

# Statement of Confidentiality

Some of the descriptive materials and related information in this proposal contain information that is considered proprietary, trade secret, or confidential to EDS. Following the guidance of RFP 30-DHHS-1228-08-R Section 30.27 Confidentiality Related to Competitive Bidding Process and Post-Award Vendor Business Records, we have identified the information that we consider proprietary, trade secret, or confidential by marking the top and bottom of each page containing such information **CONFIDENTIAL**. This information is submitted for use by the State of North Carolina Department of Health and Human Services (the State) and its designees with the express understanding that it will be held in strict confidence and will not be disclosed, duplicated, or used, in whole or in part, for any purpose other than evaluation of this proposal or otherwise in connection with the resulting contract. The release, use, or distribution of this information to organizations outside the State would subject EDS to harm and the loss of competitive advantage.

Pursuant to RFP Section 30.27, EDS has determined that information marked **CONFIDENTIAL** within the Bases of Estimates and the Integrated Master Schedule is confidential under the noted regulations and is therefore not subject to release outside the State. EDS assumes cost information is defined as that contained within the price sheets and has not marked those confidential. EDS, in accordance with the rules and regulations, shall be entitled to notification of any request for disclosure, and EDS reserves the right to take any and all action necessary and appropriate to protect the information from release and maintain its confidentiality.

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October 27, 2008

Ms. Susan W. Lewis  
Department of Health and Human Services  
DHHS Procurement and Contracting  
801 Ruggles Drive, Hoey Building  
Raleigh, NC 27603-2001

RE: Bid Number 30-DHHS-1228-08-R, North Carolina Replacement MMIS  
Negotiations Package and Request for Best and Final Offer (BAFO)

Dear Ms. Lewis:

Electronic Data Systems, LLC, is pleased to submit our Best and Final Offer in response to the North Carolina Replacement MMIS Negotiations Package and Request for Best and Final Offer (BAFO) dated October 13, 2008.

HP has successfully completed its acquisition of EDS. EDS is now a wholly owned subsidiary of HP known as "EDS, an HP company," and the process to integrate the two companies is under way. As a result of the acquisition, on August 29, 2008, Electronic Data Systems Corporation was converted to a limited liability company (LLC), and our official name and the bidding entity for this project is now Electronic Data Systems, LLC. Electronic Data Systems, LLC, will provide all services in response to RFP 30-DHHS-1228-08-R.

In accordance with RFP section 50.2.1 Section A—Transmittal Letter and Execution Page and instructions provided in the BAFO cover letter dated October 13, 2008, we provide the following information.

**1. Itemization of all materials and enclosures forwarded in response to the RFP**

In accordance with RFP Addendum 13, we are submitting electronic copies of our BAFO response, followed by two (2) signed originals in hard-copy format.

**2. Listing of all addenda**

We acknowledge receipt of RFP 30-DHHS-1228-08-R Addendum 11 on 10/08/08, Addendum 12 on 10/13/08, Addendum 13 on 10/15/08, and Addendum 14 on 10/22/08.

**3. A statement confirming that the Offeror has read, understands, and agrees to all the provisions of the RFP, without qualification, including the addenda**

EDS has read, understands, and agrees to all the provisions of the RFP without qualification, including any and all addenda.

**13. The name, address, telephone number, and e-mail address of a contact person regarding the Proposal**

John Fortuna, Sales Executive  
Address: 4405 Cox Road, Glen Allen, VA, 23060  
Office telephone: 1 804 965 7011  
Cell phone: 1 804 640 9436  
E-mail address: john.fortuna@eds.com

**14. Completed and signed Execution Page (Page 1 of 2 of RFP Cover Page)**

The completed and signed Execution Page follows this Transmittal Letter.

**A statement that the offer is valid for as long as the Offeror's Technical Proposal, as amended, remains valid**

EDS' offer will remain valid for as long as our Technical Proposal, as amended, remains valid.

Thank you for the opportunity to continue our long-standing relationship with North Carolina. If you have questions regarding our proposal, please contact me or my representative, John Fortuna.


We look forward to working closely with you in this endeavor.

Sincerely,

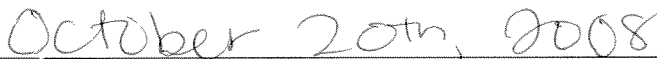


Barbara H. Anderson

Vice President, EDS Government Health & Human Services



Signature Notary Public



Date

Kara L. Moore  
Commission Expires 10-27-2010  
Notary Public-State at Large, KY


|  |   |  |
|--|---|--|
| <b>STATE OF NORTH CAROLINA</b><br><br><b>Department of Health and Human Services</b><br><b>Office of Procurement and Contract Services</b> | <b>REQUEST FOR BEST AND FINAL OFFER (BAFO) RFP 30-DHHS-1228-08-R</b><br>Offers will be received until: October 27, 2008<br><br>Contract Type: Agency Specific |  |
| <b>Refer <u>ALL</u> Inquiries to Susan W. Lewis</b><br><br>Telephone No. (919) 855-4086  | Issue Date: October 13, 2008<br><br>Commodity: 920-Data Processing Services and Software  |  |
| E-Mail: Susan.Lewis@ncmail.net   | Using Agency Name: NC DHHS  |  |
| <b>(See page 2 for mailing instructions.)</b>  | Agency Requisition No. N/A  |  |

**NOTICE TO VENDOR** Offers, subject to the conditions made a part hereof, will be received at this office, located at 801 Ruggles Drive, Raleigh, NC, until 2:00 p.m. Eastern Time on the day of opening and then opened, for furnishing and delivering the goods and services as described herein. Refer to page 2 for proper mailing instructions. Proposal Submission will not be accepted by electronic means.

### **EXECUTION**

In compliance with this Request for Best and Final Offers (BAFO), and subject to all the conditions herein, the undersigned offers and agrees to furnish and deliver any or all goods and services which are offered, at the prices agreed upon and within the time specified herein. Pursuant to GS § 147-33.100 and under penalty of perjury, the undersigned Vendor certifies that this offer has not been arrived at collusively or otherwise in violation of Federal or North Carolina law and this offer is made without prior understanding, agreement, or connection with any firm, corporation, or person submitting an offer for the same commodity, and is in all respects fair and without collusion or fraud.

**Failure to execute/sign offer prior to submittal shall render proposal invalid. Late offers are not acceptable.**

|  |                        |   |                                      |
|--|------------------------|---|--------------------------------------|
| VENDOR:<br>Electronic Data Systems, LLC  |                        | FEDERAL ID OR SOCIAL SECURITY NO.<br>75-2548221 |                                      |
| STREET ADDRESS:<br>5400 Legacy Dr  |                        | P.O. BOX:                                       | ZIP:                                 |
| CITY & STATE & ZIP:<br>Plano, TX 75024   |                        | TELEPHONE NUMBER:<br>972 605 6000               | TOLL FREE TEL. NO:<br>1 800 566 9337 |
| TYPE OR PRINT NAME & TITLE OF PERSON SIGNING:<br>Barbara H. Anderson<br>Vice President, EDS Government Health & Human Services |                        | FAX NUMBER:<br><br>972 605 9951                 |                                      |
| AUTHORIZED SIGNATURE:<br>                   | DATE:<br>Oct. 27, 2008 | E-MAIL:<br>barbara.anderson@eds.com             |                                      |

The offer shall remain valid for so long as the Technical Proposal, as amended, remains valid.

### **ACCEPTANCE OF BEST AND FINAL OFFER**

If the State accepts any or all parts of this offer, an authorized representative of NC DHHS shall affix her/his signature to the Vendor's response to this Request for BAFO. The acceptance shall include the response to this BAFO, and any provisions and requirements of the RFP which have not been superseded by this BAFO. These documents shall then constitute the written agreement between the parties. A copy of this acceptance will be forwarded to the successful Vendor(s).

|  |  |
|--|--|
| <b><u>FOR DHHS USE ONLY</u></b>  |  |
| Offer accepted and contract awarded this ____ day of _____, 200__, as indicated on attached certification,<br><br>by _____ (Authorized representative of NC DHHS). |  |

# Response to BAFO Negotiation Comments

This section of our Best and Final Offer (BAFO) contains our responses to the State's BAFO Negotiation Comments. Following the State's guidance in its Negotiations Package Letter dated October 13, 2008, we provide the following information in the response to each State Comment:

- **Number** of the Negotiation Comment
- **Proposed change or clarification response** resulting from the Comment
- **Attachment** associated with the change, if any

To improve clarity, many of our responses contain excerpts of proposal text with our proposed changes marked. Furthermore, some State Negotiation Comments resulted in widespread changes to some of our Bases of Estimates (BOEs). To improve clarity, we have resubmitted these BOEs in their entirety in the Attachments section of this BAFO. This follows the guidance provided by the State in RFP Addendum 13 dated October 15, 2008.

This section also contains proposed changes that did not result from a State Negotiation Comment. Following the guidance of RFP Addendum 13, we identify these proposed changes in an item labeled "Offeror-Proposed." We provide this item at the end of this section.

**Number:** EDS7

**Proposed Change:** A subsection called “User Acceptance Testing” starts on page E-123 of our Best and Final Technical Offer. EDS recognizes that the second sentence in this section indicates that EDS will be the primary test organization during UAT. We understand and acknowledge that the State will be the primary test organization during UAT.

We submit the following corrections to address this issue:

The State and EDS ~~and the State~~ will be responsible for the planning and direction of the UAT. ~~It is expected that EDS testing staff members will be the primary testing team and that the State and supporting agencies also will test during this time frame.~~ The State will be the primary test organization during UAT, with assistance from the EDS team.

**Attachment:** None



**Number:** EDS186

**Proposed Changes:** We will make the following changes to the “Replacement MMIS Production Equipment and Systems Software” table that appears on pages D-525 to D-530 of our Best and Final Technical Offer:

- In the Software Configuration Management section of the table, which appears on page D-527, we will add VCTL from EDS.
- In the Testing section of the table, which appears on page D-529, we will add HP Mercury Suite.
- Also in the Testing section of the table, we will remove Right From the Start from Critical Logic, which we removed from our solution for our Best and Final Technical Offer but erroneously left in this table.

Further, we will replace in its entirety the data item description for the Data Accession List (DAL), which appears on page S—G-14 of our Technical Proposal Supplement, with the following text:

This DAL shall list all data (to include software) and documents that are not part of the CDRL that are created under this Contract. The DAL shall include the data or document title, a reasonable description, the in-house release date, and the data rights associated with the item.

The DAL sets forth all State material then in existence and held by or on behalf of the vendor, other than State material that is identified in the CDRL or that is created and stored in the ordinary course of daily operation of the Replacement MMIS (such as claims data). EDS will maintain a continuously updated archive of the material listed on the DAL throughout the duration of this contract. EDS shall promptly provide a copy of the archive to the State in each instance that the State may request one. Throughout the duration of this contract and thereafter, EDS will retain in confidence at least one copy of the archive until the State directs EDS to deliver all remaining copies to the State or to destroy the copies then remaining in EDS’ possession.

**Attachment:** None

**Number:** EDS220

**Proposed Change:** At the State's request, we will make the following change to the text that appears on page F-2 of our Best and Final Technical Offer:

Additionally, we understand the State acknowledges that the schedule proposed in the Offeror's Replacement MMIS proposal will not require extension once the Offeror becomes the system integrator merely because the Offeror has assumed that role. EDS commits to hold the Contract schedule after becoming integrator barring ~~This schedule commitment does not include legitimate extensions resulting from~~ needed for unforeseen problems with the R&A or DHSR projects that would result in changes to the scope of the requirements of the Replacement MMIS.

**Attachment:** None

**Number:** EDS299

**Proposed Changes:** EDS will remove the software items from the Data Accession List (DAL). We will add the following items to the CDRL:

|                    |  |                                 |   |
|--------------------|--|---------------------------------|---|
| TITLE              | Third-Party Software   |                                 |   |
| VENDOR             | Various  |                                 |   |
| TYPE OF DATA       | Software   | DATA RIGHTS                     | Third-party license                           |
| FREQUENCY DUE      | On request after operational date                                  | 1 <sup>ST</sup> SUBMISSION DATE | Various, depending on implementation schedule |
| METHOD OF DELIVERY | Electronic—iTRACE  |                                 |   |
| DESCRIPTION        | Third-party software used to provide services under this contract. |                                 |   |

|                    |  |                                 |  |
|--------------------|--|---------------------------------|--|
| TITLE              | EDS MMIS Software  |                                 |  |
| VENDOR             | EDS  |                                 |  |
| TYPE OF DATA       | Software   | DATA RIGHTS                     | As specified in proposal                   |
| FREQUENCY DUE      | On request after operational date                          | 1 <sup>ST</sup> SUBMISSION DATE | Various, depending on development schedule |
| METHOD OF DELIVERY | Electronic—iTRACE  |                                 |  |
| DESCRIPTION        | EDS software used to provide services under this contract. |                                 |  |

**Attachment:** None

**Number:** EDS376

**Proposed Changes:** iTRACE does not have requirements, design, or test documents. iTRACE consists mostly of scripts, and these scripts transfer with the iTRACE product itself. Therefore, we will make the following addition after the text that appears at the top of page D-6 of our Best and Final Technical Offer:

Any North Carolina-specific changes made to iTRACE will follow the standard EDS deliverable process, such that the State would receive requirement, design, and testing documents, as well as the updated scripts and any source code based on the enhancement.

