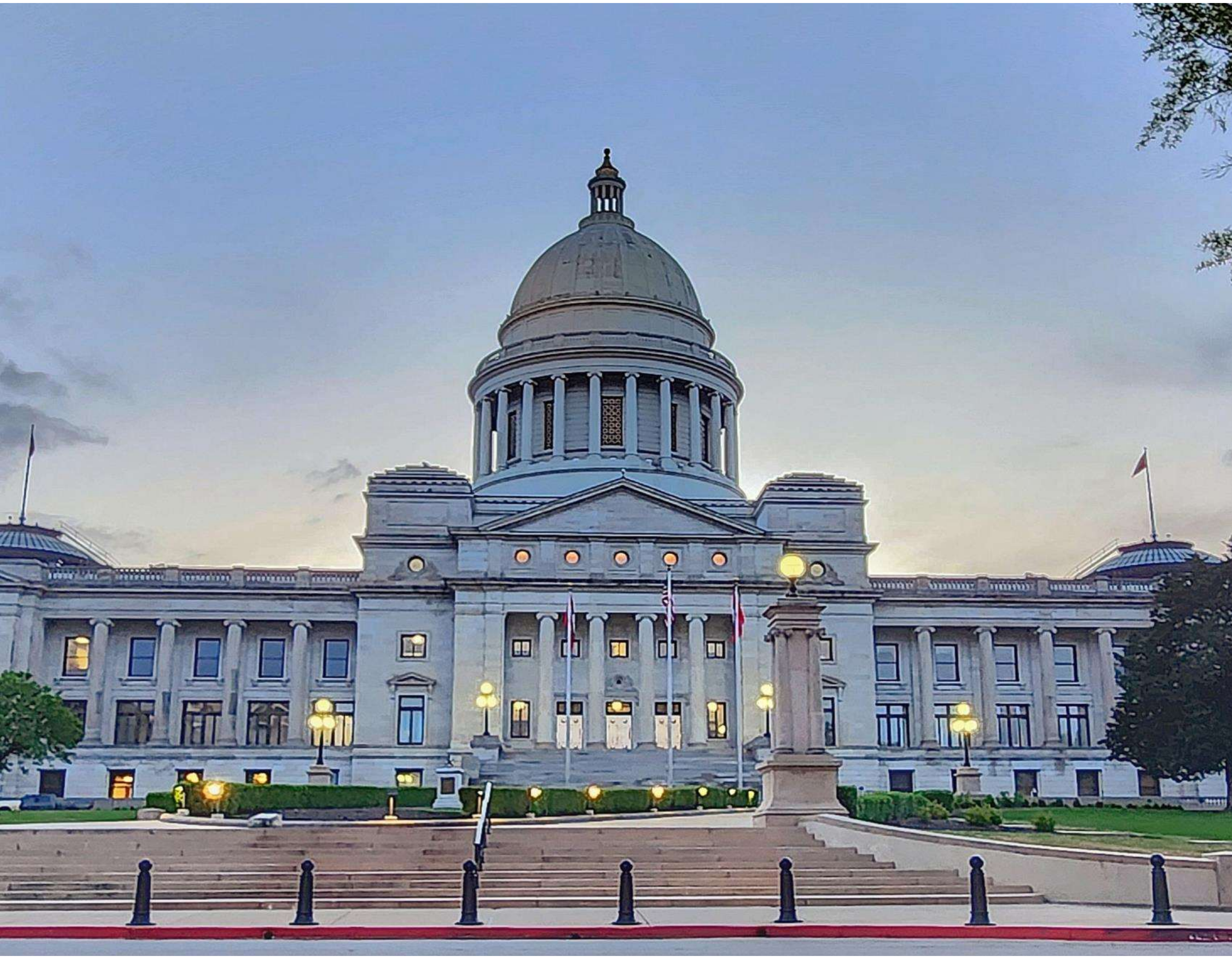
PROPOSAL IN RESPONSE TO THE

Arkansas Department of Human Services – Division of Medical Services

RFP 710-24-0013 for
Arkansas Medicaid Enterprise Pharmacy System and Services
Official Bid Price Sheet - REPLACEMENT



Magellan Medicaid Administration, LLC
2900 Ames Crossing Road, Eagan, MN 55121

October 6, 2023

OFFICIAL BID PRICE SHEET

Grand Total Cost (total 7 year DDI & M&O cost): $ 71,694,407.31

[Please note: this total cost **must** precisely match the Total Cost figure (7 year total) in cell K19 on the tab "3. Cost Proposal Summary" in the Cost Proposal Attachment E]

All bid pricing **must** be in United States dollars and cents.

RFP # 710-24-0013
Attachment E - Cost Proposal Template

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 Template is the formal Cost Proposal 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.

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). Respondents 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 shaded in grey or blue are locked and cannot be altered. Blue 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:

- Respondents must abide by the deadlines detailed in the RFP.
- The costs proposed in this workbook should include any cost associated with any system feature or attribute proposed in a Respondent's proposal. By way of example, if a Respondent's Functional Matrix indicates that a "Tier 2" feature can be provided through customization, then the cost of that customization will be included in the proposed costs in this template.

Instructions: Please do not alter this tab.

Table of Contents

State of Arkansas Department of Human Services
Attachment E - Cost Proposal Template

Respondent Name: Magellan Medicaid Administration, LLC

Please Complete Yellow Shaded Regions

Cost Proposal Summary

Instructions: Respondents must only fill in their name in the yellow-shaded cell. All other cells will populate from the other tabs. Each Respondent will be evaluated based on their overal total costs. It is the Respondent's responsibility to ensure that costs on this sheet reflect the full Proposal cost for the services outlined in the RFP.

Cell G8 will be highlighted in green if this requirement is met and in red if this requirement is not met. Not meeting this requirement is grounds for disqualification.

