Prepared exclusively for:

State of Nevada

on behalf of the
Division of Public and Behavioral Health

Response to Request for Proposal

for

Part II – Cost Proposal	
RFP Title:	Pharmaceutical Dispensing System
RFP:	3249
Vendor Name:	Netsmart Technologies, Inc.
Address:	4950 College Boulevard, Overland Park, KS 66211
Opening Date:	June 13, 2016
Opening Time:	2:00 PM

MASTER

Netsmart Technologies, Inc. and Becton, Dickinson and Company (BD)

Contact:
Julie Meyer, Client Alignment Executive
Phone: 913.272.2468
Email: jmeyer@ntst.com

Netsmart
4950 College Boulevard
Overland Park, KS 66211
Ph: 800.842.1973
www.ntst.com

June 13, 2016

Teri Becker
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300
Carson City, Nevada 89701

Dear Ms. Becker:

Through our partnership, Netsmart and BD are pleased to respond to the State of Nevada's RFP # 3249 for automated pharmaceutical dispensing systems and related services. As leaders in behavioral healthcare and global medical technology, we are dedicated to improving the safety and cost of healthcare. We appreciate your interest in our proven Pyxis® automation technologies.

Patient safety is the aim of every healthcare institution. In an era of increasing accountability and financial pressures, we are committed to helping you prevent harmful and costly medication errors while improving workflow efficiencies and financial performance.

We look forward to working with you to implement automated dispensing and scanning stations to provide treatment for your clients. In reviewing our detailed RFP response, you will find that we are uniquely positioned and qualified to deliver the absolute highest value expected from an integrated partnership. Our dedicated Specialty Care sales team has significant experience working with a number of state behavioral health authorities regarding automated medication management.

We look forward to demonstrating our solution to the State of Nevada. Please contact Julie Meyer, Client Alignment Executive, with any questions or comments at (913) 272-2468 or jmeyer@ntst.com.

Sincerely,

Thomas Herzog, Chief Operating Officer
Netsmart Technologies, Inc.
800.842.1973 • therzog@ntst.com

This proposal is valid for 180 days from the proposal submission date of June 13, 2016.

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Tab II – Cost Proposal

Completed Attachment H follows this page.

COST PROPOSAL INSTRUCTIONS

Contents of the cost proposal must be as follows:

1. Tab I - Title Page

The title page must include the following:

A. Cost Proposal for: ***Pharmaceutical Dispensing Systems***

B. RFP No: ***3249***

C. Proposer Information: **Name:** ***Netsmart Technologies, Inc.***
Address: ***4950 College Boulevard, Overland Park, Kansas 66211***

D. Proposal opening date: ***June 13, 2016***

E. Proposal opening time: ***2:00 PM***

2. Tab II - Cost Proposal

A. Cost proposal must be in the format identified in ***Section 5, Project Costs***.

B. Proposers must provide a CD of their cost proposal within the master cost proposal.

3. Tab III - Cost Proposal Certification of Compliance with Terms and Conditions of RFP

A. Proposers must include Attachment I, Cost Proposal Certification of Compliance with Terms and Conditions of RFP for ***Section 5, Project Costs*** within this section.

Facility: Rawson Neal Hospital

Lease Term: 24 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	13	$1,593.23	$20,711.99	$147.91	$1,922.83
NA	RETURN TO CAREFUSION	2	$0.00	$0.00	$0.00	$0.00
129766-01	INTF, MED, STD, NEW, ADT	1	$0.00	$0.00	$0.00	$0.00
129773-01	INTF, MED, STD, NEW, USAGE	1	$0.00	$0.00	$0.00	$0.00
129812-01	INTF, MED, STD, NEW, PATIENT PROFILE	1	$0.00	$0.00	$0.00	$0.00
134562-01	CCE Enterprise SW Site Lisc (2-5)	1	$3,726.96	$3,726.96	$1,242.44	$1,242.44
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$223.01	$223.01	50.71	$50.71
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	9	$144.14	$1,297.26	$48.60	$437.40
134712-01	CONNECT 3.1 LOCATION LISCENSE SOFTWARE	9	$71.18	$640.62	$24.30	$218.70
134728-01	CONNECT 3.1 SERVER SW LICENSE	1	$381.55	$381.55	$129.95	$129.95
136449-01	VM Large Server w/SQL <250 Mains	1	$1,108.12	$1,108.12	$255.67	$255.67
136452-01	ES VM Test Server	1	$0.00	$0.00	$0.00	$0.00
136517-01	DELL 6630 XL RACK ESXI V5.5 HE	1	$559.04	$559.04	61.28	$61.28
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$36,455.78
Total Monthly Support Services	$4,318.98
Grand Total Monthly	$40,774.76

Total Product	$874,938.72
Total Support Services	$103,655.52
Total Shipping & Handling	0
Grand Total	$978,594.24