We will make the following changes to the text that appears on page D-5 of our Best and Final Technical Offer:

The base MMIS being proposed by EDS to the State, hereunder known as interChange (including iTRACE), is a proprietary system owned by EDS and constitutes EDS' pre-existing proprietary software and materials. ~~The State will not retain ownership rights in EDS' proprietary software and materials, but will be granted a worldwide, nonexclusive, royalty-free, and perpetual license to use, modify, and distribute all EDS proprietary software and materials that are incorporated into any custom-developed deliverable. Further, t~~The State will receive all rights with respect to iTRACE executable code (and, pursuant to the escrow provisions in Section 30.13, the iTRACE source code) that the State needs to continue using all components of iTRACE after turnover that had been used by EDS while serving as the State's fiscal agent.

**Attachment:** None

**Number:** EDS425

**Proposed Changes:** We will make the following changes to the text that appears on page D-232 of our Best and Final Technical Offer:

|          |  |  |
|----------|--|--|
| 40.6.1.6 | Provides capability for diagnosis codes to be accessible from the National Council of Prescription Drug Programs (NCPDP) claims and physician drug program | Met by interChange. A table of a recipient's diseases and allergies—including the diagnosis code—is maintained to support drug and disease Pro-DUR auditing. It is developed based on adjudicated claims <del>and from both</del> professional and pharmacy claims. <u>The table will be accessible for use in claims processing for both programs as defined in policy. This process will use the full diagnosis file from CMS. FDB indication and contraindication files are used to define diagnosis based on drug treatments. This inferred disease functionality will be used for drug disease inference in instances when diagnosis codes are not available in history to specify the medical condition of a recipient.</u> <del>FDB-inferred disease module is used to define diagnosis based on drug treatments across the full diagnosis file from CMS.</del> |
|----------|--|--|

We will make the following changes to the text that appears on page D-241 of our Best and Final Technical Offer:

|           |  |   |
|-----------|--|---|
| 40.6.1.44 | Provides capability for the Replacement MMIS Reference diagnosis file to interface with pharmacy claims processing to ensure that the diagnosis data is the same in both systems | Met by interChange. <u>A table of a recipient's diagnosis data is developed and maintained based on adjudicated claims from both professional and pharmacy claims. There will only be one diagnosis file, so the information will be the same in both systems. This process will use the full diagnosis file from CMS.</u><br><u>Pharmacy processing also uses the FDB indication and contraindication files that are used to infer diagnosis from specific pharmacy product usage.</u> <del>The pharmacy processing uses the FDB-inferred disease module that infers diagnosis from specific pharmacy product usage.</del> It supplements this data with diagnosis information from the professional claims across the full diagnosis file from CMS. |
|-----------|--|---|

**Attachment:** None

**Number:** EDS509

**Response:** The solution proposed by EDS will incorporate the Medicare Part C data. The Replacement MMIS will use the Medicare Eligibility Data Base (EDB) and BENDEX processes to identify Medicare C coverage, including the plan that is providing that medical support.

**Attachment:** None

**Number:** EDS527

**Response:** We are committed to managing risks and issues in a single management process. Our project management processes and “plans” for initial identification, entry, analysis, and action are different for issues and risks, but these converge into a single consolidated evolution addressed jointly.

**Attachment:** None

**Number:** EDS562

**Response:** Regarding the diagram on page D-148 of our Best and Final Technical Offer, Recipient Eligibility and Entitlement Data Flow Process, EDS acknowledges the following:

- This chart is not binding on either party.
- The information on the chart will be repaired during DDI, should EDS be selected.

**Attachment:** None



**Number:** EDS607

**Proposed Changes:** The IMS submitted with the EDS Best and Final Technical Offer has been updated to resolve the discrepancy relating to the kickoff meeting. Specifically, on row 257 of the IMS, the completion date for the kickoff meeting is now 02/23/09.

The staged delivery tests are scheduled to coincide with the system test phase. The first is scheduled to occur 40 days after the start of the system test phase, and each of the subsequent tests is scheduled to begin 40 days after the start of the previous staged delivery. This allows the schedule to reflect that there are six staged delivery tests over the course of 11 months. The IMS has been updated to create these linkages.

Specifically, the following section was updated in the IMS:

|             |                |  |                    |                    |
|-------------|----------------|--|--------------------|--------------------|
| <b>6128</b> | <b>1.8.3.6</b> | <input type="checkbox"/> <b>Migrate System Test Source to UAT for Staged Delivery Tests (Ties to System Test Releases)</b> | <b>Mon 2/1/10</b>  | <b>Fri 12/3/10</b> |
| <b>6129</b> | 1.8.3.6.1      | Migrate System Test Source to UAT for Staged Delivery Tests 1  | Mon 2/1/10         | Tue 2/2/10         |
| <b>6130</b> | 1.8.3.6.2      | Migrate System Test Source to UAT for Staged Delivery Tests 2  | Thu 4/1/10         | Mon 4/5/10         |
| <b>6131</b> | 1.8.3.6.3      | Migrate System Test Source to UAT for Staged Delivery Tests 3  | Wed 6/2/10         | Thu 6/3/10         |
| <b>6132</b> | 1.8.3.6.4      | Migrate System Test Source to UAT for Staged Delivery Tests 4  | Mon 8/2/10         | Tue 8/3/10         |
| <b>6133</b> | 1.8.3.6.5      | Migrate System Test Source to UAT for Staged Delivery Tests 5  | Thu 9/30/10        | Fri 10/1/10        |
| <b>6134</b> | 1.8.3.6.6      | Migrate System Test Source to UAT for Staged Delivery Tests 6  | Thu 12/2/10        | Fri 12/3/10        |
| <b>6135</b> | <b>1.8.3.7</b> | <input type="checkbox"/> <b>Staged Delivery Training</b>   | <b>Tue 1/12/10</b> | <b>Fri 1/29/10</b> |
| <b>6136</b> | 1.8.3.7.1      | Prepare for Staged Delivery Training   | Tue 1/12/10        | Tue 1/26/10        |
| <b>6137</b> | 1.8.3.7.2      | Conduct Staged Delivery Training   | Wed 1/27/10        | Fri 1/29/10        |

Further, this Negotiation Comment generated updated payment milestones that appear in the “Derivation of Payment Milestones” subsection that begins on page A-36 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS614

**Proposed Changes:** EDS is committed to the turnaround times we have described and will resolve the inconsistencies in our Best and Final Technical Offer and the IMS. We will make the changes described below.

1. We will make the following changes to the text that appears on pages E-36 to E-37 of our Best and Final Technical Offer:

## Decisions

Following are some high-level decisions that were made in building the estimates and project plan:

EDS is committed to meeting the following two-tiered deliverable review cycle ~~will be two-tiered~~ based on the complexity of the deliverable, ~~as follows:~~

- Other (Medium/Small) Deliverables:
  - **10:** EDS will deliver documentation according to the master plan and CDRL. After delivery, the State will have 10 working days to review the document and enter comments in a comment log.
  - **5:** After the comment log is returned to EDS, we will review the comments, enter proposed responses in the comment log, and schedule a comment review. The review session will occur within five working days of receipt of the comment log from the State and will be focused primarily on the comments. The agreed-to changes will be made by EDS within the same five-day period.
  - **5:** After the ~~review of the comments, we will update and redeliver~~ documentation has been updated, the State will have the documentation to the State for a five days to review and approve the changes. ~~final five-day review and approval period.~~
- Complex Deliverables:
  - **15:** EDS will deliver documentation according to the master plan and CDRL. After delivery, the State will have 15 working days to review the document and enter comments in a comment log.
  - **10:** After the comment log is returned to EDS, we will review the comments, enter proposed responses in the comment log, and schedule a comment review. The review session will occur within ~~seven~~ ten working days of receipt of the comment log from the State and will be focused primarily on the comments.

The agreed-to changes will be made by EDS within the same 10-day period.

- 7: After the documentation has been updated, the State will have seven days to review and approve the changes. ~~After the review of the comments, we will update and redeliver the documentation to the State for a final seven-day review and approval period.~~

EDS standard electronic deliverable formats will be used. The final formats and level of customization, if any, will be agreed on with the State.

Technology and tool selection has been made in accordance with EDS standards, as well as State technology policies.

2. We will make the following changes to the text that appears on page G-8 of our Best and Final Technical Offer:

The Integrated Master Plan and Integrated Master Schedule include a two-tiered strategy to accommodate the necessary review periods for the deliverables requiring review and approval. To facilitate a more streamlined documentation process, documentation will be provided electronically through iTRACE. State-authorized stakeholders and approvers will have access to iTRACE. The two-tiered review process for the documentation reviews is as follows:

- Documents will be classified as Complex or Other (small/medium) in the CDRL. For Complex documents, the review period will be a 15-10-7 sequence in business days. The Other classification will use a 10-5-5 review sequence in business days.
- After initial delivery, the State will have 15 business days to review Complex documents and enter comments in a comment log in iTRACE. For Other documents, the initial review will be 10 business days.
- After the iTRACE comment log is submitted to EDS, we will review the comments, enter proposed responses in the comment log, and ~~schedule a~~ meet with the State for a comment review. The review session will occur within 10 working days of receipt of the comment log from the State and will be focused primarily on the comments for Complex documents. For Other documents, this period will be five business days. The updates to the deliverable will be made within this same time frame.
- ~~After the review of the comments, we will update and redeliver~~ The updated documentation will be posted to ~~through~~ iTRACE. The State will then have ~~the documentation to the State for~~ a final seven-business-day review and approval period for Complex documents. Other documents will have a five-business-day final review period.

This process provides two opportunities for State review of documentation before final approval, which has been proven to work well for other implementations. [EDS is committed to meeting this review cycle and working with the State to make sure the deliverables are reviewed and updated in a timely manner.](#)

3. In reviewing the IMS to rectify the deliverable review time for the Business Continuity/Disaster Recover Plan, we discovered that other project management deliverables were incorrectly scheduled. In all but one case, the deliverables were classified as Complex but did not have the appropriate 15-10-7 review period. Only one of these deliverables was identified as Other and needed the time frame to be changed to 10-5-5. These errors have been corrected in the updated IMS submitted with this BAFO.

4. Please see page A-9 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

5. This Negotiation Comment generated updated payment milestones that appear in the “Derivation of Payment Milestones” subsection that begins on page A-36 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS615

**Proposed Changes:** EDS has updated the IMS to show that the Deployment/Rollout Plan will be developed and submitted to the State later in the DDI period. We will change the submission date in the Deployment/Rollout Plan CDRL from 04/02/2009 to 10/28/2010.

EDS has updated the IMS to show that the Operations Management Plan will be developed and submitted to the State later in the DDI period. We will change the submission date in the Operations Management Plan (OMP) CDRL from 04/09/09 to 10/28/2010.

These changes are reflected in the Pricing Table A submitted with this BAFO.

Further, this Negotiation Comment generated updated payment milestones that appear in the "Derivation of Payment Milestones" subsection that begins on page A-36 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachment:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS679

**Proposed Change:** We will replace “Targeted Operational Start Date” with “Operational Start Date” in the following locations of our Best and Final Technical Offer:

- D-607, bottom of page
- D-625
- E-113
- G-72
- G-74

**Attachment:** None

**Number:** EDS684

**Response:** The proposed Change Management Plan in EDS' Best and Final Technical Offer is a recommended approach. If EDS is selected for award, we will finalize the plan with the State. This activity will include changing the processes in the Change Management Plan to resolve the State's issues.

**Attachment:** None

**Number:** EDS687

**Response:** The proposed Change Management Plan in EDS' Best and Final Technical Offer is a recommended approach. If EDS is selected for award, we will finalize the plan with the State. This activity will include changing the processes in the Change Management Plan to resolve the State's issues.

**Attachment:** None



**Number:** EDS698

**Proposed Changes:** We will make the following changes to our proposal.

**1.** We will add the following narrative to the Training subsection that appears on page E-104 of our Best and Final Technical Offer:

EDS is committed to supporting the six staged delivery testing sessions scheduled in the DDI Phase. The IMS has been updated to reflect the three-day training period that will be held in advance of the first staged delivery testing activity. EDS has planned for members of our training staff—as well as the Business Analyst (BA) team and support from our Global Testing Organization (GTO) team—to train the appropriate State staff. The training will include navigating through the Replacement MMIS, accessing and tracking test cases and test data, and reporting any defects found. The training will provide the State staff with the resources required to successfully test the application during this stage of testing.

