



900 42nd Street South
P.O. Box 6055
Fargo, ND 58108-6055

November 17, 2011

Mary Tavegia, Issuing Officer
Iowa Department of Human Services
Iowa Medicaid Enterprise
200 Army Post Road, Suite 2
Des Moines, Iowa 50315

RE: Best and Final Offer – RFP MED-12-001, Iowa Medicaid Enterprise System Services Procurement – MMIS and Core MMIS Operations

Dear Ms. Tavegia:

Noridian Administrative Services, LLC (Noridian) is submitting this response to the best and final offer request received November 14, 2011 for the MMIS and Core MMIS Operations component of the IME System Services request for proposal.

We are pleased to present to the Department a reduction in overall contract cost, even after the introduction of the operational costs of the optional SUR component. Team Noridian worked diligently to analyze all costs that were encompassed in the original cost proposal submission. After reviewing the additional clarity provided by the oral presentation, follow-up questions, additional amendments, and the best and final offer letter, Team Noridian presents the Department the attached pricing schedules.

Please note the following:

- Schedule N-1 – per the request of the Department, the “Other Costs” have been further categorized into:
 - Facilities Expense (including rent, insurance, furniture, utilities, etc.)
 - Telecommunications Expense (including facility phone, data, network, etc.)
- Schedule N-4 – per the request of the Department, an additional line called “Optional SUR Component” has been added for the operational years. This cost includes the hosted hardware costs as well as the software maintenance costs to use the software.

If you should have any further questions, please don't hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Scott Hruska".

Scott Hruska, Account Manager
Noridian Administrative Services, LLC



Pricing Schedule N-1

MMIS Implementation

Milestones	Total Phase Price
Project Initiation Activities (5%)	\$3,044,375
Requirements Analysis (15%)	\$9,133,124
Business and Technical Design (10%)	\$6,088,749
Comprehensive Testing Plan (5%)	\$3,044,375
Conversion Activities (10%)	\$6,088,749
Development Activities (15%)	\$9,133,124
System Testing (10%)	\$6,088,749
Acceptance Testing (10%)	\$6,088,749
MMIS Implementation (15%)	\$9,133,124
Certification of MMIS (5%)	\$3,044,375
Other Costs (ex: rent)	
Facilities Expense	\$1,082,801
Telecommunications Expense	\$1,154,954
Total	\$63,125,249

AN AUTHORIZED CORPORATE OFFICIAL OF THE VENDOR MUST SIGN THIS FORM.
 THE OFFICIAL'S TITLE AND THE DATE THIS FORM WAS SIGNED MUST BE ENTERED.

Michael F. Hamrick

President and CEO

11/17/2011

Signature of Corporate Official

Title

Date



Pricing Schedule N-1A

MMIS Implementation for Optional SUR Component

Milestones	Total Phase Price
Project Initiation Activities (5%)	\$78,603
Requirements Analysis (15%)	\$235,809
Business and Technical Design (10%)	\$157,206
Comprehensive Testing Plan (5%)	\$78,603
Conversion Activities (10%)	\$157,206
Development Activities (15%)	\$235,809
System Testing (10%)	\$157,206
Acceptance Testing (10%)	\$157,206
MMIS Implementation (15%)	\$235,809
Certification of MMIS (5%)	\$78,603
Total	\$1,572,060