Total DDI Cost	$ 57,490,328.28
Total M&O Cost, Facility, Software/Hardware, Other Costs, and Hosting Cost	$ 14,204,079.03

Table 1: Total Cost Summary (included in the cost evaluation)

	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost	Year 7 Cost	Total Cost
DDI Cost	$ 4,729,969.85	$ 8,111,569.47	$ 8,373,517.59	$ 8,643,373.53	$ 8,921,258.95	$ 9,207,782.26	$ 9,502,856.63	$ 57,490,328.28
Facility Costs	$ 59,133.44	$ -	$ -	$ -	$ -	$ -	$ -	$ 59,133.44
Systems M&O Cost		$ 708,964.80	$ 731,824.80	$ 755,446.80	$ 779,729.20	$ 804,773.60	$ 830,529.20	$ 4,611,268.40
Software/Hardware Costs	$ 115,530.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 231,060.00
Other Costs	$ 236,558.92	$ 528,029.17	$ 545,075.91	$ 562,640.12	$ 580,737.20	$ 599,383.03	$ 618,593.88	$ 3,671,018.23
Hosting Costs	$ 355,754.57	$ 874,511.08	$ 876,492.74	$ 878,426.37	$ 880,312.88	$ 882,153.17	$ 883,948.15	$ 5,631,598.96
Total	$ 5,496,946.78	$ 10,242,329.52	$ 10,546,166.04	$ 10,859,141.82	$ 11,181,293.23	$ 11,513,347.06	$ 11,855,182.86	**$ 71,694,407.31**

State of Arkansas Department of Human Services
Attachment E - Cost Proposal Template

Respondent Name: Magellan Medicaid Administration, LLC
Please Complete Yellow Shaded Regions

Staffing Rates

Instructions: Please fill in the cells shaded in yellow. Note that the blue cells will populate automatically. List a Position Title for each staff member necessary to complete all activities listed in the RFP (including both DDI and M&O). Enter the Hourly Billable Rate per Positions for each Position Title, for each contract year. The Hourly Billable Rate should factor in all costs including applicable purchase, delivery, tax, services, safety, license, travel, per diem, Respondent's staff training, facilities, and other such items necessary to complete all deliverables. The Respondent may include additional roles to accurately represent the various classifications and grades of its personnel. The information in this tab will be used throughout the cost proposal to calculate the total cost for the DDI, M&O, and subsequently, the Total DDI and Total M&O Cost, Other Costs, and Hosting Cost (on the Cost Proposal Summary tab).