Additionally, there will be informal training at the start of each of the testing sessions, providing the State with an overview of the system enhancements made to date and the capabilities available to test in that 10-day period. The functionality available to test cannot be defined at this time; however, the functionality in interChange that did not need to change most likely will be covered first. The new functionality then will be covered in a similar order to that of the requirements validation (RV) sessions because they follow the logical flow of data through the system. The most complex functions or changes most likely will be tested in the later staged delivery testing sessions.

Further, we expect the initial content of the staged deliveries to be fluid because they are scheduled to occur during construction and system testing. Nothing causes a user to lose confidence more quickly than testing a component that is not ready. While we will provide the State with access to test the system during these 11 months, it will be in a controlled environment. The State will test those features that have fully passed EDS system testing. EDS will create test cases or scenarios for the State to follow. These scenarios will cover features and functions that have already passed the EDS unit and system tests. The State will be responsible for executing these tests, with support from the BA and GTO staff members assigned to the staged delivery testing sessions.

The State will update the status of these tests in iTRACE and identify any defects found. These defects will be resolved using the defect resolution process.

**2.** In response to the State's concern about the terminology we used for staged delivery testing, we will change all references to "staged delivery inspections" to "staged delivery testing."

3. The IMS submitted with this BAFO has been updated to include an initial training session for the State prior to the first staged delivery testing period.

4. Please see pages A-14, A-33, A-40, and A-41 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS710

**Proposed Changes:** EDS will add the following narrative after the bullet list that appears on page D-613 of our Best and Final Technical Offer:

The following table, Defect Severity Levels, provides the standard definitions of defect severity levels.

### Defect Severity Levels

| Severity Code | Severity Level | Description   |
|---------------|----------------|---|
| 1             | Catastrophic   | The defect prevents or has the potential to prevent the system or application from meeting the majority of the State's requirements. The defect has a widespread system impact and testing is halted.   |
| 2             | Severe         | The defect prevents a major function of the system or application from meeting the State's requirements and no effective work-around exists to meet these requirements. This severity level is appropriate if service or delivery is impacted but not completely disabled and no work-around procedures are available to correct the problem. |
| 3             | Major          | The defect prevents a major function of the system or application from meeting the State's requirements, but there is an effective work-around to meet these requirements. This severity level is appropriate if service or delivery is impacted but not completely disabled and work-around procedures are available to correct the problem. |
| 4             | Minor          | The defect prevents a minor function of the system or application from meeting the State's requirements. This severity level is appropriate if minor functions are disabled but service or delivery is not affected.  |
| 5             | Minimal        | The defect has minimal effect on the system or application meeting the State's requirements. This severity level is appropriate for errors that are a nuisance and not an operational problem.  |
| 6             | Internal       | The defect has no effect on the system or application meeting the State's requirements.   |

Further, please see page A-8 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachment:** BOE for Pricing Table A

**Number:** EDS730

**Proposed Change:** Our intent was not to indicate that the State is responsible for creating the traceability matrix. The requirements traceability matrix is created by the EDS team and is used to validate with the State and the EDS team that we have a shared understanding of the requirements for the Replacement MMIS. Therefore, we will make the following changes to the text that appears on page D-560 of our Best and Final Technical Offer:

## RV Sessions

The key process within requirements analysis is the RV session, which is conducted with the stakeholders. These sessions are designed to define the specific technical and business process requirements for the State. They focus on clarifying requirements for the system and reviewing how both system and business processes are needed to meet the requirements.

The following exhibit, RV Process, shows the activities, teams, and artifacts involved in the RV activities. The project teams refine the business requirements based on the sessions with the stakeholders. This will cause the team to update ~~to~~ the requirements documentation and change orders within iTRACE. It also allows the EDS GTO team to update the requirements traceability matrix, which is used to keep track of each requirement and the resulting system components that satisfy the requirement. This verifies that all the requirements are being tested. The development and model office environments are set up; by using a baseline interChange instance in the model office environment, the State can view the application, refine the system specifications, and ~~create a~~make recommendations to EDS to update the traceability matrix. The requirements documents updated from the RV sessions are reviewed, updated, and approved. The IMP and IMS are updated to reflect the outcomes.

**Attachment:** None

**Number:** EDS773

**Proposed Changes:** EDS has updated the IMS submitted with this BAFO to reflect all State holidays, as found on the State's Web site: [www.osp.state.nc.us/holsched.htm](http://www.osp.state.nc.us/holsched.htm). Because this site does not include the 2011 State holiday schedule, we assumed the same holidays would be observed and assigned them applicable dates.

The following table identifies the State holidays in 2009, 2010, and 2011 that are now in the IMS. We have indicated those that were added to the updated IMS.

### 2009 State Holiday Schedule

| Holiday                           | Observance Date          | Day of Week         | EDS IMS Change |
|-----------------------------------|--------------------------|---------------------|----------------|
| New Year's Day                    | January 1, 2009          | Thursday            |                |
| Martin Luther King Jr.'s Birthday | January 19, 2009         | Monday              | Added          |
| Good Friday                       | April 10, 2009           | Friday              | Added          |
| Memorial Day                      | May 25, 2009             | Monday              |                |
| Independence Day                  | July 3, 2009             | Friday              |                |
| Labor Day                         | September 7, 2009        | Monday              |                |
| Veteran's Day                     | November 11, 2009        | Wednesday           | Added          |
| Thanksgiving                      | November 26 and 27, 2009 | Thursday and Friday |                |
| Christmas                         | December 24 and 25, 2009 | Thursday and Friday |                |

### 2010 State Holiday Schedule

| Holiday                           | Observance Date          | Day of Week         | EDS IMS Change |
|-----------------------------------|--------------------------|---------------------|----------------|
| New Year's Day                    | January 1, 2010          | Friday              |                |
| Martin Luther King Jr.'s Birthday | January 18, 2010         | Monday              | Added          |
| Good Friday                       | April 2, 2010            | Friday              | Added          |
| Memorial Day                      | May 31, 2010             | Monday              |                |
| Independence Day                  | July 5, 2010             | Monday              |                |
| Labor Day                         | September 6, 2010        | Monday              |                |
| Veteran's Day                     | November 11, 2010        | Thursday            | Added          |
| Thanksgiving                      | November 25 and 26, 2010 | Thursday and Friday |                |
| Christmas                         | December 24 and 27, 2010 | Friday and Monday   |                |

### 2011 State Holiday Schedule

| Holiday                           | Observance Date          | Day of Week         | EDS IMS Change |
|-----------------------------------|--------------------------|---------------------|----------------|
| New Year's Day                    | January 3, 2011          | Monday              |                |
| Martin Luther King Jr.'s Birthday | January 17, 2011         | Monday              | Added          |
| Good Friday                       | April 22, 2011           | Friday              | Added          |
| Memorial Day                      | May 30, 2011             | Monday              |                |
| Independence Day                  | July 4, 2011             | Monday              |                |
| Labor Day                         | September 5, 2011        | Monday              |                |
| Veteran's Day                     | November 11, 2011        | Friday              | Added          |
| Thanksgiving                      | November 24 and 25, 2011 | Thursday and Friday |                |
| Christmas                         | December 23 and 26, 2011 | Friday and Monday   |                |

Additionally, we modified the working days to remove February 15, 2010, and February 21, 2011, as holidays, which were placed erroneously in the IMS.

This Negotiation Comment generated updated payment milestones that appear in the "Derivation of Payment Milestones" subsection that begins on page A-36 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS785

**Response:** EDS commits to the notification and automatic re-adjudication requirements from the RFP.

**Attachment:** None

**Number:** EDS786

**Response:** EDS commits to building interactive services to provide online premium payment status to EIS using a Microsoft .NET Web service. To meet this commitment, EDS needs an EIS interactive interface design by the beginning of the Construction and Unit Test Phase identified in the IMS.

**Attachment:** None



**Number:** EDS788

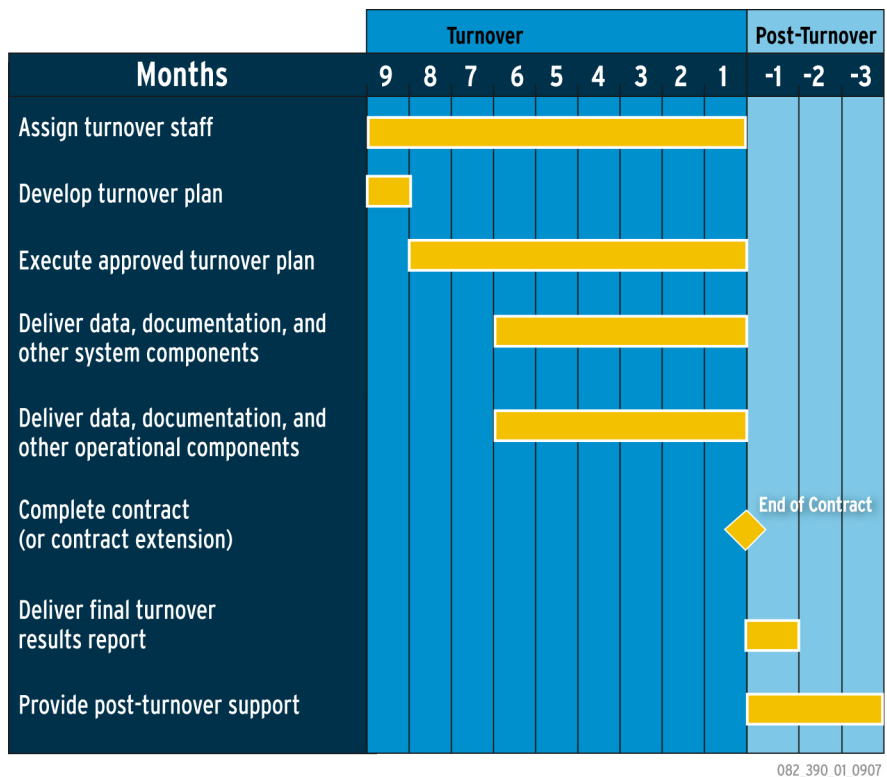
**Proposed Change:** We will make the following changes to the text that appears on page I-8 of our Best and Final Technical Offer:

- **Replacement MMIS bank accounts for which EDS was responsible during the Operations Phase of the contract**—No ~~earlier~~ later than the first business day of the third month of ~~free months after~~ turnover, we will direct the bank to void any remaining outstanding checks, after which we will use the remainder of the third month to complete a final bank reconciliation, close the bank accounts, and refund any residual balance to the State.
- **Outstanding financial transactions in the bank accounts**—The completion of the final Replacement MMIS financial cycle will conclude our responsibility to administer provider payments. Please note that payment ~~and reconciliation~~ responsibilities regarding outstanding provider checks distributed by EDS will continue until the bank is notified to void the remaining checks ~~three months after turnover, when, as stated in the preceding bullet, remaining outstanding checks will be voided.~~ EDS' reconciliation responsibilities will continue until three months after turnover. Also note that the ending of payment responsibility does not cover situations pertaining to erroneous payments as outlined in RFP sections 30.44.5 and 30.44.6. Upon the conclusion of our responsibility to administer payments, subsequent payments to providers, whether claim-specific or non-claim-specific, will be the responsibility of the State or its designee. Any payments subsequently returned or voided will be returned to or funded by the State or its designee.

**Attachment:** None

**Number:** EDS789

**Proposed Change:** Following is the chart that will replace the exhibit that appears on page I-13 of our Best and Final Technical Offer. This chart reflects the 30-day delivery time of the turnover project plan.



**Attachment:** None

**Number:** EDS790

**Proposed Change:** EDS commits to providing the required system capabilities and performing the required services for all drug rebate activities, as applicable—not just Medicaid drug rebate activities.

We submit the following correction to our response to Requirement 40.12.2.2, which appears on page S—D-71 of our Technical Proposal Supplement:

EDS will provide this data for reports that include total ~~Medicaid~~ expenditures for multiple source drugs annually and other drugs every three years by drug rebate program.

**Attachment:** None

**Number:** EDS795

**Proposed Change:** We will make the following change to the last bullet that appears on page S—D-23 of the EDS Technical Proposal Supplement:

- Service limitations audits will be applied at the ~~family~~ recipient level ~~as the family is identified through the EIS system.~~

**Attachment:** None

**Number:** EDS804

**Proposed Changes:** We have broken out the State's comments into three separate statements and addressed each one as follows:

*State Comment 1*

"The first potential error is that the numbers were updated in the Offeror's Supplement to 640,000 hours and 215 peak staff. Unless the Offeror is retracting the increased work from the Supplement, the numbers in the Cost Proposal appear to be out of date."