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Michael F. Hamerik

President and CEO

11/17/2011

Signature of Corporate Official

Title

Date



Pricing Schedule N-2

MMIS Software Costs

Software Product	Number of Licenses	License Type	COTS or Proprietary	Costs	
		Concurrent, Named or Site		Purchase Price	Annual Maintenance Fee*
Development / Unit & System Test: eCAMS OLTP Oracle RDBMS - Oracle 11g Standard Edition	40	Named	COTS	\$15,215	\$3,043
Development / Unit & System Test: ODS Oracle RDBMS + Cognos MetaData - Oracle 11g Standard Edition	20	Named	COTS	\$7,607	\$1,521
Development / Unit & System Test: Data Conversion Oracle RDBMS - Oracle 11g Standard Edition	20	Named	COTS	\$7,607	\$1,521
Development / Unit & System Test: DMZ Application Concurrents - IBM WAS	600	Concurrent	COTS	\$12,454	\$2,491
Development / Unit & System Test: BPM - Activiti BPM WorkFlow or EXACT	1	Concurrent	COTS	\$10,868	\$2,174
Development / Unit & System Test: HIPAA - EDIFECS XEConcurrent Validator (X-Engine)	1	Concurrent	COTS	\$36,678	\$7,336
Development / Unit & System Test: HIPAA - EDIFECS XEConcurrent Translator	1	Concurrent	COTS	\$24,452	\$4,890
Development / Unit & System Test: HIPAA - EDIFECS SpecBuilder with Code Sets	2	Named	COTS	\$27,169	\$5,434
Development / Unit & System Test: HIPAA - IBM WAS	4	Named	COTS	\$83	\$17
Development / Unit & System Test: Cognos Application - Cognos 8 BI SDK	2	Named	COTS	\$5,434	\$1,087
Development / Unit & System Test: Cognos Application - Cognos 8 Development/Test Environment	1	Concurrent	COTS	\$27,169	\$5,434
Development / Unit & System Test: Oracle - Oracle Financials	5	Named	COTS	\$24,968	\$4,994
Development / Unit & System Test: Correspondance Management - Doc 1 Designer	2	Named	COTS	\$22,496	\$4,499
Development / Unit & System Test: Correspondance Management - Doc 1 DGP + DCS	1	Concurrent	COTS	\$48,904	\$9,781
Development / Unit & System Test: Correspondance Management - DOC 1 UNC Address Validation	1	Concurrent	COTS	\$44,013	\$8,803
Development / Unit & System Test: ETL - IBM InfoSphere Data Stage	200	Concurrent	COTS	\$47,817	\$9,563
Development / Unit & System Test: Rules Engine - Rule IT	16	Concurrent	COTS	\$43,470	\$8,694
Development / Unit & System Test: Content Management - Magnolia	1	Concurrent	COTS	\$10,868	\$2,174



Software Product	Number of Licenses	License Type Concurrent, Named or Site	COTS or Proprietary	Costs	
				Purchase Price	Annual Maintenance Fee*
Development / Unit & System Test: Document Management - OnBase	1	Concurrent	COTS	\$0	\$0
Development / Unit & System Test: Development Tools - Toad	5	Named	COTS	\$7,145	\$1,429
Development / Unit & System Test: Development Tools - Erwin	5	Named	COTS	\$20,876	\$4,175
Development / Unit & System Test: Development Tools - Captivate	2	Named	COTS	\$650	\$130
Development / Unit & System Test: Development Tools - Fireworks	2	Named	COTS	\$650	\$130
Development / Unit & System Test: Development Tools - Bridge	2	Named	COTS	\$650	\$130
Development / Unit & System Test: Development Tools - Snag It	2	Named	COTS	\$107	\$21
Development / Unit & System Test: Development Tools - Drop Box (2GB FREE)	2	Named	COTS	\$0	\$0
Development / Unit & System Test: Development Tools - Audacity (FREE)	2	Named	COTS	\$0	\$0
Development / Unit & System Test: Development Tools - Articulate	2	Named	COTS	\$1,519	\$304
Development / Unit & System Test: Development Tools - RoboHelp	2	Named	COTS	\$2,052	\$410
Development / Unit & System Test: Development Tools - SubVersion	75	Named	COTS	\$0	\$0
Development / Unit & System Test: Development Tools - Bugzilla	100	Named	COTS	\$0	\$0
Development / Unit & System Test: Infrastructure Software - Secure Email - Hush Mail	200	Named	COTS	\$433	\$87
Development / Unit & System Test: Infrastructure Software - Antivirus -Sophos Windows Concurrents	10	Concurrent	COTS	\$2,163	\$433
Development / Unit & System Test: Infrastructure Software - AntiVirus - Sophos Unix Concurrents	5	Concurrent	COTS	\$2,168	\$434
Development / Unit & System Test: Infrastructure Software - Microsoft Exchange Concurrent	1	Concurrent	COTS	\$810	\$162
Development / Unit & System Test: Infrastructure Software - Microsoft Exchange User Cal	200	Named	COTS	\$59,771	\$11,954