Table 1: Position Titles and Rates

Position Title	Position Description	HOURLY Billable Rate Per Position						
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Example - Analyst	Organizes collected data; analyzes data; assist in developing reports	$ 65.00	$ 65.00	$ 65.00	$ 65.00	$ 65.00	$ 65.00	$ 65.00
Documentation Manager	Coordinate all activities related to the development of project documentation	$ 83.24	$ 93.18	$ 96.18	$ 99.28	$ 102.48	$ 105.77	$ 109.16
Project/Account Manager	Provide general management of the project, to include management of the DDI Manager, and Operations Manager.	$ 151.66	$ 169.76	$ 175.24	$ 180.89	$ 186.70	$ 192.70	$ 198.88
MAC/Reporting Analyst	Responsible for MAC savings analysis, HIC3 comparison, IVIG cost savings, FFS and encounter reporting, various impact analysis,	$ 101.82	$ 113.97	$ 117.65	$ 121.44	$ 125.34	$ 129.37	$ 133.51
Drug Rebate Lead	Manages the Medicaid Drug Rebate Program (MDRP), including medical and pharmacy lines of business for both fee for service	$ 166.83	$ 186.73	$ 192.76	$ 198.97	$ 205.37	$ 211.97	$ 218.76
Deputy Account Manager	Will help plan and execute projects from start to finish, conduct research and analysis to inform strategies, and monitor progress of	$ 95.19	$ 106.55	$ 109.98	$ 113.53	$ 117.18	$ 120.94	$ 124.82
RDUR Director/ProDUR Manager	Responsible for RDUR and ProDUR activites.	$ 161.77	$ 181.08	$ 186.92	$ 192.95	$ 199.15	$ 205.55	$ 212.13
Operations Manager	Will be responsible for the day-to-day operations of MMA's solution.	$ 118.80	$ 132.98	$ 137.27	$ 141.69	$ 146.25	$ 150.95	$ 155.79
Quality Assurance Manager	Oversees the activity of the quality assurance department and staff, developing, implementing, and maintaining a system of quality	$ 63.19	$ 70.73	$ 73.02	$ 75.37	$ 77.79	$ 80.29	$ 82.86
PDL Manager	Provide clinical guidance and support to the management of the PDL, including on-site participation, and documentation, as	$ 171.88	$ 192.39	$ 198.60	$ 205.00	$ 211.60	$ 218.39	$ 225.39
System Quality Assurance Specialist	Ensures that we follow our Quality Management Plan and provide services that meet and exceed DHS' expectations.	$ 72.53	$ 81.18	$ 83.80	$ 86.50	$ 89.29	$ 92.15	$ 95.11
Certification Manager	Responsible for activities related to HHS / CMS certification of the AMPP.	$ 69.26	$ 77.52	$ 80.03	$ 82.60	$ 85.26	$ 88.00	$ 90.82
Lead Health Informatics Analyst	Will be responsible for authoring reports and queries including outcome analyses, drug trend forecasting and analysis, strategic	$ 75.58	$ 84.60	$ 87.33	$ 90.15	$ 93.05	$ 96.03	$ 99.11
PAD Pharmacist	The PAD Pharmacist will prepare and maintain PAD monographs for medical claims, review the prior authorizations of those drugs,	$ 146.62	$ 164.12	$ 169.42	$ 174.88	$ 180.50	$ 186.30	$ 192.27
PAD Pharmacist	The PAD Pharmacist will prepare and maintain PAD monographs for medical claims, review the prior authorizations of those drugs,	$ 146.62	$ 164.12	$ 169.42	$ 174.88	$ 180.50	$ 186.30	$ 192.27
Healthcare Analyst - DSP	The Healthcare Analyst manages matters related to the administration of DSP rebate agreements with pharmaceutical	$ 75.83	$ 84.88	$ 87.62	$ 90.44	$ 93.35	$ 96.35	$ 99.44
Contract Analyst - DSP	activities related to the DSP.	$ 70.77	$ 79.22	$ 81.78	$ 84.41	$ 87.13	$ 89.93	$ 92.81
Contract Manager - DSP	DSP.	$ 99.84	$ 111.76	$ 115.37	$ 119.08	$ 122.91	$ 126.86	$ 130.93
Director Rebate and Contracting - DSP	rebates and contracting including soliciting best and final supplemental rebate	$ 131.44	$ 147.12	$ 151.87	$ 156.77	$ 161.81	$ 167.01	$ 172.36
Rebate Quality Sepcialist	program. This includes regular audits of claims and invoices.	$ 101.11	$ 113.17	$ 116.83	$ 120.59	$ 124.47	$ 128.47	$ 132.58
Rebate Analyst	quality reviews on the current quarter's claims after CMS rate files are received	$ 64.74	$ 72.46	$ 74.80	$ 77.21	$ 79.70	$ 82.25	$ 84.89
Billing Specialist	maintenance of incoming manufacturer payments. They perform all aspects of	$ 48.53	$ 54.32	$ 56.08	$ 57.88	$ 59.75	$ 61.66	$ 63.64
Pharmacy Plan Administrator	Also will identify benefit configuration issues and ensure plan benefits are	$ 98.50	$ 110.26	$ 113.82	$ 117.49	$ 121.27	$ 125.16	$ 129.17
Clinical Pharmacists - Call Center	by speaking to clients and providers, and assist with other tasks from Key	$ 146.62	$ 164.12	$ 169.42	$ 174.88	$ 180.50	$ 186.30	$ 192.27
Pharmacy Lead/Clinical Manager	pharmacy technicians to maintain service level agreements and performance	$ 146.62	$ 164.12	$ 169.42	$ 174.88	$ 180.50	$ 186.30	$ 192.27
Certified Pharmacy Technicians (Call	by speaking to clients and providers, and assist with other tasks from Key	$ 44.48	$ 49.79	$ 51.40	$ 53.06	$ 54.76	$ 56.52	$ 58.33
Sr. QA Analyst - DSP	our rebate program. This includes regular audits of claims and invoices.	$ 96.05	$ 107.51	$ 110.99	$ 114.56	$ 118.25	$ 122.04	$ 125.95
Testing Manager	Will coordinate all activities related to the testing MMA's solution including unit testing, system testing, and readiness testing.	$ 96.05	$ 107.51	$ 110.99	$ 114.56	$ 118.25	$ 122.04	$ 125.95
Testing Manager	testing, system testing, and readiness testing.	$ 96.05	$ 107.51	$ 110.99	$ 114.56	$ 118.25	$ 122.04	$ 125.95
Training Specialist	Coordinate all activities related to the development of project training.	$ 63.38	$ 70.95	$ 73.24	$ 75.60	$ 78.03	$ 80.54	$ 83.12
Training Specialist	Coordinate all activities related to the development of project training.	$ 63.38	$ 70.95	$ 73.24	$ 75.60	$ 78.03	$ 80.54	$ 83.12
Training Specialist	Coordinate all activities related to the development of project training.	$ 63.38	$ 70.95	$ 73.24	$ 75.60	$ 78.03	$ 80.54	$ 83.12
DDI Manager	Will coordinate all activities related to readying MMA's systems and services solution for operational use.	$ 127.91	$ 143.17	$ 147.79	$ 152.55	$ 157.46	$ 162.52	$ 167.73
IT Systems Manager / IT Analyst / IT Support	Will coordinate all activities related to maintaining MMA's technical solution, and will coordinate the technical activities of the Operations staff to ensure that all technical requirements are met. IT Analysts and IT support are responsible for executing day-to-	$ 124.68	$ 139.56	$ 144.06	$ 148.71	$ 153.49	$ 158.42	$ 163.49
Support	Will coordinate all activities related to maintaining MMA's technical solution, and will coordinate the technical activities of the	$ 124.68	$ 139.56	$ 144.06	$ 148.71	$ 153.49	$ 158.42	$ 163.49
IT Systems Manager / IT Analyst / IT Support	Will coordinate all activities related to maintaining MMA's technical solution, and will coordinate the technical activities of the Operations staff to ensure that all technical requirements are met. IT Analysts and IT support are responsible for executing day-to-	$ 124.68	$ 139.56	$ 144.06	$ 148.71	$ 153.49	$ 158.42	$ 163.49

