



State of Georgia in Conjunction with NASPO ValuePoint

Electronic Request for Proposals (“eRFP”)

Event Name: **Pharmacy Benefit Services**

eRFP (Event) Number: 41900-DCH0000136 | Due Date: 5/13/2024

Cost Proposal

Attachment V – Pharmacy Clinical Management Services Cost Worksheet

Portions of this proposal contain proprietary information, ideas, know-how, concepts, processes, and trade secrets that are the sole property of Conduent. Pages containing proprietary content are designated in the footer as “**Trade Secret**” and the specific content is identified with a light orange background, when only portions of the page are protected. If the entire page is considered Trade Secret, the footer will read “**This entire page Trade Secret**”. The proprietary contents of this proposal are intended solely for use in the procurement process and may not be disclosed except to persons who are involved in the evaluation of the proposal or award of the contract. The contents may not be duplicated, used, or disclosed in whole or in part for any purpose except the procurement process. Release of Conduent proprietary, confidential, and trade secret information would place Conduent at a serious and irreparable competitive disadvantage in future procurements by providing competitors with information that Conduent maintains strictly confidential and which is unavailable to any third-party except under restrictions contained in a nondisclosure agreement or protections that cover this information under applicable law. If a third-party makes a request for disclosure of any of the contents of this proposal, please notify Conduent immediately so that Conduent will have an opportunity to provide assistance in protecting the proprietary contents of this proposal from unauthorized disclosure.

GEORGIA DEPARTMENT OF COMMUNITY HEALTH
eRFP (Event) Number: 41900-DCH0000136
Event Name: Pharmacy Benefit Services

AFFIDAVIT OF LYDIE QUEBE

Before me, the undersigned officer duly authorized to administer oaths, Lydie Quebe, who states as follows:

1. I am over the age of 21 and am fully competent to give this affidavit, which is based on my personal knowledge.

2. I am the Vice President and General Manager for Conduent State Healthcare, LLC (“Conduent”) and have served in this capacity since 2021. In this capacity I am familiar with Conduent’s efforts to protect trade secrets and confidential, proprietary information as well as Conduent’s efforts to compete for business through the public procurement process.

3. I am familiar with the preparation of Conduent’s proposal to be submitted in response to the Department of Community Health’s procurement for Pharmacy Benefit Services, eRFP Number 41900-DCH0000136 (the “RFP”).

4. Pursuant to O.C.G.A. § 50-18-72(a)(34) and O.C.G.A. § 10-1-761(4) , I affirmatively declare that the following information and parts of Conduent’s proposal and other associated documents are not known by or available to the public, they derive economic value from not being generally known to and not being readily ascertainable by proper means to other persons who can obtain economic value from their disclosure or use, and are the subject of efforts that are reasonable under the circumstances to maintain their secrecy:

a. Technical and Non-Technical Data.

- b. Formulas.
- c. Patterns.
- d. Compilations.
- e. Programs.
- f. Devices.
- g. Methods.
- h. Techniques.
- i. Drawings.
- j. Processes.
- k. Financial Data.
- l. Financial Plans.
- m. Product Plans.
- n. List of Actual or Potential Customers or Suppliers.
- o. List of Actual or Potential Team Members.

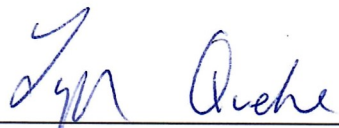
5. These types of information that have been identified as trade secret have been marked as such in Conduent's proposal submitted in response to the RFP. Please see the enclosed table for more specific information.

6. Conduent takes significant steps to protect its trade secret information and not share such information with Conduent's competitors or the public. Some of the steps that Conduent takes to protect this information includes redacting and protecting this information in any government-issued proposal for a contract for which Conduent competes, entering into non-disclosure agreements, and controlling access to this information, among other actions.

7. Accordingly, Conduent considers the foregoing information to be trade secrets as that term is defined in O.C.G.A. § 10-1-761(4) of the Georgia Trade Secrets Act and therefore exempt from disclosure under the Open Records Act (O.C.G.A. § 50-18-72(34)).

8. The above-stated facts are true and correct and based upon my personal knowledge.

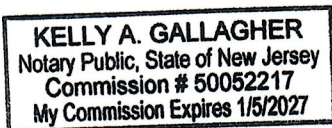
This 18 day of April, 2024.



Lydie Quebe

Sworn to and subscribed before me,
on the 18th day of April, 2024.


[notary]



Enclosure





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Instructions for Supplier

Suppliers are bidding on the Design, Development and Implementation (DDI), monthly Operations and Maintenance (O&M) costs, and additional program support the Supplier will charge to administer the Pharmacy Clinical Management Services Program as described in the eRFP. Please refer to the instructions below, Attachment A eRFP document "Section 5, Cost Proposal," Attachment C - Common Scope Requirements and Security Standards, and Attachment G - Pharmacy Clinical Management Services Scope of Work for details describing the scope of the Clinical Management Services to be provided before completing this Cost Worksheet.