Software Product	Number of Licenses	License Type Concurrent, Named or Site	COTS or Proprietary	Costs	
				Purchase Price	Annual Maintenance Fee*
Development / Unit & System Test: Infrastructure Software - Microsoft Exchange Unified Messaging Cal	200	Named	COTS	\$59,771	\$11,954
Development / Unit & System Test: Infrastructure Software - Microsoft Windows 2003 Concurrent	10	Concurrent	COTS	\$10,857	\$2,171
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: eCAMS OLTP Oracle RDBMS - Oracle 11g Enterprise Edition	40	Named	COTS	\$20,648	\$4,130
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: ODS Oracle RDBMS + Cognos MetaData - Oracle 11g Enterprise Edition	40	Named	COTS	\$20,648	\$4,130
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: Data Conversion Oracle RDBMS - Oracle 11g Enterprise Edition	40	Named	COTS	\$20,648	\$4,130
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: DMZ Application Concurrents - IBM WAS	1,200	Concurrent	COTS	\$24,908	\$4,982
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: Internal Security Zone Application Concurrents - IBM WAS	1,200	Concurrent	COTS	\$24,908	\$4,982
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: BPM - Activiti BPM WorkFlow or EXACT	1	Concurrent	COTS	\$10,868	\$2,174
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: HIPAA - EDIFICS XEConcurrent Validator (X-Engine)	2	Concurrent	COTS	\$73,356	\$14,671
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: HIPAA - EDIFICS XEConcurrent Translator	2	Concurrent	COTS	\$48,904	\$9,781
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: HIPAA - IBM WAS	400	Concurrent	COTS	\$8,303	\$1,661
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: Oracle - Oracle Financials	5	Named	COTS	\$24,968	\$4,994



Software Product	Number of Licenses	License Type Concurrent, Named or Site	COTS or Proprietary	Costs	
				Purchase Price	Annual Maintenance Fee*
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Correspondance Management - Doc 1 DGP + DCS	1	Concurrent	COTS	\$81,506	\$16,301
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Correspondance Management - DOC 1 UNC Address Validation	1	Concurrent	COTS	\$44,013	\$8,803
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: ETL - IBM InfoSphere Data Stage	400	Concurrent	COTS	\$95,634	\$19,127
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Rules Engine - Rule IT	16	Concurrent	COTS	\$43,470	\$8,694
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Content Management - Magnolia	1	Concurrent	COTS	\$10,868	\$2,174
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Document Management - OnBase	1	Concurrent	COTS	\$0	\$0
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Development Tools - Oracle Application Test Suite - Performance Testing	500	Named	COTS	\$21,735	\$4,347
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Development Tools - Oracle Application Test Suite - Regression Testing	1	Concurrent	COTS	\$10,868	\$2,174
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Infrastucture Software - Antivirus -Sophos Windows Concurrents	6	Concurrent	COTS	\$1,298	\$260
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Infrastucture Software - AntiVirus - Sophos Unix Concurrents	8	Concurrent	COTS	\$3,469	\$694
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimaded Function Testing), DR: Infrastucture Software - Microsoft Windows 2003 Concurrent	6	Concurrent	COTS	\$6,514	\$1,303