Hours by Activity

Position Title	Activity	HOURLY Billable Rate Per Position	Total hours per position to complete Activity	Total cost per position to complete Activity
	Year 1			
Example - Analyst	Project Planning	$ 65.00	10.00	$ 650.00
Documentation Manager		$ 83.24	1040.00	$ 86,569.60
Project/Account Manager		$ 151.66	1040.00	$ 157,726.40
MAC/Reporting Analyst		$ 101.82	1040.00	$ 105,892.80
Drug Rebate Lead		$ 166.83	1040.00	$ 173,503.20
Deputy Account Manager		$ 95.19	1040.00	$ 98,997.60
RDUR Director/ProDUR Manager		$ 161.77	1040.00	$ 168,240.80
Operations Manager		$ 118.80	1040.00	$ 123,552.00
Quality Assurance Manager		$ 63.19	1040.00	$ 65,717.60
PDL Manager		$ 171.88	1040.00	$ 178,755.20
System Quality Assurance Specialist		$ 72.53	520.00	$ 37,715.60
Certification Manager		$ 69.26	1040.00	$ 72,030.40
Lead Health Informatics Analyst		$ 75.58	520.00	$ 39,301.60
PAD Pharmacist	DDI	$ 146.62	520.00	$ 76,242.40
PAD Pharmacist		$ 146.62	1040.00	$ 152,484.80
Healthcare Analyst - DSP		$ 75.83	260.00	$ 19,715.80
Contract Analyst - DSP		$ 70.77	260.00	$ 18,400.20
Contract Manager - DSP		$ 99.84	52.00	$ 5,191.68
Director Rebate and Contracting - DSP		$ 131.44	52.00	$ 6,834.88
Rebate Quality Sepcialist		$ 101.11	520.00	$ 52,577.20
Rebate Analyst		$ 64.74	2080.00	$ 134,659.20
Billing Specialist		$ 48.53	2080.00	$ 100,942.40
Pharmacy Plan Administrator		$ 98.50	1040.00	$ 102,440.00
Clinical Pharmacists - Call Center		$ 146.62	8320.00	$ 1,219,878.40
Pharmacy Lead/Clinical Manager		$ 146.62	1040.00	$ 152,484.80
Pharmacy Technician Lead Certified Pharmacy Technicians (Call Center)		$ 44.48	6240.00	$ 277,555.20
Sr. QA Analyst - DSP		$ 96.05	208.00	$ 19,978.40
Testing Manager	Project Planning	$ 96.05	149.00	$ 14,311.45
Testing Manager	DDI	$ 96.05	742.00	$ 71,269.10
Training Specialist	Project Planning	$ 63.38	43.00	$ 2,725.34
Training Specialist	DDI	$ 63.38	217.00	$ 13,753.46
Training Specialist		$ 63.38	260.00	$ 16,478.80
DDI Manager	DDI	$ 127.91	1040.00	$ 133,026.40
IT Systems Manager / IT Analyst / IT Support	Project Planning	$ 124.68	495.00	$ 61,716.60
IT Systems Manager / IT Analyst / IT Support	DDI	$ 124.68	3343.60	$ 416,880.05
IT Systems Manager / IT Analyst / IT Support		$ 124.68	2826.60	$ 352,420.49
		Deliverable Staffing Total:	**44268.20**	**$ 4,729,969.85**

	Year 2			
	Activity	HOURLY Billable Rate Per Position	Total hours per position to complete Activity	Total cost per position to complete Activity
0	DDI	$ 65.00	10.00	$ 650.00
0		$ 93.18	2080.00	$ 193,814.40
0		$ 169.76	2080.00	$ 353,100.80
0		$ 113.97	2080.00	$ 237,057.60
0		$ 186.73	2080.00	$ 388,398.40
0		$ 106.55	2080.00	$ 221,624.00
0		$ 181.08	2080.00	$ 376,646.40
0		$ 132.98	2080.00	$ 276,598.40
0		$ 70.73	2080.00	$ 147,118.40
0		$ 192.39	2080.00	$ 400,171.20
0		$ 81.18	1040.00	$ 84,427.20
0		$ 77.52	2080.00	$ 161,241.60
0		$ 84.60	1040.00	$ 87,984.00
0		$ 164.12	0.00	$ -
0		$ 164.12	2080.00	$ 341,369.60
0		$ 84.88	520.00	$ 44,137.60
0		$ 79.22	520.00	$ 41,194.40
3		$ 111.76	104.00	$ 11,623.04
3		$ 147.12	104.00	$ 15,300.48
0		$ 113.17	1040.00	$ 117,696.80
0		$ 72.46	4160.00	$ 301,433.60
0		$ 54.32	4160.00	$ 225,971.20
0		$ 110.26	2080.00	$ 229,340.80
0		$ 164.12	16640.00	$ 2,730,956.80
0		$ 164.12	2080.00	$ 341,369.60
0		$ 49.79	12480.00	$ 621,379.20
0		$ 107.51	416.00	$ 44,724.16
5		$ 107.51	0.00	$ -
0		$ 107.51	0.00	$ -
4		$ 70.95	0.00	$ -
6		$ 70.95	0.00	$ -
0		$ 70.95	520.00	$ 36,894.00
0		$ 143.17	0.00	$ -
0		$ 139.56	0.00	$ -
5		$ 139.56	0.00	$ -
9		$ 139.56	573.20	$ 79,995.79
5		**$ 4,067.36**	**70357.20**	**$ 8,111,569.47**

	Year 3			
	Activity	HOURLY Billable Rate Per Position	Total hours per position to complete Activity	Total cost per position to complete Activity
0	Project Planning	$ 65.00	10.00	$ 650.00
0		$ 96.18	2080.00	$ 200,054.40
0		$ 175.24	2080.00	$ 364,499.20
0		$ 117.65	2080.00	$ 244,712.00
0		$ 192.76	2080.00	$ 400,940.80
0		$ 109.98	2080.00	$ 228,758.40
0		$ 186.92	2080.00	$ 388,793.60
0		$ 137.27	2080.00	$ 285,521.60
0		$ 73.02	2080.00	$ 151,881.60
0		$ 198.60	2080.00	$ 413,088.00
0		$ 83.80	1040.00	$ 87,152.00
0		$ 80.03	2080.00	$ 166,462.40
0		$ 87.33	1040.00	$ 90,823.20
-		$ 169.42	0.00	$ -
0		$ 169.42	2080.00	$ 352,393.60
0		$ 87.62	520.00	$ 45,562.40
0		$ 81.78	520.00	$ 42,525.60
4		$ 115.37	104.00	$ 11,998.48
8		$ 151.87	104.00	$ 15,794.48
0		$ 116.83	1040.00	$ 121,503.20
0		$ 74.80	4160.00	$ 311,168.00
0		$ 56.08	4160.00	$ 233,292.80
0		$ 113.82	2080.00	$ 236,745.60
0		$ 169.42	16640.00	$ 2,819,148.80
0		$ 169.42	2080.00	$ 352,393.60
0		$ 51.40	12480.00	$ 641,472.00
6		$ 110.99	416.00	$ 46,171.84
-		$ 110.99	0.00	$ -
-		$ 110.99	0.00	$ -
-		$ 73.24	0.00	$ -
-		$ 73.24	0.00	$ -
0		$ 73.24	520.00	$ 38,084.80
-		$ 147.79	0.00	$ -
-		$ 144.06	0.00	$ -
-		$ 144.06	0.00	$ -
9		$ 144.06	573.20	$ 82,575.19
7		**$ 4,198.69**	**70357.20**	**$ 8,373,517.59**