Facility: Rawson Neal Hospital

Lease Term: 60 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	13	$690.15	$8,971.95	$147.91	$1,922.83
NA	RETURN TO CAREFUSION	2	$0.00	$0.00	$0.00	$0.00
129766-01	INTF, MED, STD, NEW, ADT	1	$0.00	$0.00	$0.00	$0.00
129773-01	INTF, MED, STD, NEW, USAGE	1	$0.00	$0.00	$0.00	$0.00
129812-01	INTF, MED, STD, NEW, PATIENT PROFILE	1	$0.00	$0.00	$0.00	$0.00
134562-01	CCE Enterprise SW Site Lisc (2-5)	1	$1,614.43	$1,614.43	$1,242.44	$1,242.44
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$96.60	$96.60	50.71	$50.71
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	9	$62.44	$561.96	$48.60	$437.40
134712-01	CONNECT 3.1 LOCATION LISCENSE SOFTWARE	9	$30.84	$277.56	$24.30	$218.70
134728-01	CONNECT 3.1 SERVER SW LICENSE	1	$165.20	$165.20	$129.95	$129.95
136449-01	VM Large Server w/SQL <250 Mains	1	$480.01	$480.01	$255.67	$255.67
136452-01	ES VM Test Server	1	$0.00	$0.00	$0.00	$0.00
136517-01	DELL 6630 XL RACK ESXI V5.5 HE	1	$242.16	$242.16	61.28	$61.28
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$12,409.87
Total Monthly Support Services	$4,318.98
Grand Total Monthly	$16,728.85

Total Product	$744,592.20
Total Support Services	$103,655.52
Total Shipping & Handling	0
Grand Total	$951,903.24

Facility: Stein Hospital

Lease Term: 24 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	MEDSTATION, ES, ,MAIN, 6-DRAWER	1	$1,593.23	$1,593.23	$147.91	$147.91
134314-01	ES FACILITY LICENSE	1	$1,031.81	$1,031.81	$236.66	$236.66
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	2	$144.14	$288.28	$48.60	$97.20
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	3	$71.18	$213.54	$24.30	$72.90
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$223.01	$223.01	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$3,349.87
Total Monthly Support Services	$605.38
Grand Total Monthly	$3,955.25

Total Product	$80,396.88
Total Support Services	$14,529.12
Total Shipping & Handling	0
Grand Total	$94,926.00

Facility: Stein Hospital

Lease Term: 60 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	MEDSTATION, ES, ,MAIN, 6-DRAWER	1	$690.15	$690.15	$147.91	$147.91
134314-01	ES FACILITY LICENSE	1	$446.95	$446.95	$236.66	$236.66
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	2	$62.44	$124.88	$48.60	$97.20
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	3	$30.84	$92.52	$24.30	$72.90
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$96.90	$96.90	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	0	$0.00	$0.00	$0.00
136607-01	Hosted Data services OPT IN	1	0	0	$0.00	$0.00

Total Monthly Product	$1,327.28
Total Monthly Support Services	$605.38
Grand Total Monthly	$1,932.66

Total Product	$79,636.80
Total Support Services	$36,322.80
Total Shipping & Handling	0
Grand Total	$115,959.60

Facility: Desert Willow Treatment Center

Lease Term: 24 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	5	$1,593.23	$7,966.15	$147.91	$739.55
134314-01	ES Facility License	1	$1,031.81	$1,031.81	$236.66	$236.66
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	5	$71.18	$355.90	$24.30	$121.50
134782-01	Enterprise Use/Form Mgmt Lic 1-10 Mains	1	$223.01	$223.01	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$9,576.87
Total Monthly Support Services	$1,148.42
Grand Total Monthly	$10,725.29

Total Product	$229,844.88
Total Support Services	$27,562.08
Total Shipping & Handling	$0.00
Grand Total	$257,406.96

Facility: Desert Willow Treatment Center

Lease Term: 60 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	5	$690.15	$3,450.75	$147.91	$739.55
134314-01	ES Facility License	1	$446.95	$446.95	$236.66	$236.66
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	5	$30.84	$154.20	$24.30	$121.50
134782-01	Enterprise Use/Form Mgmt Lic 1-10 Mains	1	$96.60	$96.60	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$4,148.50
Total Monthly Support Services	$1,148.42
Grand Total Monthly	$5,296.92

Total Product	$248,910.00
Total Support Services	$68,905.20
Total Shipping & Handling	$0.00
Grand Total	$317,815.20

Facility: Dini Townsend Hospital

Lease Term: 24 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	3	$1,593.23	$4,779.69	$147.91	$443.73
134314-01	ES FACILITY LICENSE	1	$1,031.81	$1,031.81	$236.66	$236.66
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	3	$144.14	$432.42	$48.60	$145.80
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	7	$71.18	$498.26	$24.30	$170.10
134728-01	CONNECT 3.1 SERVER SW LICENSE	1	$381.55	$381.55	$129.95	$129.95
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$223.01	$223.01	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$7,346.74
Total Monthly Support Services	$1,176.95
Grand Total Monthly	$8,523.69

