

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.


PRICING

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	362,043,057.00
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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: Deloitte Consulting LLP	Date: 05/08/2024
Signature: Sethi, Sanjeev (US - Pittsburgh)  Digitally signed by Sethi, Sanjeev (US - Pittsburgh) Date: 2024.05.03 12:34:21 -05'00'	Title: Managing Director
Printed Name: Sanjeev Sethi	

State of Arkansas Department of Human Services
Attachment J - Cost Proposal Template.Revised
RFP #710-23-074 Eligibility Support Services

Respondent Name: **Deloitte Consulting LLP**

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)	\$ 13,541,202.00
Total Optional Years - Key Personnel (Fixed Price)	\$ 105,906,855.00
Total Base Contract Price - Allocation Fund	\$ 32,935,000.00
Total Optional Years - Allocation Fund	\$ 209,660,000.00
Total Cost	\$ 362,043,057.00

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

State of Arkansas Department of Human Services
Attachment J - Cost Proposal Template.Revised
RFP #710-23-074 Eligibility Support Services

Respondent Name: Deloitte Consulting 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 (column F), and the Cost for Years 2-7 (columns G-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	Optional Year 2 - Total Fixed Cost	Optional 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	\$ 13,541,202.00	\$ 16,860,367.00	\$ 17,171,149.00	\$ 17,484,454.00	\$ 17,802,656.00	\$ 18,127,877.00	\$ 18,460,352.00	\$ 119,448,057.00

FIXED FEE PRICE MODEL	Personnel Category	Resource Type	Total FTE	Base Contract Year 1 - Bill Rate per Allocation Fund FTE	Optional Year 2	Optional Year 3	Optional Year 4	Optional Year 5	Optional Year 6	Optional Year 7	Total Allocation Fund Years 1-7
Allocation Fund	Medicaid Eligibility Specialists plus the necessary management support - Project Lead, Supervisors (ELG, TEFRA, LTSS), Trainers, Quality Control, Business Analysts	Key	Blended Bill Rate - up to 250 FTEs plus management	\$ 65.87	\$ 66.97	\$ 68.13	\$ 69.29	\$ 70.45	\$ 71.64	\$ 72.84	\$ 485.19
			Total Allocation Fund - 2000 hours X 250 FTEs X Blended Bill Rate	\$ 32,935,000.00	\$ 33,485,000.00	\$ 34,065,000.00	\$ 34,645,000.00	\$ 35,225,000.00	\$ 35,820,000.00	\$ 36,420,000.00	\$ 242,595,000.00

Total Contract										
TOTAL	\$ 46,476,202.00	\$ 50,345,367.00	\$ 51,236,149.00	\$ 52,129,454.00	\$ 53,027,656.00	\$ 53,947,877.00	\$ 54,880,352.00	\$ 362,043,057.00		