REDACTED

Gainwell Technologies LLC
Response to

The State of Arizona for Arizona Health Care Cost Containment System (AHCCCS) Systems Integrator Services

Request for Quotation
Solicitation # YH23-0021

Attachment 2 - Pricing Structure

March 17, 2023
3:00 p.m., Arizona Time

gainwell

BLAZING NEW TRAILS
Shaping Tomorrow's Health Care Together

Request for Confidential/Proprietary Determination

7.1 If an Offeror believes that a specific portion of its bid, proposal, offer, specification, contains information that should be withheld from public inspection due to confidentiality, the Offeror shall submit to the Procurement officer a list of distinct portions, including exact page numbers, of their document is requested to be kept confidential, along with a detailed legal analysis, prepared by legal counsel, which sets forth the bases for the requested non-disclosure and the specific harm or prejudice which may arise if disclosed. The analysis shall be presented to the Procurement Officer at the same time as the bid, proposal, offer, or specification.

Gainwell identifies the following information as exempt from public disclosures under the designated exemptions listed in the table below:

Table 1. Confidential/Proprietary Determination

Proposal Document and Section #	Exemption Reason / Detailed Legal Analysis	Page #
Proposed Pricing Narrative	Pricing information should be afforded protection as a "Trade secret" under ARS 44-401 et seq. since it (a) derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use and (b) is the subject of efforts that are reasonable under the circumstances to maintain its secrecy. The manner and timing of how Gainwell performs, builds and prices its products are each strategic business information which provides Gainwell a competitive advantage. Should others in the marketplace be provided this information, Gainwell would be commercially disadvantaged.	Pages 1-2

Proposed Pricing Narrative

6.5.1 Be advised that all pricing must be inclusive of all cost associated with the provision of service. No other expenses (i.e., TRAVEL or PER DIEM) will be paid.

6.5.2 Complete pricing structure document:
a) System Integration Platform Design
b) Maintenance and Operations
c) Modification Pool
d) Optional Pricing
e) Vendor Rate Card

Gainwell Technologies LLC (Gainwell) is pleased to submit the following cost proposal to the Arizona Health Care Cost Containment System (AHCCCS). We are confident that the services and products we offer will provide AHCCCS with a low-risk delivery of services. Our experienced staff will minimize transition concerns and limit disruption of the current service delivery effort by AHCCCS claims processing personnel.

Our proposal meets the RFQ requirements by providing all onshore resources for the System Integration (SI) Project. Our pricing proposal includes all costs necessary to provide the required Services defined in the RFQ documents.

[redacted]

[redacted]

Attachment 2 - Pricing Structure

YH23-0021 AHCCCS SYSTEM INTEGRATOR RFQ

Attachment 2 PRICING STRUCTURE PROPOSAL

A – System Integration Platform Design, Development, and Implementation

SI Platform Design, Development, and Implementation Inclusive of system integration solution requirements, staffing and deliverables	$14,034,065.00

Pricing Assumptions:

- DDI includes initial System Integration (SI) platform stand up with EDMS and ODS in the first 7 months, then complete implementation of EDMS (Months 8 to 13) and ODS for AHCCCS and MQD by Month 18.
- Pricing assumes that Contractor will receive equitable compensation, pursuant to A.A.C. R2-7-701, for unrecovered allowable costs, in the event of a termination for convenience by the State, subject to good faith mitigation efforts.
- The price is based on specific milestones and the timeline proposed within the RFQ.
- Product Initiation Fees are included in the price.
- License Fees are included in the price.

B – Maintenance and Operations

SI Platform Maintenance and Operations - Year 1	$3,574,360.00
SI Platform Maintenance and Operations - Year 2	$6,775,420.00
SI Platform Maintenance and Operations - Year 3	$6,929,660.00
SI Platform Maintenance and Operations - Year 4	$7,089,995.00

Pricing Assumptions:

- Gainwell will begin charging for M&O beginning in Month 19. Actual M&O begins right after Month 7 with the SI platform, EDMS, and ODS component up and running. However, Gainwell plans to use the DDI team on the ground as well as the Integrations Team, depending on if we start some of the integrations earlier to provide the M&O support from Months 8 through 18.
- License Fees are included within the M&O time frames.
- First Year covering 6 months only (January 2025 - June 2025), based on our proposed implementation timeline within the RFQ.

C – Modification Pool

Modification Hours Pool – 90,000 hours	$117.00	$10,530,000.00
Pricing Assumption: • Hourly Blended Rate and Total Proposed Price are based on the rates applicable for the first period of this Contract (July 2023 - March 2024). The actual charge for consumption will be based on the Rate Card provided under section "E - Vendor Rate Card" of this document.		

D – Optional Pricing

Electronic Data Interchange (EDI) Platform	**Design, Development, and Implementation**	$2,500,000.00
	Maintenance and Operations-Annual	$1,500,000.00
Pricing Assumptions: • The price listed above is a Rough Order of Magnitude (ROM) and is "typical" for past projects in similar-sized states based on the number of Medicaid recipients. • It has been provided in absence of any additional, specific technical requirements.		

Enterprise Content Management (ECM)	**Design, Development, and Implementation**	$2,800,000.00
	Maintenance and Operations-Annual	$700,000.00
Pricing Assumptions: • The price listed above is a ROM and is "typical" for past projects in similar-sized states based on the number of Medicaid recipients. • This system would be an additional complementary / argumentation to what has been proposed in the required solution stack within the RFQ; there could be some (cost) synergies between the two. • It has been provided in the absence of any additional, specific technical requirements.		

Digital Fax Services	**Design, Development, and Implementation**	$350,000.00
	Maintenance and Operations-Annual	$160,000.00
Pricing Assumptions: • The price listed above is a ROM and is "typical" for past projects in similar-sized states based on the number of Medicaid recipients. • It has been provided in the absence of any additional, specific technical requirements.		

Enterprise Business Rules Engine	**Design, Development, and Implementation**	$7,700,000.00
	Maintenance and Operations-Annual	$735,000.00
Pricing Assumptions: • The price listed above is a ROM and is "typical" for past projects in similar-sized states based on the number of Medicaid recipients. • This is a solution that has a comprehensive range of components and may be beyond a less complex scope that could be provided once final technical requirements are obtained. • ROM includes a rules extraction project to utilize the Evolveware tool to perform the analysis of legacy code and supporting information to document a human readable version of the legacy system business processes and business rules. The resulting rules will be loaded into the BRE. • It has been provided in the absence of any additional, specific technical requirements.		

E – Vendor Rate Card

Project Manager	$ 115.39
Project Lead	$147.18
Implementation/Integration Manager	$204.48
Senior Business Analyst	$115.39
Associate Business Analyst	$90.65
Enterprise Architect	$147.18
Developer	$115.39
Security Engineer	$125.15
Security Project Manager	$100.35
Security Architect	$125.15
Platform Engineer	$115.39
Cloud Engineer	$117.81

Database Administrator	$117.81
Network SME	$117.81
Testing Manager	$115.39
Tester	$90.65
Release Manager	$90.65
Training Lead	$115.39
Trainer	$90.65
ASO	$125.15
Technical Helpdesk Support Supervisor	$96.71
Technical Helpdesk Support Technicians	$64.75

Pricing Assumptions:

- Hourly rates provided in this section are applicable for the beginning of this Contract (July 2023 to March 2024). These rates will have a YoY increase of 4% each year starting in April 2024.
- This Rate Card has been built based on the RTM and the scope listed in the RFQ. Based on specific skillsets required for specific projects, additional roles can be added to this list (upon mutual agreement), should they become necessary.