

MAXIMUS®

Proposal to Provide

Inspections of Care

Provided For
**Arkansas Department of Human Services,
Division of Provider Services and Quality Assurance**

Official Bid Price Sheet
Invitation for Bid 710-19-1023
March 18, 2019



OFFICIAL BID PRICE SHEET

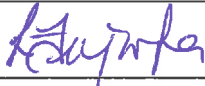
Prices **must** include all costs for performing the requirements stated in the Scope of Work, which includes all reporting to DHS. All fees for the requested services **must** be disclosed in your response.

Description	Estimated Annual Volume	Unit Price Per Review	Extended Amount
Health & Safety Licensure/Certification Reviews			
ARChoices Providers	557	\$1,887.17	\$1,051,153.69
Fee-For-Service Outpatient Behavioral Health Services Providers	508	\$1,887.17	\$958,682.36
Substance Abuse Treatment Providers	40	\$1,887.17	\$75,486.80
Quality of Care Reviews			
ARChoices Providers (only Attendant Care and Respite providers)	362	\$3,518.95	\$1,273,859.90
Fee-for-service Outpatient Behavioral Health Services Providers	508	\$3,569.50	\$1,813,306.00
Substance Abuse Treatment Providers	40	\$3,569.50	\$142,780.00
Division of Youth Services (DYS) Secure Residential Treatment Facilities	5	\$5,770.19	\$28,850.95
DYS Specialized Residential Treatment Programs	10	\$5,770.19	\$57,701.90
DYS Community-Based Youth Service Providers	15	\$5,770.19	\$86,552.85
Inspection of Care Reviews			
Inpatient Psychiatric Services Providers for Under 21 (U21) population	23 (in state)	\$3,507.91	\$80,681.93
Inpatient Psychiatric Services Providers for Under 21 (U21) population	11 (out of state)	\$3,507.91	\$38,587.01
TOTAL			\$ 5,607,643.39

The above quantities are estimates only and are subject to fluctuation. Estimated volume is intended to serve as a guide only and not a guarantee of minimum or maximum activity.

AUTHORIZATION SIGNATURE

By my signature below, I certify that the aforementioned statements are true and correct and that I accept the Terms and Conditions as presented in this bid, and that I am authorized by the respondent to submit this bid on his/her behalf.

Vendor Name: Ascend Management Innovations LLC	Date: March 14, 2019
Signature: 	Title: Senior Director - Contracts
Printed Name: Lauren Fujioka	

Price Justification

RFP Section 1.11

1.11 PRICING

- A. Vendor(s) must include all pricing on the Official Bid Price Sheet(s) only. Any cost not identified by the successful vendor but subsequently incurred in order to achieve successful operation shall be borne by the vendor. The Official Bid Price Sheet is provided in the Bid Response Packet.
- B. A justification of prices quoted should be attached to the Official Bid Price Sheet.
- C. To allow time to evaluate bids, prices must be valid for one hundred twenty (120) days following the bid opening.
- D. Failure to complete and submit the Official Bid Price Sheet shall result in disqualification.
- E. All bid pricing must be in United States dollars and cents.
- F. The Official Bid Price Sheet may be reproduced as needed.
- G. The Official Bid Price Sheet and accompanying price justification must be separately sealed from the Bid Response Packet.

In alignment with our proposal, we present our completed Official Bid Price Sheet as required by the IFB. The estimated annual volumes have been updated per Addendum 1 released on February 22, 2019. Our proposed unit rates for the base period are inclusive of all costs we believe necessary to successfully complete the scope as outlined in the IFB.

The following are major categories of costs and underlying assumptions that drive unit rates:

- **Staffing:** Ascend has two primary categories of staffing 1) Project management and shared staff supporting all review types and 2) review-specific staff. Staffing costs include standard benefits and any special recruiting costs needed for hiring and retention of uniquely qualified staff.
 - **Project management staff** includes the Project Director, ARChoices Program Manager, Behavioral Health Program Manager, Youth Services Program Manager and Clinical Director. Shared staff includes Quality & Training analysts, CSR/Back Office personnel and Clinical and Data Reporting analysts as well as divisional resources. Project management and shared staff have been allocated to the various unit rates based on estimated volumes provided in the IFB.
 - **Review-specific staff** includes all qualified resources for a given area of review. Differences in qualifications and related costs to hire these specific resources result in variances between unit rates. Modeling for these staff counts was based on estimates of Health & Safety Licensure/Certification reviews and Quality of Care reviews requiring 3 days each; Inspection of Care reviews are estimated to require 1.5 days each. For all reviews, we assume 30 percent will require a follow-up visit at a length of 1 day for each follow-up.
- **Facility:** Ascend assumes a 3,500 square foot facility will be outfitted and leased in Pulaski County. The facility will be outfitted with access control and camera systems. A network closet and associated cabling will be installed to enable facility connectivity. Facility costs are allocated to all unit rates based on volumes.

- **Hardware, Software & Telecomm:** All staff except CSRs/Back Office are provided a laptop with all required software and two factor authentication. CSRs/Back Office are provided a PC with dual-monitors. All office-based staff will utilize an enterprise phone system. All review staff have a monthly cell phone stipend for business-related communications. Costs for hardware, software and telecomm are budgeted under the review type for which the staff requiring them are assumed.
- **Information Technology (IT):** Consists primarily of our workflow solution, DecisionPoint reporting and Imaging/Data Capture capabilities. Also included is a Business Continuity & Disaster Recovery solution.
- **Travel:** Our operational assumptions combined with anticipated locations for reviews result in a travel budget. Travel consists of local mileage reimbursed at the 2019 IRS rate of \$0.58 per mile and lodging expenses for reviews that occur in more remote regions of Arkansas.
- **Performance Bond:** Cost for a performance bond at 100 percent of the contract is budgeted.
- **Printed Materials, Mailings, Postage and Office Supplies:** Printed materials include hard-copy notices and information packets that we will distribute on-site. Mailings and postage include mailed notices and reports that will be sent to review sites when electronic communication is not possible.

We believe our costs are fair and based upon our true expectations for successful program delivery.