Part II – Cost Proposal

Response to
Request for Proposal
RFP 3491

State of Nevada Purchasing Division

External Quality Review Organization (EQRO)

February 22, 2018
2:00 p.m. PST

Health Services Advisory Group, Inc. • 3133 East Camelback Road, Suite 100 • Phoenix, Arizona 85016
Phone: 602.801.6600 • Fax: 602.801.6051

Section I – Title Page

Part II – Cost Proposal	
RFP Title:	EQRO
RFP:	3491
Vendor Name:	Health Services Advisory Group, Inc. (HSAG)
Address:	3133 E. Camelback Road, Suite 100 Phoenix, Arizona 85016
Opening Date:	2/22/18
Opening Time:	2:00 PM

Section II – Cost Proposal

8.4.2.2 Section II – Cost Proposal Vendor's cost proposal response shall be included in this section.

In accordance with requirement 8.4.2.2, Health Services Advisory Group, Inc. (HSAG) is providing its cost proposal response in this section.

Health Services Advisory Group, Inc.

Mandatory Activities: SFY 2019-2022								
Activity	RFP Citation		MCO Title XIX	MCO Title XXI	DBA Title XIX	DBA Title XXI	CMO -FFS	**TOTAL**
Performance Improvement Project Validation	2.1.1.1 2.1.3.3	2019	$101,369.00	$30,411.00	$25,342.00	$11,826.00	N/A	$168,948.00
		2020	$105,424.00	$31,627.00	$26,356.00	$12,299.00	N/A	$175,706.00
		2021	$109,641.00	$32,892.00	$27,410.00	$12,791.00	N/A	$182,734.00
		2022	$114,027.00	$34,208.00	$28,506.00	$13,303.00	N/A	$190,044.00
HEDIS Performance Measure Validation	2.1.1.2 2.1.3.1 2.1.3.2	2019	$65,398.00	$19,619.00	$16,350.00	$7,630.00	N/A	$108,997.00
		2020	$68,014.00	$20,404.00	$17,004.00	$7,935.00	N/A	$113,357.00
		2021	$70,735.00	$21,220.00	$17,684.00	$8,252.00	N/A	$117,891.00
		2022	$73,564.00	$22,069.00	$18,391.00	$8,582.00	N/A	$122,606.00
Network Adequacy Validation	2.1.1.4 2.1.3.4	2019	$56,023.00	$4,003.00	$16,007.00	$4,002.00	N/A	$80,035.00
		2020	$69,904.00	$4,993.00	$19,972.00	$4,993.00	N/A	$99,862.00
		2021	$69,047.00	$4,932.00	$19,728.00	$4,932.00	N/A	$98,639.00
		2022	$71,810.00	$5,129.00	$20,517.00	$5,129.00	N/A	$102,585.00
Compliance Monitor of MCOs, PAHP, DBA, and CMO	2.1.1.3 2.1.4	2019	$88,758.00	$6,548.00	$29,114.00	$6,548.00	N/A	$130,968.00
		2020	$92,308.00	$6,810.00	$30,279.00	$6,810.00	N/A	$136,207.00
		2021	$96,000.00	$7,082.00	$31,490.00	$7,082.00	N/A	$141,654.00
		2022	$99,840.00	$7,365.00	$32,750.00	$7,365.00	N/A	$147,320.00
Validation of the Quality Assessment and Performance Improvement Strategy	2.1.3.5	2019	$41,773.00	$5,570.00	$5,570.00	$2,785.00	N/A	$55,698.00
		2020	$43,444.00	$5,793.00	$5,793.00	$2,896.00	N/A	$57,926.00
		2021	$45,182.00	$6,025.00	$6,025.00	$3,012.00	N/A	$60,244.00
		2022	$46,989.00	$6,266.00	$6,266.00	$3,132.00	N/A	$62,653.00
Production of a Detailed Annual Technical Report	2.1.3.6	2019	$60,341.00	$8,046.00	$8,046.00	$4,023.00	N/A	$80,456.00
		2020	$62,755.00	$8,368.00	$8,368.00	$4,184.00	N/A	$83,675.00
		2021	$65,265.00	$8,703.00	$8,703.00	$4,351.00	N/A	$87,022.00
		2022	$67,876.00	$9,051.00	$9,051.00	$4,525.00	N/A	$90,503.00

Health Services Advisory Group, Inc.

Mandatory Activities: SFY 2019-2022								
Activity	RFP Citation		MCO Title XIX	MCO Title XXI	DBA Title XIX	DBA Title XXI	CMO -FFS	**TOTAL**
Vendor Responsibilities: Meetings: 4 MCO Quarterly Meetings per year (on-site), 4 DBA Quarterly Meetings per year (on-site), and monthly DHCFP teleconference calls for managed care (12 months) and the dental benefits administrator (12 months) programs.	1.5	2019	$37,707.00	$11,312.00	$9,427.00	$4,399.00	N/A	$62,845.00
		2020	$39,215.00	$11,764.00	$9,804.00	$4,575.00	N/A	$65,358.00
		2021	$40,784.00	$12,235.00	$10,196.00	$4,758.00	N/A	$67,973.00
		2022	$42,415.00	$12,724.00	$10,604.00	$4,948.00	N/A	$70,691.00

Total SFY Costs			
2019	2020	2021	2021
$687,947.00	$732,091.00	$756,157.00	$786,402.00

Total Contract Costs :

$2,962,597.00