/skidding, positioning for installation, installation, inspection, licenses (e.g., operating system) of the hardware shall be loaded into the Per Unit Cost. The Vendor shall be responsible for the risk of loss or damages that occur during delivery and installation of the equipment. Costs shall include all environments (e.g., Development, Test, Training, Production).

The Vendor may insert additional rows as required. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct. All hardware and associated warranty and maintenance documents must be purchased in DHHR's name. The Vendor must provide DHHR with all documentation related to hardware purchases including, but not limited to invoices, packing slips, license agreements, and other details that may be required for audit and accounting. Hardware items in the Hardware Costs table shall correspond to the Hardware Items in the Hardware Specifications table.



West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution

9. Vendor Facility

Vendor: Cerner

Description	Establishing and Maintaining a Vendor Facility								
	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3	Total Costs
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Vendor Facility	\$ 605,139.00	\$ 138,569.00	\$ 141,780.00	\$ 145,089.00	\$ 148,496.00	\$ 152,006.00	\$ 155,622.00	\$ 159,346.00	\$ 1,646,047.00

Notes

As per Section 4 of the RFP, the Vendor should provide details to DHHR stipulating cost for the Vendor to establish and maintain a Vendor facility in accordance with mandatory requirements and specifications.

## West Virginia Department of Health &amp; Human Resources - Medicaid Enterprise Data Solution RFP

## 10. Assumptions

Vendor: Cerner

Item #	Attachment	Attachment Section	Description	Rationale	Cost Impact If Assumption is Invalid
1			Data Sources & Data Files	Based on the RFP, Cerner is proposing 3 releases. The first release the data sources will be MMIS, PEIA, HSC. Second release will be the state owned hospitals, HIE and Cerner EMRs (Cerner assumes that this is 20 sources or 200 files). Release three will be ES Sources & External databases (Cerner assumes that this is 20 sources or 200 files). Cost for additional data sources is \$30,000/data source or per 10 files.	\$ 30,000.00
2	Attachment H & Attachment J		Three Environments (Test, Train & Production)	In multiple sections of the RFP, the state only eluded to a train domain, a test domain and a production environment. If the state requires an additional environment, the price is \$350,000/year.	\$ 350,000.00
3			Project Timeline	We are proposing three releases over 18 months. Should the state not have the appropriate resources to meet this time frame we will potentially need to adjust our pricing proposal to align with the new project timeline.	TBD
4			50 concurrent program integrity users	We are assuming up to 50 concurrent program integrity case managers. The cost for a block of 5 additional concurrent user is \$64,800.	\$64,800
5			Outbound Data Integration/APIs	For Release 2 and 3 we are assuming 5 outbound integration/API connections. Each additional connection is \$15,000.	\$15,000
6	Attachment A		Enhancement hour pool	Per the Q&A Log: The hourly rate within Labor Rate card should be used to include the enhancement pool hours. The hours were included in the Labor Rate card and not in our total pricing.	See Labor Rate Card



7			Deliverables	The payment milestones in tab four is the summation of our deliverables for all three releases. Our estimated completion dates (column G) is based on the completed of release 1. With our proposal of multiple releases, our workplan shows specific deliverables that will be updated for each release. The cost form does not allow for additional releases therefore we look forward to negotiating with the Department how to align the additional releases with payment milestones. Additional deliverables above and beyond what the Department has asked for in the RFP or what we have laid out in the workplan will need to be discussed.	TBD
8			HealtheRegistries	Based on RFP requirements, Cerner will build out the following registries based on releases: Release one- MARA, Release two - 3 Registries, Release three- 5 registries. Additional registries are 500 hours/registry.	500 hours/registry (rates based on labor card)
9			Federal Reporting	Based on RFP requirements, Cerner will be providing the following federal reports: TMSIS, CMS 64, CMS 21. 2000 hours	2000 hours/federal report, rates are based on labor rate card
10			Analytics Content Packages	Based on RFP requirements, Cerner will be providing the following analytics content packages for each release: Release one- quality dashboard, MCO dashboard, executive dashboard (3 total). Release two- avoidable ED, access to care, Opioid, Foster Care, utilization (5 total). Release three- 5 analytics content packages (TBD). 150 hours for additional custom analytics content packages.	150 hours for each additional custom analytics content package, rates are based on labor rate card
11			Ad-HOC Data Models	Based on RFP requirements, Cerner will be providing the following ad-hoc data models Release one- Medicaid, Provider, Claims, Encounter, managed care (5 total), release two- 5 models (TBD), release three- 5 models (TBD). 200 hours/data model.	200 hours/data model, but negotiated based on data model complexity
12	Attachment A		Tab 5 - Project Deliverable, Task Group 5	Represents the effort for project monitoring and control for all months of DDI. We assume 18 months of DDI. The box is the total, though labeled as monthly. Our assumption is that is the total for all work of DDI and it will be divided by the number of months of DDI. We also assume that our DDI covers all three releases.	TBD
13			Covered Lives	Pricing represents 564,000 Covered lives/members	TBD

14					\$ -
15					\$ -
16					\$ -
17					\$ -
18					\$ -
19					\$ -
20					\$ -

**Notes**

The Vendor is required to state all assumptions upon which its pricing is being determined. Insert as many lines as necessary to ensure all concerns are accurately expressed. Assumptions shall not conflict with the Terms and Conditions or Mandatory Requirements of this RFP.

The Vendor should provide pricing consistent with the following:

- Apply the pricing in accordance with the Terms and Conditions and Mandatory Requirements of the RFP.
- Clearly identify and explain all of the pricing assumptions made, upon which pricing is predicated including the cost/pricing impact if the assumption is invalid.
- State if any charge is subject to Special Conditions, and clearly specify those conditions and quantify their impact upon the charges.