Software Product	Number of Licenses	License Type Concurrent, Named or Site	COTS or Proprietary	Costs	
				Purchase Price	Annual Maintenance Fee*
Production, EDI Test, Parallel, Beta / Pilot: eCAMS OLTP Oracle RDBMS - Oracle 11g Enterprise Edition	16	Concurrent	COTS	\$206,483	\$41,297
Production, EDI Test, Parallel, Beta / Pilot: eCAMS OLTP Oracle RDBMS - Oracle 11g RAC Option	16	Concurrent	COTS	\$99,981	\$19,996
Production, EDI Test, Parallel, Beta / Pilot: eCAMS OLTP Oracle RDBMS - Oracle 11g Partitioning Option	16	Concurrent	COTS	\$49,991	\$9,998
Production, EDI Test, Parallel, Beta / Pilot: ODS Oracle RDBMS + Cognos MetaData - Oracle 11g Enterprise Edition	16	Concurrent	COTS	\$206,483	\$41,297
Production, EDI Test, Parallel, Beta / Pilot: DMZ Application Concurrents - IBM WAS	2,400	Concurrent	COTS	\$49,817	\$9,963
Production, EDI Test, Parallel, Beta / Pilot: Internal Security Zone Application Concurrents - IBM WAS	1,200	Concurrent	COTS	\$24,908	\$4,982
Production, EDI Test, Parallel, Beta / Pilot: BPM - Activiti BPM WorkFlow or EXACT	1	Concurrent	COTS	\$54,338	\$10,868
Production, EDI Test, Parallel, Beta / Pilot: HIPAA - EDIFECS XEConcurrent Validator (X-Engine)	4	Concurrent	COTS	\$309,724	\$61,945
Production, EDI Test, Parallel, Beta / Pilot: HIPAA - EDIFECS XEConcurrent Translator	4	Concurrent	COTS	\$293,423	\$58,685
Production, EDI Test, Parallel, Beta / Pilot: HIPAA - IBM WAS	800	Concurrent	COTS	\$16,606	\$3,321
Production, EDI Test, Parallel, Beta / Pilot: Cognos Application - Cognos 8 BI Administrator	2	Named	COTS	\$11,737	\$2,347
Production, EDI Test, Parallel, Beta / Pilot: Cognos Application - Cognos 8 BI Business Author	10	Named	COTS	\$6,129	\$1,226
Production, EDI Test, Parallel, Beta / Pilot: Cognos Application - Cognos 8 BI Consumer	100	Named	COTS	\$37,602	\$7,520
Production, EDI Test, Parallel, Beta / Pilot: Oracle - Oracle Financials	50	Named	COTS	\$124,840	\$24,968
Production, EDI Test, Parallel, Beta / Pilot: Correspondance Management - Doc 1 DGP + DCS	1	Concurrent	COTS	\$163,013	\$32,603
Production, EDI Test, Parallel, Beta / Pilot: Correspondance Management - DOC 1 UNC Address Validation	1	Concurrent	COTS	\$88,027	\$17,605
Production, EDI Test, Parallel, Beta / Pilot: ETL - IBM InfoSphere Data Stage	800	Concurrent	COTS	\$191,268	\$38,254
Production, EDI Test, Parallel, Beta / Pilot: Rules Engine - Rule IT	32	Concurrent	COTS	\$173,880	\$34,776
Production, EDI Test, Parallel, Beta / Pilot: PDF Compression - LuarTech PDF Compression	16	Concurrent	COTS	\$86,940	\$17,388



Software Product	Number of Licenses	License Type Concurrent, Named or Site	COTS or Proprietary	Costs	
				Purchase Price	Annual Maintenance Fee*
Production, EDI Test, Parallel, Beta / Pilot: Surveys - Web Surveyor	1	Concurrent	COTS	\$27,169	\$5,434
Production, EDI Test, Parallel, Beta / Pilot: Content Management - Magnolia	1	Concurrent	COTS	\$54,338	\$10,868
Production, EDI Test, Parallel, Beta / Pilot: Document Management - OnBase	1	Concurrent	COTS	\$496,862	\$99,372
Production, EDI Test, Parallel, Beta / Pilot: Infrastructure Software - Antivirus -Sophos Windows Concurrents	9	Concurrent	COTS	\$1,946	\$389
Production, EDI Test, Parallel, Beta / Pilot: Infrastructure Software - AntiVirus - Sophos Unix Concurrents	13	Concurrent	COTS	\$5,637	\$1,127
Production, EDI Test, Parallel, Beta / Pilot: Infrastructure Software - Microsoft Windows 2003 Concurrent	9	Concurrent	COTS	\$9,771	\$1,954
EXACT	1	Site	COTS	\$3,000,000	\$660,000
OnBase Additional Modules - Records Management	1	Site	COTS	\$20,000	\$4,000
OnBase Additional Modules - Automated indexing	2	Named	COTS	\$20,000	\$4,000
OnBase Additional Modules - Automated intelligent indexing	1	Named	COTS	\$20,000	\$4,000
Existing OnBase License Maintenance	1	Concurrent, Named	COTS	\$0	\$108,000
Operating System for Physical	4	Named	COTS	\$4,800	\$0
Agents for Physical & Virtual Concurrents (Anti-virus, patching agent)	30	Named	COTS	\$45,000	\$0
Total	11,176			\$7,085,133	\$1,575,067