Total Product	$176,321.76
Total Support Services	$28,246.80
Total Shipping & Handling	0
Grand Total	$204,568.56

Facility: Dini Townsend Hospital

Lease Term: 60 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	3	$690.15	$2,070.45	$147.91	$443.73
134314-01	ES FACILITY LICENSE	1	$446.95	$446.95	$236.66	$236.66
134711-01	CONNECT 3.1 VIEWSTATION SOFTWARE	3	$62.44	$187.32	$48.60	$145.80
134712-01	CONNECT 3.1 LOCATION LICENSE SOFTWARE	7	$30.84	$215.88	$24.30	$170.10
134728-01	CONNECT 3.1 SERVER SW LICENSE	1	$165.20	$165.20	$129.95	$129.95
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$96.60	$96.60	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data Services OPT IN	1	$0.00	$0.00	$0.00	$0.00

Total Monthly Product	$3,182.40
Total Monthly Support Services	$1,176.95
Grand Total Monthly	$4,359.35

Total Product	$190,944.00
Total Support Services	$70,617.00
Total Shipping & Handling	$0.00
Grand Total	$261,561.00

Facility: Lakes Crossing Center

Lease Term: 24 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	4	$1,593.23	$6,372.92	$147.91	$591.64
134314-01	ES FACILITY LICENSE	1	$1,031.81	$1,031.81	$236.66	$236.66
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$223.01	$223.01	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data services OPT IN	1	$0.00	$0.00	$0.00	$0.00
134712-01	Connect 3.1 Location Lisc SW	1	$71.18	$71.18	$24.30	$24.30

Total Monthly Product	$7,698.92
Total Monthly Support Services	$903.31
Grand Total Monthly	$8,602.23

Total Product	$184,774.08
Total Support Services	$21,679.44
Total Shipping & Handling	0
Grand Total	$206,453.52

Facility: Lakes Crossing Center

Lease Term: 60 Months

			Product		Monthly Services	
Product	**Description**	**Qty**	**Unit Price**	**Extended Price**	**Unit Services**	**Extended Services**
323	Medstation, ES, Main, 6-Drawer	4	$690.15	$2,760.60	$147.91	$591.64
134314-01	ES FACILITY LICENSE	1	$446.95	$446.95	$236.66	$236.66
134782-01	Enterprise User/Form Mgmt Lic 1-10 Mains	1	$96.60	$96.60	$50.71	$50.71
135343-01	CCE Site (Covered under Enterprise Lic)	1	$0.00	$0.00	$0.00	$0.00
136607-01	Hosted Data services OPT IN	1	$0.00	$0.00	$0.00	$0.00
134712-01	Connect 3.1 Location Lisc SW	1	$71.18	$71.18	$24.30	$24.30

Total Monthly Product	$3,375.33
Total Monthly Support Services	$903.31
Grand Total Monthly	$4,278.64

Total Product	$202,519.80
Total Support Services	$54,198.60
Total Shipping & Handling	$0.00
Grand Total	$256,718.40

5.1.1 **Other Associated Costs**

Facility	Cost Description	Cost (initial year)	Cost (subsequent year)	Monthly Breakdown
N/A	Project Management	$16,000.00	0	
N/A	Premium Drawer (Cubie, Mini)-24 month lease			$108.78
N/A	Non-Premium Drawer (Flex Matrix)-24 month lease			$33.91
N/A	Premium Drawer (Cubie, Mini) -60 month lease			$47.12
N/A	Non-Premium Drawer (Flex Matrix) - 60 month lease			$14.69
Total				

Tab III – Attachment I, Cost Proposal Certification of Compliance with Terms and Conditions of RFP

A. ***Attachment I*** with an original signature by an individual authorized to bind the organization must be included in this tab.

B. In order for any cost exceptions and/or assumptions to be considered, vendors ***must*** provide the specific language that is being proposed in ***Attachment I.***

C. Only cost exceptions and/or assumptions should be identified on ***Attachment I***.

D. ***Do not restate*** the technical exceptions and/or assumptions on this form.

E. The State will not accept additional exceptions and/or assumptions if submitted after the proposal submission deadline. If vendors do not specify any exceptions and/or assumptions in detail at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

ATTACHMENT I – COST PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with ***all*** 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.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors ***must*** provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations. ***Note: Only cost exceptions and/or assumptions should be identified on this attachment. Do not restate the technical exceptions and/or assumptions on this attachment.***

Netsmart Technologies, Inc.
Company Name

Signature

Thomas Herzog — Print Name

06/13/2016 — Date

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

EXCEPTION SUMMARY FORM

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

ASSUMPTION SUMMARY FORM

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

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