	Year 4						
	Activity	HOURLY Billable Rate Per Position		Total hours per position to complete Activity	Total cost per position to complete Activity		
0	Project Planning	$	65.00	10.00	$	650.00
0		$	99.28	2080.00	$	206,502.40
0		$	180.89	2080.00	$	376,251.20
0		$	121.44	2080.00	$	252,595.20
0		$	198.97	2080.00	$	413,857.60
0		$	113.53	2080.00	$	236,142.40
0		$	192.95	2080.00	$	401,336.00
0		$	141.69	2080.00	$	294,715.20
0		$	75.37	2080.00	$	156,769.60
0		$	205.00	2080.00	$	426,400.00
0		$	86.50	1040.00	$	89,960.00
0		$	82.60	2080.00	$	171,808.00
0		$	90.15	1040.00	$	93,756.00
		$	174.88	0.00	$	-
0		$	174.88	2080.00	$	363,750.40
0		$	90.44	520.00	$	47,028.80
0		$	84.41	520.00	$	43,893.20
3		$	119.08	104.00	$	12,384.32
3		$	156.77	104.00	$	16,304.08
0		$	120.59	1040.00	$	125,413.60
0		$	77.21	4160.00	$	321,193.60
0		$	57.88	4160.00	$	240,780.80
0		$	117.49	2080.00	$	244,379.20
0		$	174.88	16640.00	$	2,910,003.20
0		$	174.88	2080.00	$	363,750.40
0		$	53.06	12480.00	$	662,188.80
4		$	114.56	416.00	$	47,656.96
		$	114.56	0.00	$	-
		$	114.56	0.00	$	-
		$	75.60	0.00	$	-
		$	75.60	0.00	$	-
0		$	75.60	520.00	$	39,312.00
		$	152.55	0.00	$	-
		$	148.71	0.00	$	-
		$	148.71	0.00	$	-
9		$	148.71	573.20	$	85,240.57
9		**$**	**4,333.98**	**70357.20**	**$**	**8,643,373.53**

Year 5			
Activity	HOURLY Billable Rate Per Position	Total hours per position to complete Activity	Total cost per position to complete Activity
Project Planning	$ 65.00	10.00	$ 650.00
	$ 102.48	2080.00	$ 213,158.40
	$ 186.70	2080.00	$ 388,336.00
	$ 125.34	2080.00	$ 260,707.20
	$ 205.37	2080.00	$ 427,169.60
	$ 117.18	2080.00	$ 243,734.40
	$ 199.15	2080.00	$ 414,232.00
	$ 146.25	2080.00	$ 304,200.00
	$ 77.79	2080.00	$ 161,803.20
	$ 211.60	2080.00	$ 440,128.00
	$ 89.29	1040.00	$ 92,861.60
	$ 85.26	2080.00	$ 177,340.80
	$ 93.05	1040.00	$ 96,772.00
	$ 180.50	0.00	$ -
	$ 180.50	2080.00	$ 375,440.00
	$ 93.35	520.00	$ 48,542.00
	$ 87.13	520.00	$ 45,307.60
	$ 122.91	104.00	$ 12,782.64
	$ 161.81	104.00	$ 16,828.24
	$ 124.47	1040.00	$ 129,448.80
	$ 79.70	4160.00	$ 331,552.00
	$ 59.75	4160.00	$ 248,560.00
	$ 121.27	2080.00	$ 252,241.60
	$ 180.50	16640.00	$ 3,003,520.00
	$ 180.50	2080.00	$ 375,440.00
	$ 54.76	12480.00	$ 683,404.80
	$ 118.25	416.00	$ 49,192.00
	$ 118.25	0.00	$ -
	$ 118.25	0.00	$ -
	$ 78.03	0.00	$ -
	$ 78.03	0.00	$ -
	$ 78.03	520.00	$ 40,575.60
	$ 157.46	0.00	$ -
	$ 153.49	0.00	$ -
	$ 153.49	0.00	$ -
	$ 153.49	573.20	$ 87,980.47
	$ 4,473.38	**70357.20**	**$ 8,921,258.95**

	Year 6			
)	**Activity**	**HOURLY Billable Rate Per Position**	**Total hours per position to complete Activity**	**Total cost per position to complete Activity**
0	**Project Planning**	$ 65.00	10.00	$ 650.00
0		$ 105.77	2080.00	$ 220,001.60
0		$ 192.70	2080.00	$ 400,816.00
0		$ 129.37	2080.00	$ 269,089.60
0		$ 211.97	2080.00	$ 440,897.60
0		$ 120.94	2080.00	$ 251,555.20
0		$ 205.55	2080.00	$ 427,544.00
0		$ 150.95	2080.00	$ 313,976.00
0		$ 80.29	2080.00	$ 167,003.20
0		$ 218.39	2080.00	$ 454,251.20
0		$ 92.15	1040.00	$ 95,836.00
0		$ 88.00	2080.00	$ 183,040.00
0		$ 96.03	1040.00	$ 99,871.20
		$ 186.30	0.00	$ -
0		$ 186.30	2080.00	$ 387,504.00
0		$ 96.35	520.00	$ 50,102.00
0		$ 89.93	520.00	$ 46,763.60
4		$ 126.86	104.00	$ 13,193.44
4		$ 167.01	104.00	$ 17,369.04
0		$ 128.47	1040.00	$ 133,608.80
0		$ 82.25	4160.00	$ 342,160.00
0		$ 61.66	4160.00	$ 256,505.60
0		$ 125.16	2080.00	$ 260,332.80
)		$ 186.30	16640.00	$ 3,100,032.00
0		$ 186.30	2080.00	$ 387,504.00
0		$ 56.52	12480.00	$ 705,369.60
0		$ 122.04	416.00	$ 50,768.64
		$ 122.04	0.00	$ -
		$ 122.04	0.00	$ -
		$ 80.54	0.00	$ -
		$ 80.54	0.00	$ -
0		$ 80.54	520.00	$ 41,880.80
		$ 162.52	0.00	$ -
		$ 158.42	0.00	$ -
		$ 158.42	0.00	$ -
7		$ 158.42	573.20	$ 90,806.34
5		**$ 4,617.04**	**70357.20**	**$ 9,207,782.26**

