

West Virginia Public Employees Insurance Agency (PEIA)

Benefits Administration System
Request for Proposal CRFP PEI2200000001

Cost Proposal

May 25, 2022

Rachel Colonna

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DocuSigned by:
Signature: *Rachel Colonna*
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Dear West Virginia Public Employee Insurance Agency:

Benefitfocus is honored to respond to the West Virginia Public Employee Insurance Agency Benefits Administration RFP. We have thoroughly reviewed the solicitation and requirements and believe we can be an excellent partner for PEIA's initiatives today, and for the future.

PEIA has a goal to implement a best-in-class system with reliable core functionality. As you read through our RFP submission, speak with our customer references, and meet our associates, we are confident you will see core reliability as a primary value of our solution. We enhance this value by delivering service and operational excellence across our organization that elevates our customers' experience and satisfaction.

Benefitfocus has one mission — to improve lives with benefits. Through a singular technology platform, we deliver the best benefit administration technology to our customers who, in turn, offer the products, services and solutions that enhance the health and wellbeing of their employees and retirees. States, local governments, higher education institutions and school districts across the nation trust Benefitfocus to deliver a best-in-class experience for members throughout the year. What's more, benefit administrators gain a way to automate complex functions of a program designed to support a multitude of disparate employing units. Government and education organizations rely upon us every day to simplify their complex administrative tasks. We do this with consistent, well-engineered and well-tested solutions supporting all facets of employee and retiree health and welfare benefit needs. We listen to you and partner together to ensure you deliver on *your* mission. Benefitfocus is a partner to help you thoughtfully modernize your operations, not merely replicate your operations.

Benefitfocus offers PEIA 21 years of a proven experience and concentration in the benefit industry. Benefits is all we do. Benefitfocus is a trusted platform to optimize your strategy, reduce administrative complexity and empower employees to get the most from your plans and programs. With solutions built on a foundation of data-driven artificial intelligence (AI), Benefitfocus will empower PEIA to bring value to its members in an unparalleled way, providing them with easy access to the benefits they need, to live their best lives.

We heard PEIA during the RFP state that storage of historical data will be required to come over to the new benefit administration system. Our engineering team is confident we can support this requirement. This would include 20+ years of member eligibility, enrollment, billing, and documents. We need further conversations with PEIA to fully understand the amount of data, and the ongoing expectation of how the data will be used. This will allow us to offer the most ideal and economical solution for PEIA. This will involve additional scoping and fees. We do not want to quote on something this important without fully understanding the future business need.



During your evaluation you will find the right solution to eliminate manual work within your State employers and help move staff away from manual data entry. Benefitfocus and our associates have been removing paper-based processes from the benefit and billing cycle since 2000. The entire benefit life cycle is supported through the Benefitfocus solution set. We design our software and services to allow you to shop, enroll, manage and exchange all benefits in one place. Devoting resources to time-intensive and cumbersome paper processing is no longer necessary with Benefitfocus' modernized technology.

As a strategic partner with the PEIA, Benefitfocus will:

- Deliver a proven, modern cloud-based platform that engages your workforce with personalized decision support tools.
- Enhance quality by automating data exchange, eliminating paper processes and providing peace of mind your members have the care they need, when they need it.
- Provide a dedicated service model, led by our government team, with extensive experience and deep understanding of the complex challenges that state and local government employers face.
- Deliver a long-term, best-in-breed solution that grow, and innovate with you.
- Provide a cost-effective solution that will support the evolving demands of the PEIA' plan members over our partnership, further elevating the value of our services.
- Deliver a proven, secure, low-risk platform that increases your value to your members, your agencies' HR staff, your team, the State of West Virginia, all employers you support and its taxpayers.

Benefitfocus is passionate about the opportunity to present our solutions and services to the PEIA team.

Thank you for this opportunity to participate in this RFP, where we share our experience, expertise and our enthusiasm for helping government health plans meet the needs of their members, while working to control costs. We look forward to the opportunity to attend any future meetings to further demonstrate how Benefitfocus understands and can support the vital role PEIA plays in the lives of the West Virginia members and their families.

Sincerely,

DocuSigned by:



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Rachel Colonna

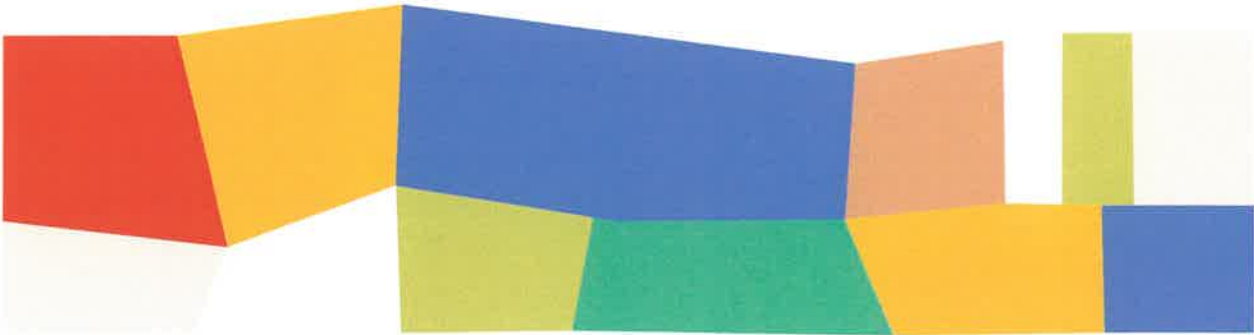
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Benefitfocus.com, Inc.



