Tab I

Title Page

Tab I – Title Page

Part II – Cost Proposal	
RFP Title:	***Non-Emergency Transportation***
RFP:	***3207***
Vendor Name:	***Medical Transportation Management, Inc. (MTM)***
Address:	***16 Hawk Ridge Drive, Lake St. Louis, MO 63367***
Opening Date:	***~~September 24, 2015~~ October 8, 2015***
Opening Time:	***2:00 PM***

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Tab II

Cost Proposal

Tab II – Cost Proposal

The Division of Health Care Financing and Policy (DHCFP) wisely seeks a broker for the provision of non-emergency transportation (NET) services to Medicaid recipients. The selected contractor for this program must have the proven experience, processes, and staff to implement a capitated NET program that ensures access to healthcare for recipients throughout Nevada. MTM is pleased to present a cost proposal reflective of the DHCFP's goals and the requirements indicated within the RFP and amendments.

As an industry-leading NET broker, MTM relied on our experience managing and developing pricing proposals for current programs of similar size and scope in Wisconsin, Texas, the District of Columbia, Mississippi, West Virginia, and Minnesota to generate appropriate, realistic per eligible member per month (PMPM) rates. Since MTM is an experienced broker, DHCFP is ensured of our ability to realistically price this contract for successful execution and operation.

With MTM, DHCFP can remain worry-free about our ability to provide the highest level of quality services at our proposed rate. We pride ourselves on increasing recipient access to the NET benefit while appropriately containing costs. DHCFP can look forward to benefitting from our streamlined, efficient processes to provide more trips while containing overall program costs. Over the past 20 years, MTM has demonstrated our ability to implement innovative solutions for NET programs under our management. We have developed proven processes to increase public transit utilization, ensure appropriate mode selection, and reduce fraud, waste, and abuse. We have also introduced state-of-the-art technology that streamlines operations and reduces administrative expenses while increasing transparency for all NET stakeholders, including Trapeze software and applications, and user-friendly web portals for recipients, medical providers, transportation providers, and DHCFP. At the same time, we are mindful that quality transportation is expected, and is ultimately the most cost-effective solution. Our pricing model reflects these targeted objectives.

Pricing Detail

Following this page, MTM has provided the required Cost Schedule. DHCFP is assured that this is our best price to provide NET services given the data provided during the RFP process. MTM developed our cost proposal based upon our broad experience developing and administrating capitated PMPM contracts for a variety of state, regional, county, and managed care organization bids. In developing our cost proposal we relied upon the data provided by the DHCFP in the RFP and during the question and answer period, and our own internal data and experience. The assumptions we made in developing our proposed PMPM rate are indicated on Attachment I, in the following Tab III – Attachment I, as required by the RFP.

Closing Summary

The program we propose will ensure that DHCFP remains compliant with all Centers for Medicare and Medicaid Services (CMS) regulations and will safeguard federal matching funds throughout the life of this contract. The pricing is based on realistic and sustainable rates for transportation providers. Using our proven model we will smoothly implement this program to the satisfaction of all stakeholders.

As detailed throughout our proposal, MTM offers DHCFP the highest level of quality services available in the NET brokerage industry. With our efficient systems and processes, DHCFP will receive cost containment while increasing service quality levels and providing recipients with greater access to their important medical services. MTM looks forward to working closely with the DHCFP in the future to manage its NET program, contain costs, and achieve its goals, while keeping its recipients' needs at the forefront at all times.

RFP 3207
Attachment H
Non-Emergency Transportation (NET) Brokerage Services

Vendor Name: Medical Transportation Management, Inc. (MTM)

Proposing vendors must use the following format for the Part II Cost Proposal.

Cost Per Member Per Month *	$ 1.51
Cost per Trip	$ 19.34
Total Operating Cost	$ 9,615,121
Administrative Fixed costs	$ 857,019
Administrative Variable Costs	$ 1,918,480
Other Costs: Provide a detailed explanation All Inclusive PMPM	$ $ 1.94

*Transportation Only PMPM

Tab III

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

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.***

Medical Transportation Management, Inc. (MTM)
Company Name

Alaina Maciá
Signature

Alaina Maciá
Print Name

October 6, 2015
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 *Continued on the next page

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)
1	Attachment H		We provided both a transportation-only PMPM rate and an all-inclusive PMPM rate on Attachment H for ease of evaluation. The all-inclusive PMPM rate of
			$1.94 includes all transportation, operating costs, variable administrative costs, and variable fixed administrative costs.

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

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)
2	NET Enrollment by County 2015-09-09.xlsx Amendment 1, Question 69b	Amd 1, 10	Recipient membership growth assumed at 1.7% annually
3	NET Ride Data CY2014 Final.xlsx		Assumed data anomalies starting in July of 2014 are related to initiation of Regional Transportation Commissions/Commission (RTC) direct payments by DHCFP.
4	NET Ride Data 201501-201506 Final.xlsx; CY2015 Call Center & Operational Data.xlsx Amendment 1, Question 1	Amd 1, 1	MTM assumes 42.2% of total performed trips fall under Paratransit Entity fiscal responsibility and will be directly reimbursed by DHCFP. For this portion of trips, we excluded transportation costs, but assumed administrative costs for
			call intake, scheduling, and related services.
5	3.3.9	20	In cases where the recipient is found eligible for fixed route public transit, MTM will bear the cost of providing bus passes, tokens, etc.
6	NET Ride Data 201501-201506 Final.xlsx; NET Ride Data CY2014 Final.xlsx		MTM assumes 40% of overall trip legs will be provided via fixed route public transportation. MTM will accomodate such trips with 15-day passes, which will reduce overall program cost.
7	NET Ride Data 201501-201506 Final.xlsx; NET Ride Data CY2014 Final.xlsx		Proposed staffing is based on assumption of 6-7.5% of unique utilizers account for more than 50% of provided trips. Including Care Management Coordinator, Area Liason, and Scheduler positions allow better coordination between high
			utilizers and MTM, lowering complaints and ensuring the most appropriate mode of transportation is used for this population.
8	3.4.5.10	23	MTM assumed an increase in mileage reimburesment rate per mile to $0.55. MTM has found in similar statewide programs, that an increase in this rate will lower overall transportation costs and improve recipient satisfaction.
9	3.1.1.4	16	Pricing is based on assumption that all mailings will be sent via First Class mail; if DHCFP finds it acceptable to use bulk mail distribution services, additional savings can be achieved.