*EDS Response:* In reviewing the function point analysis that was submitted as part of the Cost Proposal, we inadvertently copied the function point analysis we provided as part of the BAFO and not the Supplement. Please see pages A-27 to A-28 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

In addressing the question regarding why the effort hours between the BAFO and Supplement function point analysis only increased by 20,000 hours rather than the 40,000 hours shown, we identified that 112 effort months (15,904 hours) of the effort, as shown in the table below, is associated with conversion effort. Conversion efforts were not included in the EDS function point analysis.

The function point analysis did not include the effort of the account business team required during DDI. However, this effort is included in our Pricing Table A and its corresponding BOE. This is why these numbers do not reconcile.

Our primary source of estimating was a ground-up approach based on our extensive implementation experience as well as our knowledge of two North Carolina agencies, DMA and DMH. We created estimates for implementing interChange and customizing the application to meet specific requirements for North Carolina. Using actual efforts from seven completed interChange implementations and five in process, we then validated our ground-up estimates and adjusted them according to the scope and services required for North Carolina. As required, we compared our ground-up estimate outputs to the function point analysis (exclusive of MAS, an item specific to North Carolina) and determined that our results were within range of the function point analysis.

EDS' solutioning internal review processes for the North Carolina effort included individual functional area, technical infrastructure, project management, and testing reviews. These reviews were performed by EDS interChange subject-matter experts in each of these areas who are responsible for the delivery of their components of the Replacement MMIS. They also were reviewed by Implementation Manager Dean Taunton and Solution Architect Scott Lowry, both of whom have experience delivering successful interChange implementations. EDS is confident in the complete effort we forecasted for the successful delivery of this system for North Carolina.

*State Comment 2*

“The second potential error is that the IMS proposed as part of the Updated Technical Proposal and the IMS proposed as part of the Supplement still includes almost 100,000 hours of DHHS work to reach the 600,000+ hour effort identified above.”

*EDS Response:* When working on Pricing Table A and its corresponding BOE, it came to our attention that the IMS and the costing models were not kept in synch. During cost modeling, changes were made directly to the models; however, they were not always made to the IMS. These discrepancies are corrected in the IMS submitted with this BAFO.

Additionally, the account business team that supports DDI was not included in the IMS. This accounted for a significant amount of effort that was understated. The amount of effort understated and the amount of effort by DHHS are very close. Therefore, it would be easy for the State to draw the conclusion that the State’s effort was included in our costing. However, it was not.

As they pertain to this issue, Pricing Table A and its corresponding BOE were correct as submitted in our Cost Proposal. These errors do not affect the duration of the project, nor our confidence in our ability to deliver successfully.

*State Comment 3*

“Depending on the specific rates applied to these hours, this potential error could have caused nearly \$10 million in overpricing of DDI. This apparent error is a possible explanation as to why the estimated hours for North Carolina appear to be so much higher than those displayed for other states’ DDI projects for similarly sized software efforts (Exhibit A-14).”

*EDS Response:* The differences in the effort and associated costs for North Carolina from those displayed in other states shown in Exhibit A-14 were driven by the addition of the divisions, programs, and features that are unique to North Carolina and not found in the interChange systems we developed for those other states. These North Carolina–unique differences are identified in the following table.

| Program        | Enhancements and Testing (MM) | Data Conversions (MM) | Total Effort (MM) | Total Effort (Hours) |
|----------------|-------------------------------|-----------------------|-------------------|----------------------|
| NCHC           | 56                            | 112                   | 168               | 23,856               |
| Ticket to Work | 121                           | 0                     | 121               | 17,182               |
| DMH            |                               | 49                    | 49                | 6,958                |
| DPH            |                               | 103                   | 103               | 14,626               |
| ORHCC          |                               | 101                   | 101               | 14,342               |

| Program       | Enhancements and Testing (MM) | Data Conversions (MM) | Total Effort (MM) | Total Effort (Hours) |
|---------------|-------------------------------|-----------------------|-------------------|----------------------|
| MAS           | 193                           | 22                    | 215               | 30,530               |
| <b>Totals</b> | <b>370</b>                    | <b>387</b>            | <b>757</b>        | <b>107,494</b>       |

The ORHCC estimate is being reduced from 101 man months to zero effort as a result of the BAFO Negotiations held between the State and EDS on October 21, 2008.

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS806

**Proposed Changes:** We will make the following changes to address this issue.

1. The hours used to price the DMH, DPH, and ORHCC data conversions during DDI came from the staffing estimates that were noted in the BOE. Our previous submissions of the IMS did not have the effort reconciled to the staff model that was used in our BOEs. The IMS submitted with this BAFO has been corrected to properly reflect the effort required for the database conversions for each of the programs.

Rather than make a large-scale change to the IMS to remove the tasks associated with the ORHCC database conversion, we chose to leave those tasks in the IMS; however, the effort associated with those tasks has been removed.

2. Based on the face-to-face BAFO Negotiations with the State on October 21, 2008, we will modify our Pricing Table A and its corresponding BOE to reflect zero effort for the database conversion of ORHCC. This is based on the State's statement that there is one system for both ORHCC and DPH, with a common database and data schema. This information allows us to conclude that there will only be one data mapping and conversion exercise required for the data for ORHCC and DPH. Please see pages A-19, A-20, A-30, A-31, A-32, and A-35 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

3. We will make the following addition to the text that appears on page E-4 of the BOE for Pricing Table E of our Cost Proposal:

Further, Jamie Herubin was critical to helping us understand the processes and the data required for DMH budget processing, as well as claims versus budget auditing. Please refer to the Claims Processing for Non-Entitlement Divisions subsection of our Best and Final Technical Offer for a detailed description of the proposed interChange DMH benefit plan and budget processing solution.

During BAFO Negotiations with the State, we learned that the ORHCC data and the DPH data are within the same system, with the same database structure and schema. Because DPH and ORHCC share the same database structure and schema, this will be considered a single database conversion.

4. We will make the following addition to the text that appears on pages E-8 to E-9 of the BOE for Pricing Table E of our Cost Proposal:

Because we are less familiar with the data in the other two programs, those conversions are higher than DMH—but not as significant as converting the Medicaid data. The rationale for the DPH and ORHCC conversions is based on



the types of data that must be converted, the business functions converted, and the ease of mapping the data. We plan to convert claims, provider, recipient, and major reference files as a means of scoping in the other sources of data. During BAFO Negotiations with the State, we learned that the DPH and ORHCC data reside within the same database within a single system. Therefore, the data schema and mapping is really a single effort. Based on this information, we have changed the effort for converting the ORHCC data to zero because both DPH and ORHCC mappings will be done as a single work stream. Based on experience in other states and our understanding of these programs, we have derived the estimates listed in Exhibit E-2.

**Exhibit E-2**

| Database Conversion | MM               |
|---------------------|------------------|
| DMH Conversion MM   | 49               |
| DPH Conversion MM   | 103              |
| ORHCC Conversion MM | <del>101</del> 0 |

5. We will make the following changes to the text that appears on page E-10 of the BOE for Pricing Table E of our Cost Proposal:

**Exhibit E-4**

| Area                             | MM                 |
|----------------------------------|--------------------|
| Estimate through development     | 47                 |
| Database conversions             | <del>253</del> 152 |
| Business analyst support         | 60                 |
| Testing                          | 14                 |
| Technical support during testing | 24                 |
| <b>Total</b>                     | <del>398</del> 297 |

**Attachments:** Updated Integrated Master Schedule; BOE for Pricing Table A

**Number:** EDS817

**Response:** EDS received Addendum 10 to the revised RFP, dated September 2, 2008. We confirm that EDS read, understands, and agrees to all provisions in Addendum 10.

**Attachment:** None

**Number:** EDS819

**Proposed Changes:** The IMS submitted with this BAFO has been changed to include Milestone Payments based on acceptance rather than approval of the milestones or deliverables.

Pricing Tables A, R, and W submitted with this BAFO have been updated to reflect the change in terminology from “acceptance” to “approval.” Additionally, we will change the BOEs for Pricing Tables A, R, and W to refer to this activity as State “acceptance” rather than “approval” of the Milestone Payments.

This Negotiation Comment generated updated payment milestones that appear in the “Derivation of Payment Milestones” subsection that begins on page A-36 of our updated BOE for Pricing Table A, which appears in the Attachments section of this BAFO.

**Attachments:** Updated Integrated Master Schedule; BOEs for Pricing Tables A and W

**Number:** EDS825

**Proposed Changes:** EDS has updated Pricing Table M2 to remove the merchant bank fees and transactional fees for both credit/debit cards and ACH (electronic checks) from our price for premium-paying recipients. Additionally, we will update the BOE for Pricing Table M2 to address this issue, as described below.

It should also be noted that the BOE for Pricing Table M1 references merchant bank and transaction fees referenced. Because these pass-through charges are strictly variable, they had no impact to Pricing Table M1; therefore, the BOE for Pricing Table M1 was not changed.

1. We will make the following changes to the text that appears on page M2-2 of our Cost Proposal:

## *Scope*

This BOE covers the variable cost components by SFY associated with delivering and maintaining the recipient management functions of the Replacement MMIS Operations Phase. These components can be classified into the following major categories:

- Staffing professional and hourly employees
- Administrative expense and services, including the following:
- Recipient benefit booklets
- Base services fees of ~~Recipient premium payments through~~ EDS\*PAY for Convenience (EDS\*PAY)
- Base services fees of ~~Recipient premium payments through~~ EDS OpenBill Express

## *Assumptions Having Significant Impact on the Estimate*

The majority of assumptions that impact our estimates are specifically identified in the “Derivation of Labor Quantities” and “Derivation of Material/Non-Labor Costs” subsections of this BOE. However, high-level areas are as follows:

- Costs were based on anticipated volume data provided by the State.
- Premium payments will be made by check, debit card, or credit card, with the adoption of debit and credit card transaction usage over the life of the contract. Associated merchant bank fees and transaction fees for credit/debit cards and ACH (electronic check) payments will be pass-

[through charges to the State per North Carolina Replacement MMIS RFP Addendum 14 and are not included in Pricing Tables M1 or M2.](#)

- Recipients will inquire about premium calculations and bills, and staff will be necessary to handle these calls, with the ability over time to transition recipients to the Recipient Web Portal.
- Claims billing unit (CBU) volumes will not impact recipient management variable costs, but the total number of recipients will have an impact.

2. For the State's information, we also will provide the anticipated dollar or percentage amounts associated with each of these fees. To do so, the following changes will be made to the text that appears on pages M2-5 to M2-6 of our Cost Proposal:

## *Derivation of Material/Non-Labor Costs*

We determined that all administrative expense and services fees items described in the "Derivation of Material/Non-Labor Costs" section of the BOE for Pricing Table M1 are variable in nature. Those items are as follows:

- Recipient benefit booklets
- ~~Recipient premium payments through~~ [Base services fees of](#) EDS\*PAY  
~~(These expenses vary one for one on the number of recipients receiving premiums or enrolled, supporting the linear nature of the pricing line for premium paying recipients.)~~
- ~~Recipient premium payments through~~ [Base services fees of](#) EDS OpenBill Express  
~~(These expenses vary one for one on the number of transactions received, supporting the linear nature of the pricing line for premium paying recipients.)~~
- ~~The 2.5 percent merchant bank fee associated with processing a financial transaction, embedded in the services fee and not passed on to the recipient~~

Because recipient benefit booklets relate to recipient enrollment rather than specific recipient premium questions, we designated this role as variable with the volume of non-premium paying recipients. [While the services fees for EDS\\*PAY and EDS OpenBill Express factor into the variable price for recipient management, the per-transaction fees associated with payments made through them are not factored into the variable price and will be pass-through charges to the State. These transactional costs include the standard 2.5 percent merchant bank fees associated with credit card and debit card payments as well as transaction fees that apply to ACH and credit and debit card payments. Exhibit M2-2 displays our anticipated fees for each type of payment option.](#)

### Exhibit M2-2

| Payment Type   | Anticipated Fees Per Transaction |
|--|----------------------------------|
| <u>Credit/debit card transaction fee</u>   | <u>\$0.37</u>                    |
| <u>ACH (electronic check) transaction fee</u>  | <u>\$0.41</u>                    |
| <u>Merchant bank fee for credit/debit card transactions (in addition to the transaction fee above)</u> | <u>2.5%</u>                      |

~~Recipient premium payments made through EDS\*PAY and EDS OpenBill Express are variable with the volume of premium paying recipients.~~

Our estimates and assumptions regarding pass-through costs for EDS\*PAY and EDS OpenBill Express are as follows:

- Out of the 17,000 estimated recipient premium payments per month, we estimate that 40 percent, or 6,800 payments, will be made through EDS\*PAY. This is based on the typical adoption rate of EDS\*PAY in the commercial space, as well as trends and the forecasted adoption rate for the Medicaid recipient population.
- Of the 6,800 estimated payments through EDS\*PAY, we project 60 percent (4,080) to be made by electronic check through ACH and 40 percent (2,720) to be made by credit or debit card.
- 55 percent of payments made through OpenBill Express will be made by credit or debit card.
- There will be a 20 percent adoption of OpenBill Express after five years of operations.