*Enter if applicable

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Michael F. Hamrick

Signature of Corporate Official

President and CEO

Title

11/17/2011

Date



Pricing Schedule N-3

MMIS Hardware Costs

Hardware Product	Number of Licenses	COTS or Proprietary	Costs	
			Purchase Price	Annual Maintenance Fee*
Development / Unit & System Test: - T3	5	COTS	\$63,374	
Development / Unit & System Test: - 6000	2	COTS	\$23,294	
Development / Unit & System Test: - X6270	10	COTS	\$85,572	
Development (Gaither, Fargo, Glendale): 0 - 7320	1	COTS	\$54,338	
Development (Gaither, Fargo, Glendale): Dell Switch for the 7420 - 0	1	COTS	\$3,260	
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: - 6000	2	COTS	\$23,294	
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: - T3	8	COTS	\$101,398	
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: - X6270	6	COTS	\$51,343	
Integration, UAT, Training, Regression, Business Scenerio, Load & Stress, Conversion (Autimated Function Testing), DR: - M5000	2	COTS	\$327,084	
Test / DR Facility: Switches - 6509 (SW Included)	1	COTS	\$97,808	
Test / DR Facility: 0 - 2960G	1	COTS	\$2,174	
Test / DR Facility: 0 - 3570 - DMZ	4	COTS	\$17,388	
Test / DR Facility: Firewalls - 5540	4	COTS	\$84,767	
Test / DR Facility: IDS / IPS - 5540	1	COTS	\$16,301	
Test / DR Facility: VPN (Backdoor Access) - ASA 5505	1	COTS	\$543	
Test / DR Facility: F5 Load Balancers - IP LTM 3600	2	COTS	\$54,338	
Test / DR Facility: Silver Peak WAN Optimization - NX 5600	1	COTS	\$32,603	
Test / DR Facility: Storage Area Network - 6780	1	COTS	\$380,363	
Test / DR Facility: 0 - 7320	1	COTS	\$54,338	
Test / DR Facility: Infiniband SAN Switches - 5100	2	COTS	\$113,022	
Test / DR Facility: Dell Switch for the 7420 - 0	1	COTS	\$3,260	
Production, EDI Test, Parallel, Beta / Pilot: - 6000	3	COTS	\$34,941	
Production, EDI Test, Parallel, Beta / Pilot: - T3	13	COTS	\$164,771	
Production, EDI Test, Parallel, Beta / Pilot: - X6270	9	COTS	\$77,015	
Production, EDI Test, Parallel, Beta / Pilot: - M5000	3	COTS	\$490,626	
Production: Switches - 6509 (SW Included)	1	COTS	\$97,808	



Hardware Product	Number of Licenses	COTS or Proprietary	Costs	
			Purchase Price	Annual Maintenance Fee*
Production: 0 - 2960G	1	COTS	\$2,174	
Production: 0 - 3570 - DMZ	4	COTS	\$17,388	
Production: Firewalls - 5540	4	COTS	\$84,767	
Production: IDS / IPS - 5540	1	COTS	\$16,301	
Production: VPN (Backdoor Access) - ASA 5505	1	COTS	\$543	
Production: F5 Load Balancers - IP LTM 3600	2	COTS	\$54,338	
Production: Silver Peak WAN Optimization - NX 5600	1	COTS	\$32,603	
Production: Storage Area Network - 6780	1	COTS	\$380,363	
Production: 0 - 7320	1	COTS	\$54,338	
Production: Infiniband SAN Switches - 5100	2	COTS	\$113,022	
Production: Dell Switch for the 7420 - 0	1	COTS	\$3,260	
File Server in DSM	1	COTS	\$6,500	
DHCP Appliance in DSM	1	COTS	\$5,000	
Domain Controller in DSM	1	COTS	\$4,703	
Print Server in DSM	1	COTS	\$4,703	
Total	109		\$3,235,019	\$0

