

Submitted in Response to
RFP# MED-19-011

Cost Proposal to the
State of Iowa
Department of Human Services

Technical Assistance and Program Support for Iowa Medicaid

Proposal Submitted by:

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Proposal Submitted on:

August 3, 2018



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Ms. Mary Tavegia
Iowa Medicaid Enterprise
100 Army Post Road
Des Moines, IA, 50315

Dear Ms. Tavegia:

Berry Dunn McNeil & Parker, LLC (BerryDunn) is pleased to submit this cost proposal in response to the State of Iowa (State) Department of Human Services (DHS) request for proposals (RFP) #MED-19-011 for Technical Assistance and Program Support for Iowa Medicaid. We understand the critical importance of these services in supporting the future success and sustainability of Iowa Medicaid and the State’s Children’s Health Insurance Program (CHIP)—known as Healthy and Well Kids (hawk-i).

We have included the following assumptions in our cost proposal and would be pleased to discuss these with the State or provide additional information if needed.

- **Project work allocation.** To provide DHS the confidence that you will receive the level of expertise you need to support you policy goals, we have illustrated below in Table 1 the percentage of work that we have planned for BerryDunn and our subcontractors during this project. This information can help DHS have confidence that the team members we identify in Appendix B will be the same team members we have planned to support this project.

Table 1: BerryDunn Roles and Responsibilities
BerryDunn’s team will provide the support needed for project success.

Organization	Allocated % of Work During This Project
BerryDunn (prime)	30% – 40%
Karin Hoyt (subcontractor)	20%
The Stephen Group (subcontractor)	20%
UMass Medical School (subcontractor)	10%
Pogis (subcontractor)	10% – 20%

- **On-site, lump-sum, per-person hours.** Our cost proposal reflects our assumption of up to nine hours of work per day instead of eight. This assumption will enable our team to better support you because our team will use this extra time for activities such as preparing prior to meetings or conducting necessary follow-up activities with DHS, rather than stopping project work at 8 hours.

Ms. Mary Tavegia

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After 44 years of helping clients, we still appreciate every new opportunity. Thank you for your consideration. We very much look forward to having the opportunity to partner with DHS on this critical initiative.

Sincerely,



William A. Richardson, PMP, ITIL, Prosci® Certified Change Practitioner
Principal

Cost Proposal

Attachment F: Cost Proposal Worksheet

Off-Site Hourly Rate (Hours incurred while not at DHS facilities) (Note: DHS does not pay for travel time.)	Estimated Quantity *	Hourly Rate SFY 19	Hourly Rate SFY 20	Hourly Rate SFY 21	Hourly Rate SFY 22	Hourly Rate SFY 23	Hourly Rate SFY 24	Total for All Fiscal Years
Blended Rate	750	\$245.00	\$245.00	\$252.00	\$252.00	\$257.00	\$257.00	\$1,131,000.00
On-Site, Lump-Sum, Per-Person (Days spent at DHS facilities having meetings— inclusive of all travel costs, including but not limited to airfare, care rentals, hotel charges, and meals.)		On-Site Visit SFY 19	On-Site Visit SFY 20	On-Site Visit SFY 21	On-Site Visit SFY 22	On-Site Visit SFY 23	On-Site Visit SFY 24	
One Work Day	8	\$3,377.00	\$3,406.30	\$3,499.33	\$3,530.12	\$3,606.67	\$3,639.01	\$168,467.42
Two Work Days	2	\$5,954.00	\$5,992.60	\$6,158.17	\$6,198.72	\$6,330.29	\$6,372.89	\$74,013.33
Three Work Days	3	\$8,531.00	\$8,578.90	\$8,817.00	\$8,867.32	\$9,053.91	\$9,106.78	\$158,864.71
Four Work Days	8	\$11,108.00	\$11,165.20	\$11,475.83	\$11,535.93	\$11,777.52	\$11,840.66	\$551,225.13
Five Work Days	2	\$13,685.00	\$13,751.50	\$14,134.66	\$14,204.53	\$14,501.14	\$14,574.55	\$169,702.76
Grand Total**								\$2,253,273.35

NOTE: This form may not be marked as confidential or proprietary.

Pricing information cannot be shielded from the public or other bidders under Iowa law.

*These units are for comparison purposes only. They are not indicative of an estimate of hours for the contract.

**This total will be used to compare bidders' bids as indicated in the RFP Section 4.3