Appendix 2 – Cost Proposal Workbook

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BAS - Schedule 1
Vendor's Firm Fixed Price Cost Proposal for Goals and Mandatory Requirements
Vendor Hosted Solution Implementation & Annual Cost

Vendor Name: Benefitfocus

The Benefitfocus software solution is based on 120,000 PEIA benefit eligible members to include the Benefitfocus products: Benefitplace, COBRA, Direct Bill, Consolidated Bill, ACA, and Health Insights. Year 1 is assumed to be the year the software goes Live and is deployed to the PEIA staff and member population.

NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses

Cost Element	Year 0	Year 1			Year 2			Year 3			Year 4			Year 5			Total 5 Year Hours/Units	Total 5 Year Cost	Year 6 (Optional)			Year 7 (Optional)			Year 8 (Optional)			Total 8 Year Hours/Units
	(Implementation Period)	\$/hr or unit	Estimated Hours/Units	Total	\$/hr or unit	Hours/Units	Total	\$/hr or unit	Hours/Units	Total	\$/hr or unit	Hours/Units	Total	\$/hr or unit	Hours/Units	Total			\$/hr or unit	Hours/Units	Total	\$/hr or unit	Hours/Units	Total	\$/hr or unit	Hours/Units	Total	
Implementation																												
Solution Implementation ¹	\$3,021,000.00																											
Hardware	\$0.00																											
Third Party Software	\$0.00																											
Annual Fees																												
Hosting Fees				\$4,792,500.00			\$4,936,275.00			\$5,084,363.00			\$5,236,894.00			\$5,394,000.00		\$25,444,032.00			\$5,555,820.00			\$5,722,494.60			\$5,894,169.44	
License/Maintenance Fees (Vendor Software)							\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
License/Maintenance Fees (Third Party Software)																		\$0.00			\$0.00			\$0.00			\$0.00	
Support Fees (Third Party Software)				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Other (specify):				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Subtotal				\$4,792,500.00			\$4,936,275.00			\$5,084,363.00			\$5,236,894.00			\$5,394,000.00		\$25,444,032.00			\$5,555,820.00			\$5,722,494.60			\$5,894,169.44	
Additional Support Services - Service hour quantities are estimates only. PEIA neither guarantees nor implies that an individual category will be used, nor guarantees the number of hours needed over the course of the contract.																												
Additional Functional Requirements				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Support Ticket Consulting Services				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Low				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Moderate				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
High				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Critical				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Additional Training				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Additional Interfaces				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Additional Reporting				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
Subtotal				\$0.00			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00			\$0.00			\$0.00			\$0.00	
TOTAL	\$3,021,000.00			\$4,792,500.00			\$4,936,275.00			\$5,084,363.00			\$5,236,894.00			\$5,394,000.00		\$25,444,032.00			\$5,555,820.00			\$5,722,494.60			\$5,894,169.44	

*** Vendors: If a discounted rate is available for a multi-year long term agreement please provide this information here:**

Questions to Answer:	Yes/No
Multi-Year Discount Available?	yes
5+ Year Discount?	
Other Term?	

If 'YES' was entered for any above question, please provide details in the text box below:
 There are ways for pricing to be decreased if PEIA would like to include their Mountainer Flexible Benefits. We are open to this discussion.

BAS - Schedule 2
Hardware Costs for Mandatory Project Elements
Vendor's Firm Fixed-Price Cost Proposal

(The vendor should replicate this table as necessary to account for all components.)

1 ITEM NO	2 QTY	3 MANUFACTURER	4 MODEL	5 DESCRIPTION	6 UNIT COST	7 TOTAL
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
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						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
Total						\$0

#	DESCRIPTION
1	Sequential item number
2	Quantity - how many are required
3	Who the manufacturer is
4	Specific model number
5	Item description
6	Cost of 1 unit (including all ancillary charges for freight, insurance while in transit, etc.)

BAS - Schedule 3
Third Party Software Costs for Mandatory Project Elements
Vendor's Firm Fixed-Price Cost Proposal

(The Vendor should replicate this table as necessary to account for all components.)

1	2	3	4	5	6	7
ITEM NO	# OF COPIES	MANUFACTURER	VERSION	DESCRIPTION	UNIT COST	TOTAL
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
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						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
Total						\$0

#	DESCRIPTION
1	Sequential item number
2	# of copies / licenses required
3	Who the manufacturer is
4	Specific version number
5	Item description
6	Estimated cost of 1 copy / license (including all ancillary charges for freight, insurance while in transit, etc.)