Access2Care
Transportation Solutions

MASTER PART II – COST PROPOSAL

RFP 1948

State of Nevada

Non-Emergency Transportation Brokerage Services

November 30, 2011 2:00 PM

Access2Care, LLC
6200 S. Syracuse Way Ste. 200
Greenwood Village, CO 80111

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Cost Proposal

5. 1 Vendors must provide detailed fixed prices for all costs associated with the responsibilities and related services. Vendors must use table below when submitting cost and clearly specify the nature of all expenses anticipated.

It is Access2Care's intent to provide a reasonable and competitive Cost Proposal, fully compliant with the Department of Health Care Financing and Policy's (DHCFP) Request for Proposal (RFP).

Our Cost Proposal represents the full benefit of our current experience as a statewide and national NET broker in developing pricing structures which reflect and address:

- ***The State's need for a competitive and reliable partner, compliant with the terms of the RFP;***
- ***Increasing costs of transportation services;***
- ***Costs associated with providing access to the full population of members; and,***
- ***Assurance of quality services, delivered in a respectful and efficient manner.***

Access2Care has bid this contract as a Full Risk Broker (FRB) model, with a capitated $3.52 per-member-per-month (PMPM) payment. Although a PMPM pricing model was not specifically required by the RFP, our experience has shown that this pricing model provides the State with budget certainty, as provides the broker with the financial incentives to properly manage system resources. Should the State desire an alternative pricing model, such as the per-trip model we use in Texas, we would be happy to discuss other pricing options. Also, this pricing model reflects utilizing our existing call center in Idaho to support this contract; should the State desire that the call center be in Nevada, we will gladly discuss the cost implications of that strategy.

Reflected in our costs are a number of enhancements that will bring measurable value to DHCFP and to the recipients served under this contract including improvements in the transportation network and our transportation technology solutions.

> ***We will improve your transportation network by not only undertaking a thorough screening and credentialing process, but also by incentivizing high performers who meet DHCFP-agreed-upon standards of practice. Demonstrating our collaborative approach with transportation providers, we have budgeted a rate increase for each year of the contract for those transportation providers that have exceeded network and DHCFP standards. We believe this good faith effort will help create positive relationships and performance incentives as we build a robust network of providers.***

Through our Access2Care technology solutions, we will further promote cost-effective strategies for the State. Our system's screening processes, supported by our automated web-based system, will streamline data mining for DHCFP and create broad reporting capabilities resulting in more efficient project, reporting, and personnel costs. We will also identify trends that could result in fraud or over-utilization and proactively mitigate these potentially costly encounters.

Access2Care has the experience to invest in thorough consideration of all network development and management costs and adequately cover all nuances to ensure a reliable pricing approach for the State of Nevada. With realistic pricing and our commitment to contract compliance, DHCFP will have a partner mutually committed to achieving results in:

- ***Promoting the highest level of recipient satisfaction and responsiveness possible;***
- ***Achieving the highest level of Federal funding and generating cost savings;***
- ***Promoting the participation of community and faith-based organizations as well as local transportation providers; and,***
- ***Complying with DHCFP requirements.***

Access2Care's pricing proposal realistically reflects cost effective methods of providing the services described in the RFP, including the need to build a robust operation and compliant program which is "Better for Nevada" and designed to achieve the desired results.

Per Section 5.1 of the RFP and responses to Amendment 1 information, Access2Care has clearly specified all anticipated costs in the following table.

Cost Per Member Per Month	***$ 2.60***
Cost per Trip	***$ 13.26 avg per trip***
Total Operating Cost	***$ 919, 576 avg per month***
Administrative Fixed costs	***$ 76,701 avg per month***
Administrative Variable Costs	***$ 320,612 avg per month***
Other Costs: Provide a detailed explanation	***$ 7,640 avg per month*** ***Startup cost distributed***

Attachment B2

ATTACHMENT B2 – COST PROPOSAL CERTIFICATION OF COMPLIANCE TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with the terms and conditions specified in this Request for Proposal.

YES X I agree to comply with the terms and conditions specified in this RFP.

NO _____ I do not agree to comply with the terms and conditions specified in this RFP.

In order for any exceptions and/or assumptions to be considered they **MUST** be documented in detail in the tables below. The State will not accept additional exceptions and/or assumptions if submitted after the proposal submission deadline. Vendors must be specific. Nonspecific exceptions or assumptions may not be considered. If the exception or assumption requires a change in the terms or wording of the contract, the scope of work, or any incorporated documents, vendors must provide the specific language that is being proposed in the tables below.

Access2Care
Company Name

Signature

Steven G. Murphy, President — 11-18-11
Print Name — Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be provided)

ASSUMPTION SUMMARY FORM

RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be provided)

This document must be submitted in Tab III of vendor's cost proposal.
This form MUST NOT be included in the technical proposal.