*Enter if applicable

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Michael F. Hamerik

Signature of Corporate Official

President and CEO

Title

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Date



Pricing Schedule N-4

MMIS Operational Services

Line Item Description	Year 1	Year 2	Year 3	Year 4	Year 5	Opt 1	Opt 2	Opt 3	Total
Operations									
Salaries and Benefits	\$4,199,522	\$4,247,194	\$4,357,547	\$4,478,566	\$4,665,894	\$4,861,481	\$5,065,365	\$5,275,904	\$37,151,474
Administrative Overhead	\$999,886	\$624,752	\$641,368	\$652,853	\$677,524	\$704,351	\$732,652	\$762,049	\$5,795,436
Other Costs (itemized in the following rows)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Audit Expense	\$0	\$116,991	\$119,779	\$122,623	\$125,528	\$128,494	\$131,522	\$134,612	\$879,550
Bond	\$78,338	\$62,840	\$47,671	\$32,095	\$16,315	\$16,704	\$17,170	\$17,587	\$288,720
Consulting	\$23,502	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$23,502
Equipment	\$4,924	\$5,148	\$5,193	\$5,237	\$5,282	\$0	\$0	\$0	\$25,784
Hosted/Term Software	\$514,123	\$551,618	\$571,084	\$591,220	\$612,050	\$633,597	\$655,871	\$678,908	\$4,808,471
Print Mail	\$31,207	\$33,113	\$33,902	\$34,707	\$35,529	\$36,368	\$37,223	\$38,096	\$280,146
Subcontract Labor	\$3,420,371	\$1,031,925	\$1,072,124	\$1,046,207	\$1,086,803	\$1,128,893	\$1,172,531	\$1,217,771	\$11,176,624
SW Maintenance	\$1,789,447	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,789,447
Subtotal Operations	\$11,061,321	\$6,673,581	\$6,848,668	\$6,963,508	\$7,224,926	\$7,509,888	\$7,812,334	\$8,124,928	\$62,219,155
Optional Operations and Maintenance									
Subcontract Labor	\$0	\$795,239	\$826,249	\$785,622	\$816,126	\$847,747	\$880,509	\$914,492	\$5,865,984
SW Maintenance	\$0	\$2,063,884	\$2,081,905	\$2,132,360	\$2,150,637	\$2,168,896	\$2,221,191	\$2,239,726	\$15,058,599
Subtotal Operations and Maintenance	\$0	\$2,859,124	\$2,908,154	\$2,917,982	\$2,966,764	\$3,016,643	\$3,101,700	\$3,154,218	\$20,924,583
Optional SUR Component									
Optional SUR Component	\$277,642	\$300,014	\$311,712	\$323,868	\$336,444	\$349,479	\$362,985	\$376,994	\$2,639,138
Total	\$11,338,962	\$9,832,719	\$10,068,534	\$10,205,358	\$10,528,134	\$10,876,010	\$11,277,020	\$11,656,140	\$85,782,876

* Only itemize Hardware and Software operations and maintenance costs for years 2-5 and Option years 1-3.

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Michael F. Hamrick

Signature of Corporate Official

President and CEO

Title

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Pricing Schedule N-5

MMIS Implementation for Optional Waiver, Facility and Enhanced State Plan Services Management

Milestones	Total Phase Price
Project Initiation Activities (5%)	\$67,189
Requirements Analysis (15%)	\$201,567
Business and Technical Design (10%)	\$134,378
Comprehensive Testing Plan (5%)	\$67,189
Conversion Activities (10%)	\$134,378
Development Activities (15%)	\$201,567
System Testing (10%)	\$134,378
Acceptance Testing (10%)	\$134,378
MMIS Implementation (15%)	\$201,567
Certification of MMIS (5%)	\$67,189
Total	\$1,343,782

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Michael F. Hamrick

President and CEO

11/17/2011

Signature of Corporate Official

Title

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Pricing Schedule N-6

MMIS Operational Services for Optional Waiver, Facility and Enhanced State Plan Services Management.

Line Item Description	Year 1	Year 2	Year 3	Year 4	Year 5	Opt 1	Opt 2	Opt 3	Total
Operations									
Salaries and Benefits									
Administrative Overhead	\$17,239	\$19,292	\$20,051	\$19,087	\$19,832	\$20,604	\$21,398	\$22,227	\$159,730
Other Costs (itemized in the following rows)									
Subcontract Labor	\$173,469	\$186,784	\$194,060	\$184,497	\$191,656	\$199,078	\$206,774	\$214,752	\$1,551,068
Total	\$190,708	\$206,075	\$214,111	\$203,583	\$211,488	\$219,682	\$228,172	\$236,978	\$1,710,798

AN AUTHORIZED CORPORATE OFFICIAL OF THE VENDOR MUST SIGN THIS FORM.
 THE OFFICIAL'S TITLE AND THE DATE THIS FORM WAS SIGNED MUST BE ENTERED.

Michael F. Hamrick

President and CEO

11/17/2011

Signature of Corporate Official

Title

Date



Pricing Schedule N-7

SUMMARY OF TOTAL MMIS PROPOSAL

Component	Implementation Price	Base Operational Price	Extension (36 Months) Operational Price	Total
MMIS	\$66,041,091	\$52,999,672	\$34,494,001	\$153,534,765

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Michael F. Hamerik

President and CEO

11/17/2011

Signature of Corporate Official

Title

Date