

Cost Assumptions, Conditions, and Constraints

The respondent should list and describe as part of its Cost Proposal any special cost assumptions, conditions, and/or constraints relative to, or which impact, the prices presented on the Cost Schedules. It is of particular importance to describe any assumptions made by the respondent in the development of the respondent's Technical Proposal that have a material impact on price. It is in the best interest of the respondent to make explicit the assumptions, conditions, and/or constraints that underlie the values presented on the Cost Schedules. Assumptions, conditions or constraints that conflict with the RFP requirements are not acceptable.

We will consider the following when developing our pricing for IDOA MSP:

- CAI uses salary data from ERI as a means of determining baseline pay rates for the contract. The ERI is an independent research firm whose algorithms and data have been in use for over 30 years; it does not offer consulting services, i.e., it has no self-directed incentive for modifying its metrics. In our many years of providing MSP services to various government agencies, we have found ERI data to be extremely accurate for estimating salaries by position description and geographic location. We pull data based on wages local to Indianapolis as the baseline for our rate calculations.
- CAI takes into consideration the scope of the MSP services requested, the size of our Contract Management team needed to support the contract, and additional overhead costs when determining the MSP fee.
- The Max Provider Markup includes costs for State and Federal taxes, health care benefits, and profit for the Providers in the network.
- Selected Resource Program (SRP) resources will be only offered those benefits available to CAI associates and fulltime staff.
- SRP resources' benefits are calculated based on the mutually approved final, annualized salary for each resource.
- Screening interviews for medical and admin/clerical candidates will be conducted by the provider network only.
- IT Consulting and IV&V fixed price projects will be staffed at the discretion of the approved provider. CAI will review the proposed SOW for completeness, but in-depth review and scoring of the proposed SOW will be the responsibility of the state Hiring Managers, and deliverables and work products remain the responsibility of the provider.
- Admin/Clerical and medical staff who are non-exempt employees are entitled to overtime after 40 hours according to state law.