



ONPOINT
Health Data

Cost Proposal Narrative (BAFO)

All Payer Claims Database Administrator (RFP# 22-70302)

Issued by the Indiana Department of Administration on Behalf of the Indiana Department of Insurance

Submitted: July 15, 2022

Cost Proposal Narrative

Onpoint is pleased to offer the following Cost Proposal Narrative in support of our best and final offer (BAFO) proposal to provide APCD administration, data management, analytic enhancement, and reporting services in support of the Indiana All Payer Claims Database (IN APCD) (RFP #22-70302). We have put forward a feature-rich, innovative, and cost-effective technical solution implemented by an experienced, knowledgeable team.

Key features of Onpoint's Software-as-a-Service (SaaS) solution include minimizing the State's investment and internal staffing resources required to deliver a market-leading APCD solution and greatly reducing the time to implement. There is no software or hardware for the State to develop, install, or maintain. Our systems are already built and ready to deploy. Our team offers the technical expertise and responsive service required to meet the State's broad set of requirements and prescribed timeline.

Additional details related to each section of the Cost Proposal follow:

1. **Summary.** Onpoint's total bid amount is \$13,947,151 for the four-year base term of the contract and encompasses: Data collection, validation, and consolidation across commercial, Medicaid, Medicare submitters; analytic enhancement to support the State's reporting requirements, including performance measures and groupers; and development of a custom, web-based public reporting solution.
2. **Staffing Rates.** Rates for all positions across the team are listed in this tab and all positions tie to the "Team Resourcing" tab in the Resource Usage Template (Attachment J1, provided as "Att J1_70302_Resource Usage Template.xlsx"). We have reduced staffing rates for both Onpoint and our subcontractors by 2.5% from our original cost proposal to demonstrate our commitment to supporting the State in this important work.
3. **DDI Costs.** Costs derived from the labor hours for the solution design, development, and implementation (DDI) period are shown in this tab.
4. **Sys. Main. & Admin, Resp. Costs.** In this tab, we show the ongoing hours by position for system maintenance and administrator responsibilities for the period after implementation, during the base contract term, and for the optional contract extension years.
5. **Other Costs.** In this tab, we present the annual costs for four non-labor items as detailed below:
 - **Tableau.** This is the cost of licensing Tableau Creator for the Analytic Environment users.
 - **NCQA HEDIS measures.** Our proposed analytic reporting solution includes National Committee for Quality Assurance (NCQA) Healthcare Effectiveness Data and Information Set (HEDIS) measures. NCQA charges a covered lives fee for each covered life run through their measures logic. This charge reflects the fees that Onpoint will pay to NCQA for the covered lives in the State of Indiana. Onpoint has recently re-negotiated a deal with NCQA that allows us to reduce this covered lives fees to \$10,000 per year per APCD – savings (with no mark-up) that allow us to reduce the cost to Indiana.
 - **Onpoint CDM licensing.** Onpoint's Claims Data Manager (CDM) licensing covers the annual maintenance, support, upgrades, and infrastructure of our core data processing system, which is at the core of our SaaS delivery model.
 - **Reporting and transition plan.** Per the response provided by the State in Question #8 of the "State of Indiana Response to Questions Round 2" (Att G_70302_SOI Response_R2.xlsx), Onpoint has included the costs related to a smooth transition of duties at the conclusion of the contract in this line, including the transition of all data and management of the consumer website.
6. **Enhancements.** This tab builds automatically from Onpoint's blended rates multiplied by an estimated 10,000 hours per year. The budget for enhancements (\$7,126,337) more than doubles

Onpoint's Total Bid Amount. In our experience, this would be an extraordinarily large pool of funds for additional work and, more typically, we would expect an amount in the range of 5% to 25% of the base contract value for annual incremental and ad hoc enhancements, depending on the needs of the client.