	Year 7					
	Activity	HOURLY Billable Rate Per Position	Total hours per position to complete Activity	Total cost per position to complete Activity	Total hours per position to complete all Activities	Total cost per position to complete all Activities
0	Project Planning	$ 65.00	10.00	$ 650.00	70.00	4,550.00
0		$ 109.16	2080.00	$ 227,052.80	13,520.00	1,347,153.60
0		$ 198.88	2080.00	$ 413,670.40	13,520.00	2,454,400.00
0		$ 133.51	2080.00	$ 277,700.80	13,520.00	1,647,755.20
0		$ 218.76	2080.00	$ 455,020.80	13,520.00	2,699,788.00
0		$ 124.82	2080.00	$ 259,625.60	13,520.00	1,540,437.60
0		$ 212.13	2080.00	$ 441,230.40	13,520.00	2,618,023.20
0		$ 155.79	2080.00	$ 324,043.20	13,520.00	1,922,606.40
0		$ 82.86	2080.00	$ 172,348.80	13,520.00	1,022,642.40
0		$ 225.39	2080.00	$ 468,811.20	13,520.00	2,781,604.80
0		$ 95.11	1040.00	$ 98,914.40	6,760.00	586,866.80
0		$ 90.82	2080.00	$ 188,905.60	13,520.00	1,120,828.80
0		$ 99.11	1040.00	$ 103,074.40	6,760.00	611,582.40
		$ 192.27	0.00	$ -	520.00	76,242.40
0		$ 192.27	2080.00	$ 399,921.60	13,520.00	2,372,864.00
0		$ 99.44	520.00	$ 51,708.80	3,380.00	306,797.40
0		$ 92.81	520.00	$ 48,261.20	3,380.00	286,345.80
4		$ 130.93	104.00	$ 13,616.72	676.00	80,790.32
4		$ 172.36	104.00	$ 17,925.44	676.00	106,356.64
0		$ 132.58	1040.00	$ 137,883.20	6,760.00	818,131.60
0		$ 84.89	4160.00	$ 353,142.40	27,040.00	2,095,308.80
0		$ 63.64	4160.00	$ 264,742.40	27,040.00	1,570,795.20
0		$ 129.17	2080.00	$ 268,673.60	13,520.00	1,594,153.60
0		$ 192.27	16640.00	$ 3,199,372.80	108,160.00	18,982,912.00
0		$ 192.27	2080.00	$ 399,921.60	13,520.00	2,372,864.00
0		$ 58.33	12480.00	$ 727,958.40	81,120.00	4,319,328.00
4		$ 125.95	416.00	$ 52,395.20	2,704.00	310,887.20
		$ 125.95	0.00	$ -	149.00	14,311.45
		$ 125.95	0.00	$ -	742.00	71,269.10
		$ 83.12	0.00	$ -	43.00	2,725.34
		$ 83.12	0.00	$ -	217.00	13,753.46
0		$ 83.12	520.00	$ 43,222.40	3,380.00	256,448.40
		$ 167.73	0.00	$ -	1,040.00	133,026.40
		$ 163.49	0.00	$ -	495.00	61,716.60
		$ 163.49	0.00	$ -	3,343.60	416,880.05
4		$ 163.49	573.20	$ 93,712.47	6,265.80	872,731.32
6		**$ 4,764.98**	**70357.20**	**$ 9,502,856.63**	**466411.40**	**$ 57,490,328.28**

Proposed Allocation to Deliverables & Milestones

	Phase I. Project Planning		Phase II. Design, Development, & Implementation	
	Total Proposed Cost for Activity	$ 78,753.39	Total Proposed Cost for Activity	$ 711,171.41
	Deliverable/Milestone		Deliverable/Milestone	
Proposed Allocation for Key Deliverables & Milestones	Deliverables Expectation Document	$ 4,144.92	Project Initiation Checklist	$ 54,705.49
	Status Reporting	$ 4,144.92	Requirements Validation Document (RVD)	$ 54,705.49
	Project Management Plan	$ 4,144.92	Business Design Document	$ 54,705.49
	Project Schedule	$ 4,144.92	Interfaces Control Document	$ 54,705.49
	Schedule Management Plan	$ 4,144.92	Data Conversion Testing Report and Results	$ 54,705.49
	Communications Management Plan	$ 4,144.92	System Integration Test Readiness	$ 54,705.49
	Resource Management Plan	$ 4,144.92	System Integration Testing (SIT) Report and Results	$ 54,705.49
	Requirements Management Plan	$ 4,144.92	UAT Readiness Checklist	$ 54,705.49
	Assets Management Plan and Inventory	$ 4,144.92	UAT Report and Results	$ 54,705.49
	Facilities Management	$ 4,144.92	Training Materials	$ 54,705.49
	Configuration Management Plan	$ 4,144.92	System Documentation	$ 54,705.49
	Performance Management Plan	$ 4,144.92	Operational Readiness Review	$ 54,705.49
	Data Conversion Plan	$ 4,144.92	Project Close-out Checklist	$ 54,705.49
	Test Management Plan	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	System Security and Privacy Management	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	Training Plan	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	Implementation Plan	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	Certification Management Plan	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	Disaster Recovery and Business Continuity and Contingency Plan (DR/BCCP)	$ 4,144.92	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	insert proposed deliverable or milestone	$ -	*insert proposed deliverable or milestone*	$ -
	Amount to be Allocated	$ -	Amount to be Allocated	$ 711,171.41

State of Arkansas Department of Human Services
Attachment E - Cost Proposal Template

Magellan Medicaid Administration, LLC
Please Complete Yellow Shaded Regions

Facility Costs

Instructions: Please fill in the cells shaded in yellow. Note that the blue cells will populate automatically. The information in this tab will be used throughout the cost proposal to calculate the total cost for the DDI, M&O, and subsequently, the Total DDI and Total M&O Cost, Other Costs, and Hosting Cost (on the Cost Proposal Summary tab).