**Attachment:** None

**Number:** EDS829

**Proposed Changes:** EDS has updated Pricing Table S to reallocate provider enrollment, credentialing, and verification activities according to the mutual understanding between the State and EDS arrived at during BAFO Negotiations on October 22, 2008.

We also have updated the BOE for Pricing Table S to align to this new understanding and to reflect guidance communicated in North Carolina Replacement MMIS RFP Addendum 14. Per Addendum 14, we have made changes to Pricing Table S to reflect pass-through charges to the State associated with database access fees incurred in the course of enrollment, credentialing, and verification for querying third-party databases to obtain information about providers.

We will make the following changes to the BOE for Pricing Table S:

1. We will add the following after the last bullet that appears at the bottom of page S-2 of the Cost Proposal:

- Additionally, we delineated the scope of tasks associated with each provider-related activity, as identified in Exhibit S-0. This delineation was used to assign the appropriate prices to each activity bucket.

**Exhibit S-0**

| Item                          | State Definition  | EDS Scope Breakdown  |  |
|-------------------------------|---|--|--|
| <u>Provider Enrollment</u>    | <u>The generation, receipt, and processing of enrollment applications, including participation contracts and supporting documentation</u>   | <ul style="list-style-type: none"> <li>• <u>Data entry of application</u></li> <li>• <u>Review of application for completeness</u></li> <li>• <u>Review of data for accuracy</u></li> <li>• <u>Follow-up on incomplete data</u></li> <li>• <u>Receipt and entry of incomplete data</u></li> </ul>  |  |
| <u>Provider Credentialing</u> | <u>The process for validating the qualifications of licensed professionals, organizational members, or organizations, assessing their background and legitimacy, and rendering a determination that a subject or entity meets the established qualifications, requirements, and/or standards to provide a service or procedure; includes criminal background checks, validation of licensure, certifications, accreditations, source verification, etc.</u> | <p><u>Credentialing activities involve the following steps:</u></p> <ul style="list-style-type: none"> <li>• <u>Query data through the COTS credentialing tool. This allows users to automatically access databases and review results.</u></li> <li>• <u>Perform sanctions checks through the COTS tool.</u></li> <li>• <u>Follow-up on credentialing status/issues.</u></li> </ul> <p><u>The specific combination of background sources checked will determine the ultimate business rules and credentialing process. This could change both quantities and timeline completion results for each year.</u></p> |  |

| Item                                  | State Definition   | EDS Scope Breakdown   |
|---------------------------------------|--|---|
| <a href="#">Provider Verification</a> | <a href="#">The process for verifying a provider's licensure, education, and/or board certification information through source documentation and verifying the provider demographic information held in the MMIS provider file</a> | <ul style="list-style-type: none"> <li>• <a href="#">Includes effort to verify this information through documentation provided by provider</a></li> </ul> |

2. We will make the following changes to the text that appears in the "Subcontractor Services" subsection on page S-7 of the Cost Proposal:

~~Due to the cost of these charges, other states frequently require a provider to pay for these fees upfront with the application. As t~~The State has [asked that the third-party database access charges for provider credentialing, enrollment, and verification be classified as pass-through charges to the State and therefore not reflected in Pricing Table S. required no payments from providers, EDS has included these fees in the provider enrollment charges reflected in Pricing Table S. We made the assumption that providers will not be charged for background checks related to provider enrollment, credentialing, and verification. In order to provide the State with an estimate of these pass-through costs, we have prepared Exhibit S-2, which lists some common background check sites that could be used in the enrollment, credentialing, and verification processes and their expected associated access fees \(where known\). Actual charges will be billed as pass-through costs, as site fees may vary over time. Other sites beyond those listed in Exhibit S-2 are also available for query and can be considered for inclusion after more detailed requirements are identified during requirements validation sessions.](#)

### Exhibit S-2

| Verification Site Name                                       | Data Broker Fee              | Verification Site Fee  |
|--|------------------------------|--|
| <a href="#">National Practitioner Database (NPDB)</a>        | <a href="#">None</a>         | <a href="#">\$4.75/query</a>   |
| <a href="#">American Board of Medical Specialties (ABMS)</a> | <a href="#">\$0.50/query</a> | <a href="#">\$1,695.00/year</a>  |
| <a href="#">Drug Enforcement Agency (DEA)</a>                | <a href="#">\$0.50/query</a> | <a href="#">\$2,500.00/year</a>  |
| <a href="#">Office of Inspector General (OIG)</a>            | <a href="#">\$0.50/query</a> | <a href="#">Free</a>   |
| <a href="#">Excluded Parties List System (EPLS)</a>          | <a href="#">\$0.50/query</a> | <a href="#">Free</a>   |
| <a href="#">NC Board of Medical Examiners</a>                | <a href="#">\$0.50/query</a> | <a href="#">\$25.00/query for verification letter; free for electronic Web site verification</a> |



| Verification Site Name  | Data Broker Fee                      | Verification Site Fee                |
|---|--------------------------------------|--------------------------------------|
| <a href="#">Federation of State Medical Boards (FSMB) — queries other participating states' Boards of Medical Examiners</a> | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Board of Nursing (NCBN)</a>  | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Dental Board</a>   | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Optometry Board</a>  | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Physical Therapy Board</a>   | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Podiatry Board</a>   | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Psychology Board</a>   | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">NC Speech Language Pathology Board</a>  | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |
| <a href="#">Background Checks Through Police Departments</a>  | <a href="#">Unknown at this time</a> | <a href="#">Unknown at this time</a> |

**Attachment:** None

**Number:** EDS831

**Proposed Changes:** The Pricing Table R submitted with this BAFO has been updated to reflect a nine-month notification to plan and execute the turnover plan. In our BOE for Pricing Table R, we will change all references to a 12-month period of transition planning and execution from 12 months to nine months.

**Attachment:** None

**Number:** EDS833

**Response:** The following table identifies the last performance dates and the expiration dates for the proposed early implementation options presented to the State.

| Option                | Last Performance Date   | Expiration Date   |
|-----------------------|---|---|
| EDMS                  | To meet the early implementation time line and scope for these services, EDS needs to be notified prior to contract start date that this will be in scope.                                  | The Expiration Date is the same as the Last Performance Date.   |
|                       | EDS is willing to provide a six-month pilot of [REDACTED] at no charge on notification any time within the first 48 months of the contract.   | The Expiration Date is the 48th month of the contract to provide the pilot start in Year 2 of operations. We are providing operational pricing from Month 55 to the end of the base contract, plus one option year. |
| Performance Dashboard | EDS is willing to implement the Performance Dashboard at any time during the first 12 months of the contract.   | The Expiration Date is the same as the Last Performance Date.   |
| DUR+                  | The expiration date for implementing DUR+ aligns to the start of the RV sessions for DUR, Pro-DUR, and Retro-DUR. This will enable us to have consistency and coordination of requirements. | The Expiration Date is the same as the Last Performance Date.   |

These time lines also are reflected in our updated BOE for Pricing Table W, which is located in the Attachments section of this BAFO.

**Attachment:** BOE for Pricing Table W

**Number:** EDS834

**Proposed Changes:** EDS has updated Pricing Tables I and J and their corresponding BOEs to change the expected percent increase in labor due to DPH and ORHCC. Where our original expected increase due to the two additional divisions was 15 percent, we have changed that expectation to 0.3 percent. The resulting modified position descriptions within each BOE are identified below with their respective page numbers. Please refer to the updated BOEs in the Attachments section of this BAFO for the complete description modifications.

- BOE for Pricing Table I:
  - Page I-20: Mail Room Data Prep/Correspondence/Miscellaneous Clerical
  - Page I-21: EDI Service Representative
- BOE for Pricing Table J
  - Pages J-11 to J-12: Mail Room Data Prep/Sort Clerical
  - Page J-12: Mail Room Data Prep/Correspondence/Miscellaneous Clerical
  - Page J-13: Medical Policy Analyst
  - Page J-13: Medical Review Nurse

**Attachments:** BOEs for Pricing Tables I and J

**Number:** EDS835

**Proposed Changes:** EDS has updated the BOEs for Pricing Tables I and J to make sure only items that contribute to fixed costs are listed in the BOE for Pricing Table I and only items that contribute to variable costs are listed in the BOE for Pricing Table J. These BOEs are located in the Attachments section of this BAFO. Please refer to Exhibits I-1 and J-1 and the associated position descriptions in the “Derivation of Labor Quantities” section of each BOE for the changes related to this comment.

When making the above changes, we determined that the same issue existed between the BOEs for Pricing Table I and Pricing Table K for Pharmacy Services staff. Therefore, the two BOEs were updated to make sure only fixed Pharmacy Services staff FTEs are listed in the BOE for Pricing Table I and only variable Pharmacy Services staff FTEs are listed in the BOE for Pricing Table K.

**Attachments:** BOEs for Pricing Tables I, J, and K

**Number:** EDS836

**Proposed Changes:** EDS has updated the BOEs for Pricing Tables I and J to reflect the correct estimated volumes for the Mail Room Data Prep/Sort Clerical role. Cumulatively, they reflect the new estimated total volume for this role to be 105,000 claims per week in total. Additionally, EDS836 directed us to clearly delineate the fixed versus variable staffing for this role between the BOEs for Pricing Tables I and J. These updates can be found on page 1-20 of the BOE for Pricing Table I and pages J-11 to J-12 of the BOE for Pricing Table J, which are located in the Attachments section of this BAFO.

**Attachments:** BOEs for Pricing Tables I and J

**Number:** EDS837

**Proposed Changes:** The Pricing Table R submitted with this BAFO has been updated to include IMS traceability numbers. These are based on a high-level, draft Turnover IMS that was created during BAFO. We created the draft Turnover IMS specifically for producing traceability. Though not required, we are submitting this draft Turnover IMS for the State's benefit.

Further, we will replace Exhibit R-1, which appears on pages R-4 and R-5 of our Cost Proposal, with the following table.

**Exhibit R-1**

| Line Item | IMS No.* | Proposed Milestone/Deliverable  | Milestone or Deliverable | Proposed % To Be Paid Upon Achievement or Acceptance | Anticipated Invoice Date (Month Relative to Turnover Start) |
|-----------|----------|---|--------------------------|--|---|
| 1         | 1.5.22.8 | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Project Turnover IMP   | M                        | 10%  | 1   |
| 2         | 1.4.1.4  | MILESTONE: NC MMIS Turnover - DHHS Acceptance of Quality Management Plan  | M                        |  | 1   |
| 3         | 1.4.1.9  | MILESTONE: NC MMIS Turnover - DHHS Acceptance of Staffing Management Plan   | M                        |  | 1   |
| 4         | 1.4.1.14 | MILESTONE: NC MMIS Turnover - DHHS Acceptance of Communication Management Plan  | M                        |  | 1   |
| 5         | 1.4.1.19 | MILESTONE: NC MMIS Turnover - DHHS Acceptance of Risk and Issue Management Plan   | M                        |  | 1   |
| 6         | 1.5.26   | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Inventory of Turnover Items  | M                        | 2%   | 2   |
| 7         | 1.4.1.24 | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Turnover Project IMS   | M                        | 10%  | 2   |
| 8         | 1.3.10   | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Overview of the Replacement MMIS technical and operational environment | M                        | 15%  | 6   |
| 9         | 1.5.1    | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of System Documentation for Turnover  | M                        | 10%  | 7   |

| Line Item   | IMS No.* | Proposed Milestone/Deliverable   | Milestone or Deliverable | Proposed % To Be Paid Upon Achievement or Acceptance | Anticipated Invoice Date (Month Relative to Turnover Start) |
|---|----------|--|--------------------------|--|---|
| 10  | 1.5.5    | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Operational Documentation and Procedures for Turnover | M                        | 10%  | 7   |
| 11  | 1.5.16   | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of all Documents and Records                             | M                        | 10%  | 8   |
| 12  | 1.5.8    | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of interChange code in escrow                            | M                        | 10%  | 9   |
| 13  | 1.5.13   | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of all State Owned Hardware and Software                 | M                        | 10%  | 9   |
| 14  | 1.5.17   | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Completion of NC MMIS Turnover                        | M                        | 10%  | 9   |
| 15  | 1.5.20   | Deliverable: NC MMIS Turnover - DHHS Acceptance of Turnover Results Report                                     | D                        | 1%   | 10  |
| 16  | 1.5.21.4 | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Financial Reconciliation                          | M                        | 1%   | 11  |
| 17  | 1.5.21.5 | PAYMENT MILESTONE: NC MMIS Turnover — DHHS Acceptance of Completion of Post-Turnover Support                   | M                        | 1%   | 12  |
| *The IMS traceability column is based on a high-level draft Turnover IMS created during BAFO. If awarded the contract, EDS will create a detailed IMS and IMP as part of the Turnover Planning Phase. |          |  |                          |  |   |

**Attachments:** Turnover IMS



**Number:** EDS840

**Proposed Change:** EDS offers a six-month pilot of [REDACTED] to the State on a trial basis at no charge. As discussed in our response to Comment EDS833, EDS can provide the six-month pilot upon State notification any time within the first 48 months of the contract. The Expiration Date of this offer is the 48th month of the contract to provide the pilot start in Year 2 of operations. We are providing operational pricing from Month 55 to the end of the base contract, plus one option year.