- 1 Supplier shall provide firm/fixed pricing for the service(s) and deliverables for which a response is being submitted to as described in the eRFP.
- 2 Suppliers shall complete the Cost Proposal worksheet using the cells highlighted in yellow.
- 3 Suppliers shall not modify any cells in the spreadsheet other than those highlighted yellow. The other cells are fixed or will calculate automatically.
- 4 Suppliers shall insert 0 in any yellow highlighted cells that are not applicable or for which the proposed cost is zero (\$0).
- 5 Suppliers shall not modify the formulas in the worksheets.
- 6 For evaluation purposes, the total cost will be determined by the value found in D14 which is comprised of the total DDI (Table A) and O&M (Table B) Costs over a period of ten (10) years.

Instructions for Adjusting Costs One or More Years After the Effective Date of the Master Agreement

For Participating Addenda signed one year or more years after the Effective Date of the Master Agreement, the cost will be adjusted using the Consumer Price Index Urban (CPI-U) to account for economic changes that may impact cost.

CPI-U for United States Adjustment Factor Calculation:

CPI-U Index for the month and year of the execution of a Participating Addendum

Less the CPI-U Index for the month and year of the Effective Date of the Master Agreement

Equals Index Point Change

Divided by CPI-U Index B: $C/B = D$

Result multiplied by 100: $D*100 = E$: Equals CPI-U Inflation Percentage

Steps to Adjust Costs for CPI-U

- 1 Follow the link below to access the CPI-U data.
<https://www.bls.gov/cpi/tables/supplemental-files/home.htm>
- 2 Select, download and save the file with the most recently published CPI-U data that is available for the month the Participating Addendum is signed. (Also find and select the CPI-U for when the Master Agreement was originally executed). Use the "All Items" CPI-U "Unadjusted indexes" values instead of the "Seasonally adjusted indexes" values.
- 3 Enter the CPI-U value from the previous step in field C53 "CPI-U for Participating Addendum Date."
- 4 Enter the CPI-U value for the month of the Effective Date of the Master Agreement in C52 "CPI-U for Master Agreement Date MM/DD/20YY."
- 5 The "CPI-U Inflation Percentage" will be calculated automatically based on the values from steps 3 and 4. This will also automatically update all the CPI-U Adjusted Price fields in the cost tables.
- 6 CPI-U Adjusted Prices will be subject to negotiation upon execution of a Participating Addendum.



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SUPPLIER LEGAL ENTITY NAME	Concentra State Healthcare, LLC
SUPPLIER REPRESENTATIVE NAME	Lydia Qualls
SUPPLIER REPRESENTATIVE TITLE	Vice President
DATE	4/24/2024

TOTAL EVALUATION COST AMOUNT (Sum of Evaluation Costs Below): \$ 15,064,736.00

Table A

Instructions: Please enter the costs to implement your services and/or solution.

Service Design, Development, and Implementation (SDI) Cost		
	Initial Cost	CPIU Adjusted Cost
Project Planning and Startup	\$ 104,109.00	\$ 104,109.00
Design, Development, and Testing	\$ 175,950.00	\$ 175,950.00
Operational Readiness and Production Cutover	\$ 42,960.00	\$ 42,960.00
Training	\$ 65,950.00	\$ 65,950.00
Acceptance, Deployment	\$ 85,179.00	\$ 85,179.00
Total SDI Costs	\$ 478,216.00	\$ 478,216.00

Table B

Operations and Maintenance (O&M)	Year 1		Year 2		Year 3		Year 4		Year 5		Year 6		Year 7		Year 8		Year 9		Year 10		10-Year Total for Pharmacy Clinical Management Services O&M Administration	For Informational Purposes Only Annual Average Clinical Management Services Administration Cost
	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate	Initial Rate	CPIU Adjusted Rate		
Monthly Administration Fee The monthly administration fee should include all of the O&M costs to include, but not limited to the following: 1. State Advisory Board Support 2. Planning and Materials 3. Staffing 4. Utilization Management - Development and Maintenance of PA Criteria for PDL and PADL 5. Technology Services (e.g., Document Repository) (See Attachment G - Pharmacy Clinical Management Services Scope of Work)																						
Total Monthly Cost	\$ 109,069	\$ 106,069	\$ 109,251	\$ 106,251	\$ 112,528	\$ 112,528	\$ 115,904	\$ 115,904	\$ 119,381	\$ 119,381	\$ 122,963	\$ 122,963	\$ 126,655	\$ 126,655	\$ 130,451	\$ 130,451	\$ 134,369	\$ 134,369	\$ 138,398	\$ 138,398		
	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months	X 12 months		
Total Period Cost	= \$ 1,272,828	= \$ 1,272,828	= \$ 1,311,012	= \$ 1,311,012	= \$ 1,350,336	= \$ 1,350,336	= \$ 1,390,848	= \$ 1,390,848	= \$ 1,432,572	= \$ 1,432,572	= \$ 1,475,556	= \$ 1,475,556	= \$ 1,519,824	= \$ 1,519,824	= \$ 1,565,412	= \$ 1,565,412	= \$ 1,612,388	= \$ 1,612,388	= \$ 1,660,782	= \$ 1,660,782	= \$ 14,891,620	= \$ 1,459,162

Table C

Instructions: Complete the section below by entering the Hourly Rate in the yellow boxes for each identified Role. As may be requested by the State on a case by case basis and agreed upon by the Contractor, the Contractor will provide ad hoc services related to potential tasks as described below.