If there are potential costs not represented on this tab, please add to tab 9. Other Costs.

Table 1: Facility Costs Price Sheet

Description	Year 1 Costs	Year 2 Costs	Year 3 Costs	Year 4 Costs	Year 5 Costs	Year 6 Costs	Year 7 Costs	Total Cost
Development Facility	$ 59,133.44							$ 59,133.44
Data Center (Vendor Facility), if applicable								$ -
Installation/Configuration Costs								$ -
Facility Build-Out								$ -
Total	$ 59,133.44	$ -	$ -	$ -	$ -	$ -	$ -	$ 59,133.44

State of Arkansas Department of Human Services
Attachment E - Cost Proposal Template

Respondent Name: **Magellan Medicaid Administration, LLC**
Please Complete Yellow Shaded Regions

Systems M&O

Instructions: Please fill in the cells shaded in yellow. Cells not shaded yellow are locked and cannot be altered. Note that the blue cells will populate automatically. Please note that

The State will engage the Contractor to provide M&O Support after the completion of the DDI phase of the project. Given that State Contracts are capped at a maximum possible length of 7 years, and given that the DDI phase proposed by a Respondent may be of different length across proposals, it is likely that the duration of the M&O phase is different from proposal to proposal. The below form assumes that the DDI phase will continue at least through Contract Year 1. Thereafter, there is a Contract Year section where a Respondent should list any anticipated M&O costs during that year. If, by way of example, a Respondent is proposing a DDI phase that will last 1.5 years, the Year 2 section should contain M&O expenses for 6 months, and each year section thereafter (Years 3 through 7) should include M&O expenses for 12 months. In this example, the "Year 2" section should be left blank.

The State requests this form include a "blended hourly rate" for Contract Years with M&O. In Rows 11 and 12 for each applicable year, the Respondent should list the number of hours it expects to spend on this work. The total for "System Monitoring" and "Technical Support" will be the amount, in that calendar year, that the Contractor shall receive in the performance of its M&O duties (a "fixed fee", to be invoiced in monthly increments).

The State also plans to have a "pool" of hours available in the Contract for use on anticipated enhancements, modifications or upgrades. The State must authorize the use of these hours and the Contractor's receipt of these funds is not guaranteed. These hours will be billed to the State at the year's blended hourly rate used to calculate the other M&O costs. To ensure consistent comparison, the State has estimated 3,000 hours per year.
It is the State's intent to have these costs invoiced monthly, however this will be finalized during contract negotiations.

It is the responsibility of the Respondent to ensure spreadsheet calculations are correct.

Detailed Cost of Systems M&O

	Contract Year 2		Contract Year 3		Contract Year 4	
	Blended Hourly Rate	$ 139.56	Blended Hourly Rate	$ 144.06	Blended Hourly Rate	$ 148.71
	Hours Proposed per Year	Cost per Year	Hours Proposed per Year	Cost per Year	Hours Proposed per Year	Cost per Year
M & O Support	1,872.00	$ 261,256.32	1,872.00	$ 269,680.32	1,872.00	$ 278,385.12
RDUR, ProDUR Support	208.00	$ 29,028.48	208.00	$ 29,964.48	208.00	$ 30,931.68
Enhancements, and Modifications/Pool	3,000.00	$ 418,680.00	3,000.00	$ 432,180.00	3,000.00	$ 446,130.00
M&O Turnover Services						
Total	**5080.00**	**$ 708,964.80**	**5080.00**	**$ 731,824.80**	**5080.00**	**$ 755,446.80**

Contract Year 5		Contract Year 6		Contract Year 7			
Blended Hourly Rate	$ 153.49	Blended Hourly Rate	$ 158.42	Blended Hourly Rate	$ 163.49	Total	
Hours Proposed per Year	Cost per Year	Hours Proposed per Year	Cost per Year	Hours Proposed per Year	Cost per Year	Total Hours	Total Cost
1,872.00	$ 287,333.28	1,872.00	$ 296,562.24	1,872.00	$ 306,053.28	11232.00	$ 1,699,270.56
208.00	$ 31,925.92	208.00	$ 32,951.36	208.00	$ 34,005.92	1248.00	$ 188,807.84
3,000.00	$ 460,470.00	3,000.00	$ 475,260.00	3,000.00	$ 490,470.00	18000.00	$ 2,723,190.00
					$ -	0.00	$ -
5080.00	**$ 779,729.20**	**5080.00**	**$ 804,773.60**	**5080.00**	**$ 830,529.20**	**$ 30,480.00**	**$ 4,611,268.40**