The State will retain ownership of the North Carolina data, as well as the calculated values generated through the predictive modeling processes. For the sake of the pilot, [REDACTED] will not use the North Carolina data for enhancement of benchmark values, and North Carolina will not receive benchmark values from other sources. If the State elects to move forward with [REDACTED] during the operational time period, normative benchmark values can be supplied to the State if the State agrees to allow its data to be used in the normative benchmark data calculations.

Additionally, the user interface applications from [REDACTED] will not be turned over to the State at the termination of the software licenses used to pay for these services.

This change is reflected in our updated BOE for Pricing Table W, which is located in the Attachments section of this BAFO.

**Attachment:** BOE for Pricing Table W

**Number:** EDS842

**Proposed Change:** Please see our updated Pricing Table W in the BAFO Pricing Tables section of this BAFO, as well as its corresponding BOE in the Attachments section of this BAFO.

**Attachment:** BOE for Pricing Table W

**Number:** EDS843

**Proposed Change:** We are offering the Performance Dashboard at no charge to the State. Please see our updated Pricing Table W in the BAFO Pricing Tables section of this BAFO, as well as its corresponding BOE in the Attachments section of this BAFO.

**Attachment:** BOE for Pricing Table W

**Number:** EDS844

**Proposed Changes:** We acknowledge the State's addition of this Negotiation Comment and agree with the language. We have made the following changes to the BOEs for Pricing Tables I, K, and W, which are located in the Attachments section of this BAFO:

- **BOE for Pricing Table I**—Please see the resubmitted table starting on page I-4 and the added pharmacy position descriptions on page I-26.
- **BOE for Pricing Table K**—Please see the changes made from pages K-1 to K-6, including the addition of Exhibit K-2, and the change to the “Derivation of Labor Productivities” subsection on page K-7.
- **BOE for Pricing Table W**—Please see the changes made to the “D. DUR+” subsection of Pricing Table W, which starts on page W-19.

**Attachments:** BOEs for Pricing Tables I, K, and W

**Number:** Offeror-Proposed

**Proposed Changes:** To provide the State with our Best and Final price for Operations Phase costs, EDS has reduced its proposed staff level associated with two operational positions. The roles whose staffing levels were changed are as follows:

- **Prior Approval Supervisor**—This role was initially estimated as two total FTE staff positions. On review of the leadership spans and layers for the Prior Approval Services group, EDS has reduced this position from two FTEs to one FTE. Due to the updates made in response to EDS835, we moved the description for the one remaining FTE to the BOE for Pricing Table J (page J-14) as it is variable in nature. We then removed all references to the Prior Approval Supervisor role in the BOE for Pricing Table I and updated Pricing Table I accordingly.
- **Provider Relations Field Representative**—This role was initially estimated at eight variable FTE staff positions. On review of the regional coverage area per FTE for this position, EDS has reduced these variable positions from eight to seven FTE staff. This change has been made to Pricing Table J and its associated BOE (page J-11).

**Attachments:** BOEs for Pricing Tables I and J



## Attachment One: Replacement MMIS Pricing Tables

### List of Pricing Tables

|                                   |   |
|-----------------------------------|---|
| Replacement MMIS Pricing Table A  | Replacement Phase - DDI Milestone/Deliverable Payments  |
| Replacement MMIS Pricing Table B  | RFP Requirements Allocation Table Non Title XIX-XXI   |
| Replacement MMIS Pricing Table C  | RFP Requirements Allocation Table North Carolina Health Choice  |
| Replacement MMIS Pricing Table D  | RFP Requirements Allocation Table Ticket to Work  |
| Replacement MMIS Pricing Table E  | Replacement Phase - DDI Marginal Price of Non-Title XIX/XXI Requirements  |
| Replacement MMIS Pricing Table F  | Replacement Phase - DDI Marginal Price of Legislatively-Mandated Requirements   |
| Replacement MMIS Pricing Table G  | Replacement Phase - All-Inclusive Hourly Rates and Pool Size for Personnel Performing Modifications for the Replacement Phase Additional Functionality Pool |
| Replacement MMIS Pricing Table H  | Operations Phase - Anticipated Volume   |
| Replacement MMIS Pricing Table I  | Operations Phase - Fixed Price Per Day Due to Fixed Costs by State Fiscal Year  |
| Replacement MMIS Pricing Table J  | Operations Phase - Variable Pricing for Non-Pharmacy FCBU and ECBU by State Fiscal Year   |
| Replacement MMIS Pricing Table K  | Operations Phase - Variable Pricing for Pharmacy FCBU by State Fiscal Year  |
| Replacement MMIS Pricing Table L  | Operations Phase - CBU Price Summary by Contract Year   |
| Replacement MMIS Pricing Table M1 | Operations Phase - Recipient Management Fixed Price Per Day Due to Fixed Costs by State Fiscal Year   |
| Replacement MMIS Pricing Table M2 | Operations Phase - Variable Pricing for Recipient Management by State Fiscal Year   |
| Replacement MMIS Pricing Table N  | Operations Phase - Recipient Management Prices by Contract Year   |
| Replacement MMIS Pricing Table O  | Operations Phase - All-Inclusive Hourly Rates for Personnel Performing Operations Phase Modifications   |
| Replacement MMIS Pricing Table P  | Operations Phase - Size of Operations Phase Modification Pool   |
| Replacement MMIS Pricing Table Q  | Operations Phase - Unit Prices for Additional Training  |
| Replacement MMIS Pricing Table R  | Turnover Phase - Milestone/Deliverable Payment Table  |
| Replacement MMIS Pricing Table S  | Estimated Provider Enrollment, Credentialing, and Verification Itemized Prices by State Fiscal Year   |
| Replacement MMIS Pricing Table T  | Estimated Provider Enrollment, Credentialing, and Verification Prices by Contract Year  |
| Replacement MMIS Pricing Table U  | Retrospective Drug Utilization Review - Prices for RetroDUR by State Fiscal Year and Contract Year  |
| Replacement MMIS Pricing Table V  | Data Center Operations  |
| Replacement MMIS Pricing Table W  | Offeror-Proposed Options - Option Summary   |
| Replacement MMIS Pricing Table X  | State-Funded Enterprise Licensing Requirements  |
| Replacement MMIS Pricing Table Y  | Offeror Exceptions Table  |
| Replacement MMIS Pricing Table Z  | Summary of Proposed Prices  |

**Replacement MMIS Pricing Table A**  
**Replacement Phase - DDI Milestone/Deliverable Payments**  
**Offeror Name** EDS, an HP Company

| Line Item | IMS Traceability | Proposed Milestone/Deliverable   | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount       | Anticipated Invoice Date (Month Relative to Contract Award) |
|-----------|------------------|--|----------------------------------|--|-----------------|---|
| 1         | 1.4.1.11.11.10   | PAYMENT MILESTONE: DHHS Acceptance of Master Test & Quality Management Plan  | M                                | 0.07%  | \$ 53,708.37    | 2   |
| 2         | 1.4.1.11.11.8    | PAYMENT MILESTONE: DHHS Acceptance of Change / Configuration Management Plan   | M                                | 0.07%  | \$ 53,708.37    | 2   |
| 3         | 1.4.1.11.11.16   | PAYMENT MILESTONE: DHHS Acceptance of Data Accession List  | M                                | 0.07%  | \$ 53,708.37    | 2   |
| 4         | 1.4.1.11.11.2    | PAYMENT MILESTONE: DHHS Acceptance of Risk, Issue & Problem Management Plan (RIMP)   | M                                | 0.10%  | \$ 76,726.24    | 3   |
| 5         | 1.4.1.10.3       | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the Initial MMIS Hardware Install/Connectivity Complete              | M                                | 4.00%  | \$ 3,069,049.75 | 3   |
| 6         | 1.4.1.11.8       | PAYMENT MILESTONE: DHHS Acceptance of Software Development & Systems Engineering Methodology                                 | M                                | 0.10%  | \$ 76,726.24    | 3   |
| 7         | 1.4.1.11.2       | PAYMENT MILESTONE: DHHS Acceptance of Project Deliverables Content and Format  | M                                | 0.65%  | \$ 498,720.58   | 3   |
| 8         | 1.4.1.11.11.4    | PAYMENT MILESTONE: DHHS Acceptance of Risk Identification, Analysis & Response Plan  | M                                | 0.10%  | \$ 76,726.24    | 3   |
| 9         | 1.4.1.11.11.6    | PAYMENT MILESTONE: DHHS Acceptance of Joint DDI Communication Management Plan  | M                                | 0.10%  | \$ 76,726.24    | 3   |
| 10        | 1.4.1.10.7       | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the Initial IC Environment Complete                                  | M                                | 0.81%  | \$ 621,482.57   | 3   |
| 11        | 1.4.1.10.10      | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the RV / Training IC Environment Complete                            | M                                | 0.81%  | \$ 621,482.57   | 3   |
| 12        | 1.4.1.11.11.20   | PAYMENT MILESTONE: DHHS Acceptance of Initial Integrated Master Schedule (IMS)   | M                                | 0.57%  | \$ 437,339.59   | 4   |
| 13        | 1.4.1.11.11.18   | PAYMENT MILESTONE: DHHS Acceptance of Integrated Master Plan   | M                                | 0.18%  | \$ 138,107.24   | 5   |
| 14        | 1.7.16.3         | PAYMENT MILESTONE: DHHS Acceptance of Data Conversion & Migration Plan   | M                                | 0.16%  | \$ 122,761.99   | 5   |
| 15        | 1.4.1.3.5        | PAYMENT MILESTONE: DHHS Acceptance of EDS beginning occupation of Raleigh Permanent Facilities                               | M                                | 0.07%  | \$ 53,708.37    | 6   |
| 16        | 1.5.1.5          | PAYMENT MILESTONE: DHHS Acceptance of Deployment / Rollout Plan  | M                                | 0.07%  | \$ 53,708.37    | 21  |
| 17        | 1.7.8.13.5       | PAYMENT MILESTONE: DHHS Acceptance of EVS Requirements Analysis  | M                                | 0.22%  | \$ 168,797.74   | 7   |
| 18        | 1.7.8.20.5       | PAYMENT MILESTONE: DHHS Acceptance of Provider Enroll Requirements Analysis  | M                                | 0.19%  | \$ 145,779.86   | 7   |
| 19        | 1.5.1.2          | PAYMENT MILESTONE: DHHS Acceptance of Business Continuity & Disaster Recovery Plan   | M                                | 0.09%  | \$ 69,053.62    | 8   |
| 20        | 1.5.1.7          | PAYMENT MILESTONE: DHHS Acceptance of Operations Management Plan   | M                                | 0.07%  | \$ 53,708.37    | 21  |
| 21        | 1.7.8.3.5        | PAYMENT MILESTONE: DHHS Acceptance of Provider Requirements Analysis   | M                                | 0.20%  | \$ 153,452.49   | 7   |
| 22        | 1.7.16.5         | PAYMENT MILESTONE: DHHS Acceptance of Detail Conversion Plan   | M                                | 0.14%  | \$ 107,416.74   | 8   |
| 23        | 1.7.5.2.5        | PAYMENT MILESTONE: DHHS Acceptance of Bene Admin Requirements Analysis   | M                                | 0.70%  | \$ 537,083.71   | 8   |
| 24        | 1.7.8.2.5        | PAYMENT MILESTONE: DHHS Acceptance of Recipient Requirements Analysis  | M                                | 0.35%  | \$ 268,541.85   | 8   |
| 25        | 1.7.8.4.5        | PAYMENT MILESTONE: DHHS Acceptance of Claims / POS Requirements Analysis   | M                                | 0.98%  | \$ 751,917.19   | 8   |
| 26        | 1.7.8.14.5       | PAYMENT MILESTONE: DHHS Acceptance of Reference Requirements Analysis  | M                                | 0.72%  | \$ 552,428.96   | 8   |
| 27        | 1.7.8.12.5       | PAYMENT MILESTONE: DHHS Acceptance of Data Entry Requirements Analysis   | M                                | 0.24%  | \$ 184,142.99   | 8   |
| 28        | 1.4.1.10.12      | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the Conversion Environment   | M                                | 1.28%  | \$ 982,095.92   | 9   |
| 29        | 1.7.8.17.5       | PAYMENT MILESTONE: DHHS Acceptance of System Wide Architecture Components Requirements Analysis                              | M                                | 0.70%  | \$ 537,083.71   | 9   |
| 30        | 1.7.16.7.2       | PAYMENT MILESTONE: DHHS Acceptance of Baseline Conversion Technical Designs  | M                                | 1.45%  | \$ 1,112,530.53 | 9   |
| 31        | 1.4.1.11.11.12   | PAYMENT MILESTONE: DHHS Acceptance of Security Plan  | M                                | 0.04%  | \$ 30,690.50    | 9   |
| 32        | 1.4.1.10.5       | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the Development/Test Environment Complete                            | M                                | 4.11%  | \$ 3,153,448.62 | 9   |
| 33        | 1.7.8.25.6.5     | PAYMENT MILESTONE: DHHS Acceptance of Premium Billing Requirements Analysis  | M                                | 0.14%  | \$ 107,416.74   | 9   |
| 34        | 1.7.8.6.5        | PAYMENT MILESTONE: DHHS Acceptance of Prior Approval Requirements Analysis   | M                                | 0.32%  | \$ 245,523.98   | 10  |
| 35        | 1.7.8.9.5        | PAYMENT MILESTONE: DHHS Acceptance of Managed Care Requirements Analysis   | M                                | 0.25%  | \$ 191,815.61   | 10  |
| 36        | 1.7.8.5.5        | PAYMENT MILESTONE: DHHS Acceptance of TPL Requirements Analysis  | M                                | 0.24%  | \$ 184,142.99   | 10  |
| 37        | 1.7.8.7.5        | PAYMENT MILESTONE: DHHS Acceptance of Automated Voice Response Requirements Analysis   | M                                | 0.14%  | \$ 107,416.74   | 10  |
| 38        | 1.7.8.8.5        | PAYMENT MILESTONE: DHHS Acceptance of Drug Rebate Requirements Analysis  | M                                | 0.19%  | \$ 145,779.86   | 10  |
| 39        | 1.7.8.19.5       | PAYMENT MILESTONE: DHHS Acceptance of DUR Requirements Analysis  | M                                | 0.17%  | \$ 130,434.61   | 10  |
| 40        | 1.7.8.11.5       | PAYMENT MILESTONE: DHHS Acceptance of Reporting and Analytics (R&A) Requirements Analysis                                    | M                                | 0.31%  | \$ 237,851.36   | 10  |
| 41        | 1.7.8.15.5       | PAYMENT MILESTONE: DHHS Acceptance of Financial / MAS Requirements Analysis  | M                                | 0.92%  | \$ 705,881.44   | 10  |
| 42        | 1.8.3.8.2        | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 1 Complete   | M                                | 1.85%  | \$ 1,419,435.51 | 13  |
| 43        | 1.7.8.18.5       | PAYMENT MILESTONE: DHHS Acceptance of EIS Requirements Analysis  | M                                | 0.55%  | \$ 421,994.34   | 11  |
| 44        | 1.7.5.3.11       | PAYMENT MILESTONE: DHHS Acceptance of Bene Admin Detailed System Design  | M                                | 0.43%  | \$ 329,922.85   | 11  |
| 45        | 1.7.8.16.5       | PAYMENT MILESTONE: DHHS Acceptance of EPSDT Requirements Analysis  | M                                | 0.33%  | \$ 253,196.60   | 11  |
| 46        | 1.7.8.1.5        | PAYMENT MILESTONE: DHHS Acceptance of General System Requirements - Analysis Document Analysis -Sections 5.2.1.1 through 5.2 | M                                | 0.40%  | \$ 306,904.98   | 11  |
| 47        | 1.7.12.3.11      | PAYMENT MILESTONE: DHHS Acceptance of Provider Detailed System Design  | M                                | 0.21%  | \$ 161,125.11   | 11  |
| 48        | 1.7.12.20.11     | PAYMENT MILESTONE: DHHS Acceptance of Provider Enroll Detailed System Design   | M                                | 0.21%  | \$ 161,125.11   | 11  |
| 49        | 1.7.8.10.5       | PAYMENT MILESTONE: DHHS Acceptance of MARS Requirements Analysis   | M                                | 0.34%  | \$ 260,869.23   | 11  |
| 50        | 1.7.12.13.13     | PAYMENT MILESTONE: DHHS Acceptance of Eligibility Verification System Detailed System Design                                 | M                                | 0.22%  | \$ 168,797.74   | 12  |



