State of Georgia
In Conjunction with NASPO ValuePoint
Electronic Request for Proposals ("eRFP")
eRFP (Event) Number: 41900-DCH0000136
Event Name: Pharmacy Benefit Services
Attachment V - Pharmacy Clinical Management Services Cost Worksheet

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 c
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 wil
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
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:	**MedImpact Healthcare Systems, Inc. ("MedImpact")**
SUPPLIER REPRESENTATIVE NAME:	**Andrea Koerber Dixon**
SUPPLIER REPRESENTATIVE TITLE:	**Director of Proposal Servies**
DATE:	**11/22/2024**

TOTAL EVALUATION COST AMOUNT (Sum of Evaluation Costs Below):	**$**	**8,394,013.68**

Table A

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

Service Design, Development, and Implementation (DDI) Cost		
	Initial Cost	**CPI-U Adjusted Cost**
Project Planning and Startup	$ 246,617.00	$ 246,617.00
Design, Development, and Testing	$ 135,052.00	$ 135,052.00
Operational Readiness and Production Cutover	$ 88,078.00	$ 88,078.00
Training	$ 64,590.00	$ 64,590.00
Acceptance, Deployment	$ 52,847.00	$ 52,847.00
	Total DDI Costs:	$ 587,184.00

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	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate	Initial Rate	CPI-U Adjusted Rate		
Monthly Administration Fee The monthly administration fee should include all 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	$ 15,625	$ 15,625	$ 62,500	$ 62,500	$ 64,375	$ 64,375	$ 66,306	$ 66,306	$ 68,295	$ 68,295	$ 70,344	$ 70,344	$ 72,455	$ 72,455	$ 74,628	$ 74,628	$ 76,867	$ 76,867	$ 79,173	$ 79,173		
	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	**= $ 187,500**		**= $ 750,000**		**= $ 772,500**		**= $ 795,675**		**= $ 819,545**		**= $ 844,132**		**= $ 869,456**		**= $ 895,539**		**= $ 922,405**		**= $ 950,078**		**= $ 7,806,830**	**= $ 780,683**

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**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	**Initial Hourly Rate**	**CPI-U Adjusted Rate**	
Clinical Pharmacist / Account Manager	Provides clinical consulting services for special projects.	$ 106.73	$ 106.73	$ 109.93	$ 109.93	$ 113.23	$ 113.23	$ 116.62	$ 116.62	$ 120.12	$ 120.12	$ 123.73	$ 123.73	$ 127.44	$ 127.44	$ 131.26	$ 131.26	$ 135.20	$ 135.20	$ 139.26	$ 139.26	$ 122.35
Business Analyst	Evaluates business processes, anticipating requirements, uncovering areas for improvement, and developing and implementing Solutions.	$ 60.32	$ 60.32	$ 62.13	$ 62.13	$ 63.99	$ 63.99	$ 65.91	$ 65.91	$ 67.89	$ 67.89	$ 69.93	$ 69.93	$ 72.02	$ 72.02	$ 74.18	$ 74.18	$ 76.41	$ 76.41	$ 78.70	$ 78.70	$ 69.15
Senior Developer	Responsible for designing, testing, and implementing new and updated software programs.	$ 102.87	$ 102.87	$ 105.96	$ 105.96	$ 109.14	$ 109.14	$ 112.41	$ 112.41	$ 115.78	$ 115.78	$ 119.26	$ 119.26	$ 122.83	$ 122.83	$ 126.52	$ 126.52	$ 130.31	$ 130.31	$ 134.22	$ 134.22	$ 117.93
Developer	Responsible for developing, coding, installing, and maintaining software systems.	$ 95.71	$ 95.71	$ 98.58	$ 98.58	$ 101.54	$ 101.54	$ 104.59	$ 104.59	$ 107.72	$ 107.72	$ 110.95	$ 110.95	$ 114.28	$ 114.28	$ 117.71	$ 117.71	$ 121.24	$ 121.24	$ 124.88	$ 124.88	$ 109.72
Quality assurance/Test	Works with the development team to debug code, correct errors, and troubleshoot any issues with software code.	$ 87.93	$ 87.93	$ 90.57	$ 90.57	$ 93.28	$ 93.28	$ 96.08	$ 96.08	$ 98.97	$ 98.97	$ 101.93	$ 101.93	$ 104.99	$ 104.99	$ 108.14	$ 108.14	$ 111.39	$ 111.39	$ 114.73	$ 114.73	$ 100.80
																					Total Ad Hoc Professional Services Cost (Sum of 10-Year Average of Hourly Rates for all Identified Roles)	**$ 519.95**

Table D

Consumer Price Index Urban (CPI-U) Adjustment:	
A. CPI-U for Master Agreement Date MM/DD/20YY:	**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 Percentage 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 x 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 x P = Z
($50,000/$55,000) x 300 = Z
.909 x 300 = Z
272.7 = Z

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	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	**= $ 187,500.00**		**= $ 750,000.00**		**= $ 772,500.00**		**= $ 795,675.00**		**= $ 819,545.28**		**= $ 844,131.60**		**= $ 869,455.56**		**= $ 895,539.24**		**= $ 922,405.44**		**= $ 950,077.56**		**= $ 7,806,829.680**	**= $ 780,683**

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