

# TECHNICAL ASSISTANCE AND PROGRAM SUPPORT FOR IOWA MEDICAID

## MED-19-011

### STATE OF IOWA DEPARTMENT OF HUMAN SERVICES

AUGUST 3, 2018



### COST PROPOSAL

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**The Bid Proposal must contain a table of contents.**

**I. COST PROPOSAL..... 1**

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## COST PROPOSAL

### 1.3.3 Contract Payment Methodology.

The Contractor will be paid at an individual rate per hour for off-site work, as set forth in Attachment F. Rates should include all administrative expenses. Invoices will be itemized and billed for each month they are incurred throughout the term of the Contract. Contractor may not bill for any time staff are in travel status.

For on-site work, the Contractor will be paid a lump-sum amount, as set forth in Attachment F. No additional expenses will be paid to the Contractor for work associated with on-site work. Identification of the on-site lump-sum rate (one day, two day, etc.) is a per person rate based on meeting days.

The Contractor shall itemize costs per task area each month, broken out by hours.

The Contractor will submit the monthly invoice that includes a summary of off-site hours and lump-sum visits.

### 3.3 Cost Proposal.

#### Content and Format.

The bidder shall provide the following information in the Cost Proposal:

#### Off-site Hourly Rates

Blended Rate

#### On-site Lump-sum Amounts

One Day

Two Days

Three Days

Four Days

Five Days

On-site lump sum amounts are inclusive of work hours, any travel, and per diem. No other payment will be made for an on-site visit. Days are indicative of meeting days. (i.e. if there are meetings on both Monday and Tuesday it is a two-day visit).

Mercer Health & Benefits LLC (Mercer) has provided a Cost Proposal in Attachment F, as required by the Request for Proposal (RFP). We understand the unit quantities described in Attachment F are for comparison purposes only. Attachment F appears to estimate 23 on-site trips. Based on the responses to the RFP Questions and Answers, the Agency noted it anticipates approximately two, two-day trips per year (with more if needed). Because of this,

Mercer expects the overall cost to be significantly lower than reflected in Attachment F. Mercer is committed to the number of on-site visits necessary to address the Agency's priorities.

The required Attachment F is provided on the following page.

### 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 SFY24	Total for All Fiscal Years
Blended Rate	750	\$ 275.00	\$ 275.00	\$ 275.00	\$ 278.00	\$ 280.00	\$ 283.00	\$ 1,249,500.00
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	\$ 1,925.00	\$ 1,925.00	\$ 1,925.00	\$ 1,944.00	\$ 1,964.00	\$ 1,983.00	\$ 93,328.00
Two Work Days	2	\$ 3,850.00	\$ 3,850.00	\$ 3,850.00	\$ 3,888.00	\$ 3,927.00	\$ 3,966.00	\$ 46,662.00
Three Work Days	3	\$ 5,775.00	\$ 5,775.00	\$ 5,775.00	\$ 5,832.00	\$ 5,891.00	\$ 5,950.00	\$ 104,994.00
Four Work Days	8	\$ 8,800.00	\$ 8,800.00	\$ 8,800.00	\$ 8,888.00	\$ 8,977.00	\$ 9,066.00	\$ 426,648.00
Five Work Days	2	\$ 9,969.00	\$ 9,969.00	\$ 9,969.00	\$ 10,068.00	\$ 10,169.00	\$ 10,271.00	\$ 120,830.00
<b>Grand Total**</b>								<b>\$ 2,041,962.00</b>

**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' cost proposals are indicated in RFP Section 4.3

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