| Line Item                         | IMS Traceability | Proposed Milestone/Deliverable   | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount        | Anticipated Invoice Date (Month Relative to Contract Award) |
|-----------------------------------|------------------|--|----------------------------------|--|------------------|---|
| 51                                | 1.7.12.2.11      | PAYMENT MILESTONE: DHHS Acceptance of Recipient Detailed System Design   | M                                | 0.40%  | \$ 306,904.98    | 12  |
| 52                                | 1.7.16.6.3       | PAYMENT MILESTONE: DHHS Acceptance of All Data Conversions Requirements Analysis, Mapping and Documentation                        | M                                | 7.02%  | \$ 5,386,182.31  | 12  |
| 53                                | 1.7.12.9.13      | PAYMENT MILESTONE: DHHS Acceptance of Managed Care Detailed System Design  | M                                | 0.37%  | \$ 283,887.10    | 12  |
| 54                                | 1.7.12.4.13      | PAYMENT MILESTONE: DHHS Acceptance of Claims / POS Detailed System Design  | M                                | 0.57%  | \$ 437,339.59    | 12  |
| 55                                | 1.8.3.8.4        | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 2 Complete   | M                                | 2.63%  | \$ 2,017,900.21  | 15  |
| 56                                | 1.7.12.14.14     | PAYMENT MILESTONE: DHHS Acceptance of Reference Detailed System Design   | M                                | 1.84%  | \$ 1,411,762.89  | 13  |
| 57                                | 1.7.16.8.2.2     | PAYMENT MILESTONE: DHHS Acceptance of All DMH Conversion Technical Designs   | M                                | 0.63%  | \$ 483,375.34    | 13  |
| 58                                | 1.7.16.8.1.2     | PAYMENT MILESTONE: DHHS Acceptance of All DMA Conversion Technical Designs   | M                                | 1.08%  | \$ 828,643.43    | 14  |
| 59                                | 1.7.16.8.4.2     | PAYMENT MILESTONE: DHHS Acceptance of All ORHCC Conversion Technical Designs   | M                                | 1.05%  | \$ 805,625.56    | 14  |
| 60                                | 1.7.12.6.13      | PAYMENT MILESTONE: DHHS Acceptance of Prior Approval Detailed System Design  | M                                | 0.53%  | \$ 406,649.09    | 14  |
| 61                                | 1.8.3.8.6        | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 3 Complete   | M                                | 3.40%  | \$ 2,608,692.29  | 17  |
| 62                                | 1.7.16.8.3.2     | PAYMENT MILESTONE: DHHS Acceptance of All DPH Conversion Technical Designs   | M                                | 0.96%  | \$ 736,571.94    | 15  |
| 63                                | 1.7.12.5.15      | PAYMENT MILESTONE: DHHS Acceptance of Third Party Liability Detailed System Design   | M                                | 0.55%  | \$ 421,994.34    | 15  |
| 64                                | 1.7.12.8.13      | PAYMENT MILESTONE: DHHS Acceptance of Drug Rebate Detailed System Design   | M                                | 0.37%  | \$ 283,887.10    | 15  |
| 65                                | 1.7.12.7.13      | PAYMENT MILESTONE: DHHS Acceptance of Automated Voice Response System Detailed System Design                                       | M                                | 0.23%  | \$ 176,470.36    | 15  |
| 66                                | 1.7.12.17.15     | PAYMENT MILESTONE: DHHS Acceptance of System Wide Architecture Components Technical Design   | M                                | 1.81%  | \$ 1,388,745.01  | 12  |
| 67                                | 1.7.12.11.13     | PAYMENT MILESTONE: DHHS Acceptance of Reporting and Analytics (BIAR) Detailed System Design  | M                                | 0.52%  | \$ 398,976.47    | 15  |
| 68                                | 1.7.16.7.7       | PAYMENT MILESTONE: DHHS Acceptance of Baseline Data Conversion Results   | M                                | 0.29%  | \$ 222,506.11    | 16  |
| 69                                | 1.7.12.10.13     | PAYMENT MILESTONE: DHHS Acceptance of Management and Administrative Report System Detailed System Design                           | M                                | 0.56%  | \$ 429,666.97    | 16  |
| 70                                | 1.7.12.21.6      | PAYMENT MILESTONE: DHHS Acceptance of Premium Billing Detailed System Design   | M                                | 0.27%  | \$ 207,160.86    | 13  |
| 71                                | 1.7.12.12.13     | PAYMENT MILESTONE: DHHS Acceptance of Data Entry Detailed System Design  | M                                | 0.28%  | \$ 214,833.48    | 16  |
| 72                                | 1.7.12.15.15     | PAYMENT MILESTONE: DHHS Acceptance of Financial / MAS Detailed System Design   | M                                | 1.82%  | \$ 1,396,417.64  | 16  |
| 73                                | 1.7.12.18.15     | PAYMENT MILESTONE: DHHS Acceptance of EIS Detailed System Design   | M                                | 0.86%  | \$ 659,845.70    | 16  |
| 74                                | 1.7.12.16.14     | PAYMENT MILESTONE: DHHS Acceptance of Home Health -- Early Periodic Screening, Diagnosis, Treatment (EPSDT) Detailed System Design | M                                | 0.54%  | \$ 414,321.72    | 16  |
| 75                                | 1.7.12.19.15     | PAYMENT MILESTONE: DHHS Acceptance of DUR Detailed System Design   | M                                | 0.27%  | \$ 207,160.86    | 16  |
| 76                                | 1.7.12.1.16      | PAYMENT MILESTONE: DHHS Acceptance of General Technical Requirement Technical Design   | M                                | 0.34%  | \$ 260,869.23    | 16  |
| 77                                | 1.8.3.8.8        | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 4 Complete   | M                                | 3.40%  | \$ 2,608,692.29  | 19  |
| 78                                | 1.5.2.1.10       | PAYMENT MILESTONE: DHHS Acceptance of Production Environment Setup Complete  | M                                | 4.46%  | \$ 3,421,990.47  | 18  |
| 79                                | 1.8.3.8.10       | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 5 Complete   | M                                | 4.18%  | \$ 3,207,156.99  | 21  |
| 80                                | 1.8.2.1.5.5      | PAYMENT MILESTONE: DHHS Acceptance of UAT Plan   | M                                | 0.10%  | \$ 76,726.24     | 19  |
| 81                                | 1.9.1.2          | PAYMENT MILESTONE: DHHS Acceptance of Training Plan  | M                                | 0.37%  | \$ 283,887.10    | 19  |
| 82                                | 1.10.1.3.3       | PAYMENT MILESTONE: DHHS Acceptance of Special Contingency Plan   | M                                | 0.92%  | \$ 705,881.44    | 19  |
| 83                                | 1.10.1.2.8       | PAYMENT MILESTONE: DHHS Acceptance of Provider Handbooks   | M                                | 1.06%  | \$ 813,298.18    | 19  |
| 84                                | 1.8.3.8.12       | PAYMENT MILESTONE: DHHS Acceptance of Staged Delivery Testing 6 Complete   | M                                | 4.95%  | \$ 3,797,949.07  | 23  |
| 85                                | 1.10.1.2.2       | PAYMENT MILESTONE: DHHS Acceptance of System Documentation   | M                                | 0.07%  | \$ 53,708.37     | 22  |
| 86                                | 1.10.1.2.6       | PAYMENT MILESTONE: DHHS Acceptance of All User Manuals   | M                                | 0.15%  | \$ 115,089.37    | 23  |
| 87                                | 1.7.6            | PAYMENT MILESTONE: DHHS Acceptance of the Completion of the Business Administration (Policy Data)                                  | M                                | 2.41%  | \$ 1,849,102.47  | 23  |
| 88                                | 1.10.1.2.4       | PAYMENT MILESTONE: DHHS Acceptance of Operation Manuals  | M                                | 0.16%  | \$ 122,761.99    | 25  |
| 89                                | 1.8.3.5          | PAYMENT MILESTONE: System Testing Complete & Accepted by DHHS  | M                                | 7.49%  | \$ 5,746,795.66  | 26  |
| 90                                | 1.8.5            | PAYMENT MILESTONE: Integrated Structured Testing (IST) Testing Complete & Accepted by DHHS   | M                                | 1.16%  | \$ 890,024.43    | 28  |
| 91                                | 1.8.13           | PAYMENT MILESTONE: DHHS Acceptance User Acceptance Test  | M                                | 1.15%  | \$ 882,351.80    | 28  |
| 92                                | 1.8.9            | PAYMENT MILESTONE: Regression Testing Complete & Accepted by DHHS  | M                                | 0.50%  | \$ 383,631.22    | 29  |
| 93                                | 1.8.11           | PAYMENT MILESTONE: Volume/Stress Testing Complete & Accepted by DHHS   | M                                | 0.56%  | \$ 429,666.97    | 29  |
| 94                                | 1.8.7            | PAYMENT MILESTONE: Parallel Testing Complete & Accepted by DHHS  | M                                | 1.29%  | \$ 989,768.54    | 29  |
| 95                                | 1.11.2.5         | PAYMENT MILESTONE: DHHS Acceptance of EDS Letter to DHHS for Readiness to Assume Fiscal Agent Functions                            | M                                | 0.50%  | \$ 383,631.22    | 31  |
| 96                                | 1.8.15.7         | PAYMENT MILESTONE: DHHS Acceptance of User Operational Readiness Test Results  | M                                | 2.30%  | \$ 1,764,703.61  | 32  |
| 97                                | 1.12.3           | PAYMENT MILESTONE: DHHS Acceptance of the Federal Certification of the NC MMIS   | M                                | 7.00%  | \$ 5,370,837.06  | 37  |
| <b>Totals Dollars and Percent</b> |                  |  | <b>Total Percent -&gt;</b>       | 100.00%  | \$ 76,726,243.75 | <b>&lt;- Total Dollars</b>                                  |

