



Gainwell Response to the West Virginia Department  
of Administration, Purchasing Division

Request for Proposal CRFP MCH2500000001

## **West Virginia Birth to Three Early Intervention System**

Office of Maternal, Child and Family Health/WV  
Birth to Three (WVBTT)

**Cost Proposal: Original**

April 29, 2025

1:30 PM Eastern Time

**gainwell**

## Table of Contents

<b>Cost Proposal.....</b>	<b>1</b>
<b>Pricing Assumptions .....</b>	<b>2</b>
<b>Cost Sheet Preparation .....</b>	<b>3</b>

## Cost Proposal

### MCH2500000001 Pricing Page

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Start-Up Costs</b>	\$0				
<b>Yearly Operating Costs</b> Estimated 287,000 Annual Claim Lines	(\$4.77 / Paid Claim Line) Total \$ 1,368,990.00	(\$4.89 / Paid Claim Line) Total \$ 1,403,430.00	(\$5.01 / Paid Claim Line) Total \$ 1,437,870.00	(\$5.14 / Paid Claim Line) Total \$ 1,475,180.00	(\$5.27 / Paid Claim Line) Total \$ 1,512,490.00
<b>Initial Enhancement and Modernization Costs</b>	\$0	\$0			
<b>Additional Services*</b> \$_ (all-inclusive hourly rate) x 8,000 hrs=\$- (estimated)	(8,000 hrs x \$87.00/hr) \$ 696,000.00	(8,000 hrs x \$89.18/hr) \$ 713,440.00	(8,000 hrs x \$91.41/hr) \$ 731,280.00	(8,000 hrs x \$93.70/hr) \$ 749,600.00	(8,000 hrs x \$96.04/hr) \$ 768,320.00
<b>All Inclusive Hourly Rate for Training</b> \$/hr x Training hrs =\$ -(Estimated 72 hours)	(72 hrs x \$87.00/hr) \$ 6,264.00	(72 hrs x \$89.18/hr) \$ 6,420.96	(72 hrs x \$91.41/hr) \$ 6,581.52	(72 hrs x \$93.70/hr) \$ 6,746.40	(72 hrs x \$96.04/hr) \$ 6,914.88
<b>Yearly Not to Exceed Cost</b>	<b>\$ 2,071,254.00</b>	<b>\$ 2,123,290.96</b>	<b>\$ 2,175,731.52</b>	<b>\$ 2,231,526.40</b>	<b>\$ 2,287,724.88</b>

**Grand Total: \$10,889,527.76**  
(Years 1 through 5)

## **Pricing Assumptions**

---

This section describes Gainwell's cost proposal assumptions. Gainwell is also including additional brief comments on the pricing for each line item, to assist WV Birth to Three in understanding the assumptions that generated the cost entries in the table.

### **Contract Years**

Gainwell anticipates that the new contract resulting from this RFP will begin on October 1, 2025, and year one of the contract will last until September 30, 2026. Years two through five will each begin on October 1st of subsequent years. Gainwell has used this assumed set of contract year start and end dates to configure its pricing for many of the lines in the cost exhibit below.

### **Start-Up Costs**

There are no transitional or implementation costs associated with start-up.

### **Yearly Operating Costs**

This line contains the annual rate per claim for the services specified in the RFP. The rate is all-inclusive except that, per RFP instructions, Gainwell proposes to pass through postage separately. The postage will be invoiced monthly at cost, with no "mark up." The per claim rate is based on 287,000 claims per year.

Gainwell has used a projection of approximately 2.5% per year increase in the cost of labor and materials in preparing its pricing for years two through five.

Gainwell acknowledges that postage will be billed as a pass-through expense separately and has not included it in the per-line cost. The SSAE 18 SOC1 audit is included in the per-line cost.

### **Initial Enhancement and Modernization Costs**

Gainwell has proposed an aggressive series of modernization initiatives. These are being offered at no additional cost to WV Birth to Three.

### **Additional Services**

Per RFP instructions, an all-inclusive hourly rate has been provided for each contract year for future system modifications.

### **Training**

Per RFP instructions, an all-inclusive hourly rate has been provided for each contract year. The rate includes labor, travel and minimal materials related to delivering training to state and RAU staff at each of nine total state and RAU locations.

## Cost Sheet Preparation

---

Cost Sheet Preparation: To establish methodology and documentation requirements for reimbursement of vendor activities.

Yes, Gainwell has complied with this requirement by providing a fixed startup cost.

### Fixed Cost

Vendor will provide a fixed cost associated with start-up of the current SPOE, service matrix directory, and CFO functions.

Yes, Gainwell has complied with this requirement by providing a fixed startup cost. Please refer to our cost proposal for details.

### Yearly Operating Costs

Vendor will calculate total yearly operating costs for maintenance operation of all CFO functions and submit a fixed per paid claim line amount by which Agency will reimburse vendor. Paid claim lines are those claims that the Vendor processes on behalf of the Agency as payable to enrolled Payees. An estimate of annual paid claim lines based on past history is provided on the Cost Sheet. Postage may be invoiced as a pass-through cost with supporting documentation.

Yes, Gainwell has complied with this requirement by proposing a fixed cost per claim line. Please refer to our cost proposal for details.

### Per Hour Cost

Vendor will provide a per hour cost for ongoing system modification work. An estimated pool of 8,000 hours will be available for ongoing system modifications.

Yes, Gainwell has complied with this requirement by proposing an hourly cost for system modifications. Please refer to our cost proposal for details.

### All-Inclusive Hourly Cost

Vendor will provide an all-inclusive hourly cost for training.

Yes, Gainwell has complied with this requirement by proposing an all-inclusive hourly cost for training. Please refer to our cost proposal for details.