

PRICING

Attachment J RFP # 710-23-074 Cost Proposal Template

State of Arkansas Department of Human Services
Attachment J - Cost Proposal Template
710-23-074
Introduction

Introduction

This Template provides a structured approach for proposing the costs associated with delivering this RFP's requirements. Each Respondent must fill out all applicable worksheets and cells as described by the Template and individual worksheet instructions. This is the formal Cost Proposal Template for the Respondent's Proposal. The Respondent warrants that all costs associated with the services as requested in this RFP are included in this Template. Failure to adequately represent all costs as requested in this RFP may be grounds for Proposal disqualification at the sole discretion of the State.

The State of Arkansas is anticipating to award a "Base" Contract for a maximum duration of three (3) years followed by 4 "one year" options not to exceed a total of seven (7) years.

Where costs are requested on an annual basis, the year refers to the appropriate year of the Contract (*i.e.* Year 1 refers to the first year of the Contract rather than calendar or Federal fiscal year). Respondent must complete the Cost Proposal with the expected cost rate based on the anticipated Contract start date as stated in the RFP. However, should the Contract start date shift for any reason, the State expects Contractor to honor the costs as stated in their Cost Proposal. The State understands that this Contract may begin in the middle of a fiscal or calendar year. The awarded Contract will be aligned to appropriate calendar and/or fiscal years during Contract negotiations. The total bid cost is a **firm fixed price** Proposal and the determination of the Contract start date will not affect the total bid price.

This workbook contains cost information required for submission of a Proposal for the Services in this RFP. The worksheets within this Response Template are listed below. All worksheets must be completed. Any Proposals that do not provide complete cost information may be excluded from the competitive field.

- Cells requiring Respondent data entry are shaded in yellow to clearly indicate which cells are available for data entry.
- Cells not shaded in yellow are locked and cannot be altered. These cells will populate automatically.
- **Do NOT add, edit or adjust cells unless specifically requested to do so.**
- It is the Respondent's responsibility to validate the integrity of the Cost Workbook formulas and links where applicable.

Key Assumptions:

- Respondent must abide by the deadlines detailed in the RFP.

Table of Contents		
Tab #	Tab Title	Description
1	Title	Title and Cover Page
2	Introduction	Introduction and Table of Contents
3	Cost Proposal Summary	Worksheet which summarizes the Respondent's total proposed costs
4	Fixed Price Cost	Worksheet which includes the Respondent's fixed fee proposed costs

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HORNE LLP

Respondent Name:

Total Cost

Instructions to Respondents: Bidders are required to fill out all cells highlighted in yellow. Cells not highlighted are auto calculated and should not be modified. The "Total Cost" below listed in cell C16 is the amount that must be submitted as the Grand Total Cost on the *Official Bid Price Sheet*. The total contract value may be negotiated during contract negotiations but is intended to represent the maximum contract value for the services. However, this does not represent the guaranteed contract value. **The Cost Proposal Template presents pricing justification and will not be used for scoring.**

Total Cost	
Total Base Contract Price - Key Personnel (Fixed Price)	\$ 37,700,000.00
Total Optional Years - Key Personnel (Fixed Price)	\$ 49,800,000.00
Total Base Contract Price - Allocation Fund	\$ 87,000,000.00
Total Optional Years - Allocation Fund	\$ 114,000,000.00
Total Cost	\$ 288,500,000.00

<---Amount in this cell must match bid submitted on the Official Bid Price Sheet.

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Respondent Name: **HORNE LLP**

Fixed Fee Price Model

Instructions to Respondents: Bidders are required to fill out all cells highlighted in yellow. Cells not highlighted are auto calculated and should not be modified. Bidders shall enter, for each Key Personnel listed on the table below, the Base Contract Cost, for each Year 1-3 (columns F-H), and the Cost for Years 4-7 (columns I-L). Enter the blended hourly rate for the allocation fund based upon 250 FTEs plus operations management. The cost of the allocation fund will be the blended rate times 250 eligibility support specialists at 2000 hours per year.

FIXED FEE PRICE MODEL											
Personnel Category	Resource Type	Total FTE	Base Contract Year 1 - Total Fixed Cost	Base Contract Year 2 - Total Fixed Cost	Base Contract Year 3 - Total Fixed Cost	Optional Year 4 - Total Fixed Cost	Optional Year 5 - Total Fixed Cost	Optional Year 6 - Total Fixed Cost	Optional Year 7 - Total Fixed Cost	Total Fixed Cost Years 1-7	
Medicaid Eligibility Specialists plus operations management	Key	100 FTEs plus management	\$ 12,600,000.00	\$ 12,600,000.00	\$ 12,500,000.00	\$ 12,450,000.00	\$ 12,450,000.00	\$ 12,450,000.00	\$ 12,450,000.00	\$ 87,500,000.00	

Allocation Fund	Personnel Category	Resource Type	Total FTE	Base Contract Year 1 - Bill Rate per Allocation Fund FTE	Base Contract Year 2 - Bill Rate per Allocation Fund FTE	Base Contract Year 3 - Bill Rate per Allocation Fund FTE	Optional Year 4	Optional Year 5	Optional Year 6	Optional Year 7	Total Allocation Fund Years 1-7
	Medicaid Eligibility Specialists plus the necessary management support - Project Lead, Supervisors (ELG, TEHRA, LTSS), Trainers, Quality Control, Business Analysts	Key	Blended Bill Rate - up to 250 FTEs plus management Total Allocation Fund - 2000 hours X 250 FTEs X Blended Bill Rate	\$ 58.00	\$ 58.00	\$ 58.00	\$ 57.00	\$ 57.00	\$ 57.00	\$ 57.00	\$ 402.00
				\$ 29,000,000.00	\$ 29,000,000.00	\$ 29,000,000.00	\$ 28,500,000.00	\$ 28,500,000.00	\$ 28,500,000.00	\$ 201,000,000.00	
Total Contract											\$ 288,500,000.00

OFFICIAL BID PRICE SHEET

710-23-074 Eligibility Support Services

COST PROPOSAL MUST BE SUBMITTED SEALED SEPARATELY FROM THE TECHNICAL PROPOSAL. ANY REFERENCE TO ACTUAL COST(S) INCLUDED WITH THE TECHNICAL PROPOSAL SHALL RESULT IN OFFEROR'S PROPOSAL BEING REJECTED.

The price sheet is to be used as a cost evaluation tool for comparison of bidders' costs. Costs not included in the unit price below are not billable under a contract established from this solicitation.

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The total seven (7) year contract value may be negotiated during contract negotiations but is intended to represent the maximum contract value for all services. However, this does not represent a guaranteed contract value. The grand total cost listed below must match cell C16 of the Cost Proposal Summary tab in Attachment J Cost Proposal Template.

Grand Total Cost	\$288,500,000.00
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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: HORNE LLP	Date: 5/8/2024
Signature: 	Title: Engagement Partner
Printed Name: Kade Moody	