Table 1: Software/Hardware Costs Price Sheet

CI Number	Software/Hardware	Product	Number of Licenses	License Type	COTS or Proprietary	DDI Period			Annual Maintenance Period						
						Year 1	Year 2	Total Cost	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total Cost
1S	Software	Remedy/FirstTrax Power User License	10.00		COTS	$ 47,952.00		$ 47,952.00	$ 7,992.00	$ 7,992.00	$ 7,992.00	$ 7,992.00	$ 7,992.00	$ 7,992.00	$ 47,952.00
2S	Software	MS Office	28.00		COTS	$ 16,800.00		$ 16,800.00	$ 2,800.00	$ 2,800.00	$ 2,800.00	$ 2,800.00	$ 2,800.00	$ 2,800.00	$ 16,800.00
3S	Software	AntiVirus Software - Trend	28.00		COTS	$ 8,400.00		$ 8,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 8,400.00
4S	Software	Adobe Acrobat Professional	3.00		COTS	$ 1,260.00		$ 1,260.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 1,260.00
5S	Software	Visio Professional	1.00		COTS	$ 462.00		$ 462.00	$ 77.00	$ 77.00	$ 77.00	$ 77.00	$ 77.00	$ 77.00	$ 462.00
6H	Hardware	Head set	28.00		COTS	$ 5,376.00		$ 5,376.00	$ 896.00	$ 896.00	$ 896.00	$ 896.00	$ 896.00	$ 896.00	$ 5,376.00
7H	Hardware	Monitors	28.00		COTS	$ 8,400.00		$ 8,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 1,400.00	$ 8,400.00
8H	Hardware	Laptop/Desktop	28.00		COTS	$ 26,880.00		$ 26,880.00	$ 4,480.00	$ 4,480.00	$ 4,480.00	$ 4,480.00	$ 4,480.00	$ 4,480.00	$ 26,880.00
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					Total	$ 115,530.00	$ -	$ 115,530.00	$19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 19,255.00	$ 115,530.00

State of Arkansas Department of Human Services

Attachment E - Cost Proposal Template

Magellan Medicaid Administration, LLC

Please Complete Yellow Shaded Regions

Other Costs

Instructions: Please fill in the cells shaded in yellow. Cells not shaded yellow are locked and cannot be altered. Note that the blue cells will populate automatically.

On this tab the Respondents shall list all other costs (not including hosting costs) which will be payable as part of this contract. These costs can include any licensing necessary to cover all environments (e.g., Development, Test, Training, Production), any other fees or service charges. Not withstanding hosting costs, if a cost is not listed on tabs 4 through 9, it will not be a payable cost under the Contract. Costs incurred as one-time costs, on-going costs, or both, may be entered here on tab 9. The State expects initial one-time costs to be entered in the Year 1 column.

It is the State's intent to have these costs invoiced monthly, however this will be finalized during contract negotiations.

It is the responsibility of the Respondent to ensure spreadsheet calculations are correct. The State reserves the right to purchase any proposed software products directly.

Table 1: Summary of Other Costs

Other Costs

Item	Year 1 Costs	Year 2 Costs	Year 3 Costs	Year 4 Costs	Year 5 Costs	Year 6 Costs	Year 7 Costs	Total Cost
Example: License System X	*$ 500.00*	*$ 500.00*	*$ 500.00*	*$ 500.00*	*$ 500.00*	*$ 500.00*	*$ 500.00*	*$ 3,500.00*
Drug Reference File - paid by state	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Postage - paid by state	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Travel	$ 8,561.05	$ 19,165.53	$ 19,784.27	$ 20,421.78	$ 21,078.64	$ 21,755.42	$ 22,452.70	$ 133,219.39
Cellular Phones	$ 835.50	$ 1,870.41	$ 1,930.80	$ 1,993.02	$ 2,057.10	$ 2,123.17	$ 2,191.22	$ 13,001.22
Consulting - Lab Values	$ 51,870.37	$ 116,121.59	$ 119,870.43	$ 123,733.06	$ 127,712.89	$ 131,813.38	$ 136,038.14	$ 807,159.86
Consulting - ePA	$ 20,889.20	$ 45,402.34	$ 46,868.09	$ 48,378.34	$ 49,934.41	$ 51,537.66	$ 53,189.50	$ 316,199.54
Other Office Expenses	$ 2,730.83	$ 6,113.49	$ 6,310.85	$ 6,514.21	$ 6,723.74	$ 6,939.63	$ 7,162.04	$ 42,494.79
Business Licenses and Performance Bond	$ 51,387.27	$ 115,040.08	$ 118,754.00	$ 122,580.66	$ 126,523.42	$ 130,585.72	$ 134,771.13	$ 799,642.28
Third Party ePrescribing	$ 100,284.70	$ 224,315.73	$ 231,557.47	$ 239,019.05	$ 246,707.00	$ 254,628.05	$ 262,789.15	$ 1,559,301.15
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Total	$ 236,558.92	$ 528,029.17	$ 545,075.91	$ 562,640.12	$ 580,737.20	$ 599,383.03	$ 618,593.88	$ 3,671,018.23

State of Arkansas Department of Human Services
Attachment E - Cost Proposal Template

Respondent Name: **Magellan Medicaid Administration, LLC**
Please Complete Yellow Shaded Regions

Hosting

Instructions: On this tab Respondents should note the cost to host the Future System, by Contract Year. This is the annual cost the Contactor may charge the State if the Contractor hosts the Future System.

The Respondent should price its recommended hosting approach in Table 1. The pricing from this recommended approach will be evaluated. If a Respondent proposes a range of hosting options, the Contractor should price alternate approaches in Table 2. The pricing from these alternate approaches will not be evaluated. Please note that your recommended hosting approach must align with your answers to the System Hosting section of Attachment B (which will be evaluated for its quality and feasibility).

It is the State's intent to have these costs invoiced monthly, however this will be finalized during contract negotiations.

It is the responsibility of the Respondent to ensure spreadsheet calculations are correct.

Table 1: Recommended Hosting Approach Costs

Recommended Hosting Approach: AWS

	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost	Year 7 Cost	Total Cost
Annual Hosting Cost	$ 355,754.57	$ 874,511.08	$ 876,492.74	$ 878,426.37	$ 880,312.88	$ 882,153.17	$ 883,948.15	$ 5,631,598.96

Table 2: Alternate Hosting Approach Costs (Optional)

Alternate Hosting Approach 1:

	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost	Year 7 Cost	Total Cost
Annual Hosting Cost								$ -

Alternate Hosting Approach 2:

	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost	Year 7 Cost	Total Cost
Annual Hosting Cost								$ -

Alternate Hosting Approach 3:

	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost	Year 7 Cost	Total Cost
Annual Hosting Cost								$ -