Note: These charges will only be billed for project-related services not specified in the eRFP and requested by the State for such services in writing. The total cost for all State requested and approved projects shall not exceed the amount indicated by the State in its Participating Addendum. The proposed costs will not be evaluated as part of the total contract value.

Ad Hoc Professional Services		Year 1		Year 2		Year 3		Year 4		Year 5		Year 6		Year 7		Year 8		Year 9		Year 10		10-Year Average of Hourly Rates
Role	Potential Responsibilities	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	Initial Hourly Rate	CPIU Adjusted Rate	
Clinical Pharmacist / Account Manager	Provides clinical consulting services for special projects.	\$ 160.00	\$ 160.00	\$ 165.00	\$ 165.00	\$ 160.00	\$ 160.00	\$ 164.00	\$ 164.00	\$ 168.00	\$ 168.00	\$ 174.00	\$ 174.00	\$ 180.00	\$ 180.00	\$ 185.00	\$ 185.00	\$ 191.00	\$ 191.00	\$ 196.00	\$ 196.00	\$ 172.40
Business Analyst	Evaluates business processes, anticipating requirements, uncovering areas for improvement, and developing and implementing solutions.	\$ 75.00	\$ 75.00	\$ 78.00	\$ 78.00	\$ 80.00	\$ 80.00	\$ 82.00	\$ 82.00	\$ 85.00	\$ 85.00	\$ 87.00	\$ 87.00	\$ 90.00	\$ 90.00	\$ 93.00	\$ 93.00	\$ 96.00	\$ 96.00	\$ 98.00	\$ 98.00	\$ 86.40
Senior Developer	Responsible for designing, testing, and implementing new and updated software programs.	\$ 131.00	\$ 131.00	\$ 135.00	\$ 135.00	\$ 139.00	\$ 139.00	\$ 143.00	\$ 143.00	\$ 147.00	\$ 147.00	\$ 152.00	\$ 152.00	\$ 156.00	\$ 156.00	\$ 161.00	\$ 161.00	\$ 166.00	\$ 166.00	\$ 171.00	\$ 171.00	\$ 150.10
Developer	Responsible for developing, coding, installing, and maintaining software systems.	\$ 108.00	\$ 108.00	\$ 111.00	\$ 111.00	\$ 114.00	\$ 114.00	\$ 117.00	\$ 117.00	\$ 121.00	\$ 121.00	\$ 125.00	\$ 125.00	\$ 128.00	\$ 128.00	\$ 132.00	\$ 132.00	\$ 136.00	\$ 136.00	\$ 140.00	\$ 140.00	\$ 123.20
Quality assurance/Test	Works with the development team to debug code, correct errors, and troubleshoot any issues with software code.	\$ 84.00	\$ 84.00	\$ 87.00	\$ 87.00	\$ 90.00	\$ 90.00	\$ 92.00	\$ 92.00	\$ 95.00	\$ 95.00	\$ 98.00	\$ 98.00	\$ 101.00	\$ 101.00	\$ 104.00	\$ 104.00	\$ 107.00	\$ 107.00	\$ 110.00	\$ 110.00	\$ 96.80
Total Ad Hoc Professional Services Cost (Sum of 10-Year Average of Hourly Rates for all Identified Roles)																						\$ 628.30

Table D

Consumer Price Index Urban (CPI-U) Adjustment:	
A. CPI-U for Base Agreement year 2010=2017 V	0.000000
B. CPI-U for Participating Addendum Date	0.000000
C. Index Point Change equals B minus A	0.000000
D. Equals C divided by A	0.000000
E. CPI-U inflation factor equals B plus 1.00	1.000000



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Cost Scoring Formula

The Supplier deemed to have the most competitive cost response overall, as determined by the Lead State, will receive the maximum score for the cost criteria. As a general rule, other Suppliers' cost responses will receive a percentage of the maximum score based on the percentage differential between the most competitive cost proposal and the specific proposal in question. This cost scoring can be accomplished using the following formula:

$$L/R \times P = Z$$

L = Price of the Supplier's response with the lowest cost.

R = Total cost of the Proposal being ranked.

P = Total points available for cost scoring.

Z = Assigned Points.

EXAMPLE - The Lead State receives responses from two Suppliers on an RFP. The RFP assigned 700 possible points for technical scores and 300 possible points for cost scores. Supplier A's cost proposal is \$50,000. Supplier B's cost proposal is \$55,000. As Supplier A offered the lowest cost, Supplier A receives 300 points. The issuing officer can calculate the number of cost points to assign to Supplier B's cost score by using the formula noted above. As shown below, Supplier B's total cost score is 272.7 points.

$$L/R \times P = Z$$

$$(\$50,000/\$55,000) \times 300 = Z$$

$$.909 \times 300 = Z$$

$$272.7 = Z$$