**Replacement MMIS Pricing Table B**  
**Replacement Phase - RFP Requirements Allocation Table**  
**Non-Title XIX-XXI**

| Requirement Number | Requirement Number | Requirement Number | Requirement Number |
|--------------------|--------------------|--------------------|--------------------|
| 40.11.1.11         | 40.11.2.3          | 40.2.1.122         | 40.4.1.14          |
| 40.11.1.12         | 40.11.2.4          | 40.2.1.17          | 40.4.1.36          |
| 40.11.1.14         | 40.11.3.3          | 40.2.1.23          | 40.4.1.6           |
| 40.11.1.15         | 40.14.1.14         | 40.2.1.24          | 40.5.2.8           |
| 40.11.1.22         | 40.14.1.18         | 40.2.1.25          | 40.6.1.67          |
| 40.11.1.33         | 40.14.1.92         | 40.2.1.39          | 40.7.1.12          |
| 40.11.1.34         | 40.14.2.4          | 40.2.1.81          | 40.7.1.29          |
| 40.11.1.37         | 40.14.2.50         | 40.2.1.88          | 40.7.1.30          |
| 40.11.1.38         | 40.14.3.31         | 40.2.1.89          | 40.7.1.68          |
| 40.11.1.39         | 40.2.1.100         | 40.2.1.90          | 40.7.3.6           |
| 40.11.1.40         | 40.2.1.101         | 40.2.1.91          | 40.8.1.247         |
| 40.11.1.41         | 40.2.1.102         | 40.2.1.92          | 40.8.1.249         |
| 40.11.1.42         | 40.2.1.103         | 40.2.1.93          | 40.8.1.250         |
| 40.11.1.43         | 40.2.1.104         | 40.2.1.94          | 40.8.1.39          |
| 40.11.1.44         | 40.2.1.105         | 40.2.1.95          | 40.8.1.40          |
| 40.11.1.45         | 40.2.1.106         | 40.2.1.96          | 40.8.1.51          |
| 40.11.1.46         | 40.2.1.107         | 40.2.1.97          | 40.8.3.16          |
| 40.11.1.47         | 40.2.1.108         | 40.2.1.98          |                    |
| 40.11.1.48         | 40.2.1.109         | 40.2.1.99          |                    |
| 40.11.1.50         | 40.2.1.110         | 40.2.2.3           |                    |
| 40.11.1.66         | 40.2.1.111         | 40.2.2.6           |                    |
| 40.11.2.2          | 40.2.1.112         | 40.2.2.8           |                    |

**Replacement MMIS Pricing Table C**  
**Replacement Phase - RFP Requirements Allocation Table**  
**North Carolina Health Choice**

| Requirement Number | Requirement Number |
|--------------------|--------------------|
| 40.12.1.71         | 40.4.1.39          |
| 40.12.1.72         | 40.6.1.94          |
| 40.12.2.21         | 40.7.1.68          |
| 40.14.1.104        | 40.7.1.69          |
| 40.2.1.124         | 40.7.2.48          |
| 40.2.1.125         | 40.7.2.49          |
| 40.2.2.10          | 40.7.2.50          |
| 40.2.2.11          | 40.8.1.232         |
| 40.2.2.12          | 40.8.1.384         |
| 40.4.1.38          | 40.8.1.385         |

**Replacement MMIS Pricing Table D**  
**Replacement Phase - RFP Requirements Allocation Table**  
**Ticket to Work**

| Requirement Number |  | Requirement Number |
|--------------------|--|--------------------|
| 40.14.1.100        |  | 40.14.2.33         |
| 40.14.1.101        |  | 40.14.2.72         |
| 40.14.1.102        |  | 40.14.2.73         |
| 40.14.1.103        |  | 40.14.2.74         |
| 40.14.1.105        |  | 40.14.2.75         |
| 40.14.1.53         |  | 40.14.2.76         |
| 40.14.1.55         |  | 40.14.2.77         |
| 40.14.1.56         |  | 40.14.2.78         |
| 40.14.1.57         |  | 40.14.2.79         |
| 40.14.1.96         |  | 40.14.2.80         |
| 40.14.1.97         |  | 40.14.3.54         |
| 40.14.1.98         |  | 40.2.2.9           |
| 40.14.1.99         |  |                    |

**Replacement MMIS Pricing Table E**  
**Replacement Phase - DDI Marginal Price of Non-Title XIX/XXI Requirements**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| <b>Line Item</b> | <b>Business Area Requirements</b>   | <b>Marginal Price of Non-Title XIX/XXI Requirements</b> |
|------------------|---|---|
| <b>1</b>         | <b>General Requirements</b>   | \$ 1,760,207.04   |
| <b>2</b>         | <b>Recipient Requirements</b>   | \$ 79,989.80  |
| <b>3</b>         | <b>Eligibility Verification System Requirements</b>   | N/A   |
| <b>4</b>         | <b>Automated Voice Response System Requirements</b>   | \$ -  |
| <b>5</b>         | <b>Provider Requirements</b>  | \$ -  |
| <b>6</b>         | <b>Reference Requirements</b>   | \$ 853,960.67   |
| <b>7</b>         | <b>Prior Approval Requirements</b>  | \$ -  |
| <b>8</b>         | <b>Claims Processing Requirements</b>   | \$ 334,877.00   |
| <b>9</b>         | <b>Managed Care Requirements</b>  | N/A   |
| <b>10</b>        | <b>Health Check Requirements</b>  | N/A   |
| <b>11</b>        | <b>Third-Party Liability Requirements</b>   | \$ 220,077.90   |
| <b>12</b>        | <b>Drug Rebate Requirements</b>   | N/A   |
| <b>13</b>        | <b>Management Administrative and Reporting System Requirements</b>                          | N/A   |
| <b>14</b>        | <b>Financial Management and Accounting Requirements</b>                                     | \$ 47,159.55  |
|                  | <b><i>Total Marginal Price for Non-Title XIX/XXI Requirements for Replacement Phase</i></b> | \$ 3,296,271.96   |

**Replacement MMIS Pricing Table F**  
**Replacement Phase - DDI Marginal Price of Legislatively-Mandated Requirements**  
**Offeror Name\_\_\_\_\_EDS, an HP Company\_\_\_\_\_**

| <b>Line Item</b> | <b>Benefit Plan / Program</b>                           | <b>Marginal Price</b>  |
|------------------|---|------------------------|
| 1                | Ticket to Work  | \$ 1,451,023.44        |
| 2                | CAP-MR/DD and/or CAP/C                                  | \$ 70,724.21           |
| 3                | Medicaid Waivers  | \$ -                   |
| 4                | Medicare 646 Waiver as it applies to Medicaid eligibles | \$ -                   |
| 5                | NC Health Choice  | \$ 1,929,533.19        |
| 6                | Kids Care   | \$ 64,294.73           |
|                  | <b>Total</b>  | <b>\$ 3,515,575.57</b> |

**Replacement MMIS Pricing Table G**  
**Replacement Phase - All-Inclusive Hourly Rates and Pool Size for Personnel**  
**Performing Modifications for the Replacement Phase Additional Functionality Pool**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Proposed Size of Additional Functionality Pool |                       |
|--|-----------------------|
| <b>Dollars</b>                                 | <b>\$1,299,775.17</b> |
| <b>Estimated Hours</b>                         | <b>14,116.0</b>       |

| Line Item            | Position                             |      | Rate                |                        |                        |                        |                        |                        |
|----------------------|--------------------------------------|------|---------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                      |                                      |      | Percent Typical Use | Hourly Rate DDI Year 1 | Hourly Rate DDI Year 2 | Hourly Rate DDI Year 3 | Hourly Rate DDI Year 4 | Hourly Rate DDI Year 5 |
|                      |                                      |      |                     |                        |                        |                        |                        | Hourly Rate DDI Year 6 |
| 1                    | Senior business analysts             | 8%   | \$96.66             | \$99.56                | \$102.55               | \$105.63               | \$108.80               | \$0.00                 |
| 2                    | Business analysts                    | 10%  | \$65.57             | \$67.54                | \$69.57                | \$71.66                | \$73.81                | \$0.00                 |
| 3                    | Information analyst                  | 20%  | \$78.77             | \$81.13                | \$83.56                | \$86.07                | \$88.65                | \$0.00                 |
| 4                    | Information specialist               | 30%  | \$96.66             | \$99.56                | \$102.55               | \$105.63               | \$108.80               | \$0.00                 |
| 5                    | Senior information specialist        | 6%   | \$111.41            | \$114.75               | \$118.19               | \$121.74               | \$125.39               | \$0.00                 |
| 6                    | Testers                              | 11%  | \$80.56             | \$82.98                | \$85.47                | \$88.03                | \$90.67                | \$0.00                 |
| 7                    | Senior testers                       | 4%   | \$97.92             | \$100.86               | \$103.89               | \$107.01               | \$110.22               | \$0.00                 |
| 8                    | Project Managers                     | 7%   | \$106.09            | \$109.27               | \$112.55               | \$115.93               | \$119.41               | \$0.00                 |
| 9                    | DBA                                  | 2%   | \$106.09            | \$109.27               | \$112.55               | \$115.93               | \$119.41               | \$0.00                 |
| 10                   | Technical infrastructure/ architects | 1%   | \$111.41            | \$114.75               | \$118.19               | \$121.74               | \$125.39               | \$0.00                 |
| 11                   | Senior Consultant                    | 1%   | \$116.10            | \$119.58               | \$123.17               | \$126.87               | \$130.68               | \$0.00                 |
| <b>Total Percent</b> |                                      | 100% |                     |                        |                        |                        |                        |                        |

Note: Add or delete rows, as necessary

**Replacement MMIS Pricing Table H**  
**Operations Phase - Anticipated Volume**

| Time Frame                                  | Non-Pharmacy FCBU | Non-Pharmacy ECBU | Total Non-Pharmacy CBU's | Pharmacy FCBU |
|---|-------------------|-------------------|--------------------------|---------------|
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 137,648,263       | 835,556           | 138,483,819              | 17,120,423    |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 139,814,078       | 864,800           | 140,678,878              | 18,276,996    |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 142,022,839       | 895,068           | 142,917,907              | 19,515,010    |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 144,276,992       | 926,395           | 145,203,387              | 20,840,395    |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 146,579,366       | 958,819           | 147,538,185              | 22,259,542    |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 148,933,256       | 992,378           | 149,925,634              | 23,779,349    |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 151,342,512       | 1,027,111         | 152,369,623              | 25,407,265    |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 153,811,646       | 1,063,060         | 154,874,706              | 27,151,343    |



**Replacement MMIS Pricing Table I**  
**Operations Phase - Fixed Price Per Day Due to Fixed Costs by State Fiscal Year**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| Time Frame                                  | Days in Year | Fixed Price Per Day Due to Fixed Costs (\$) | Fixed Price Per Year Due to Fixed Costs (\$) |
|---|--------------|---|--|
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 365          | \$ -  | \$ -   |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 366          | \$ 70,476.87                                | \$ 25,794,534.42                             |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 365          | \$ 55,679.62                                | \$ 20,323,061.30                             |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 365          | \$ 53,573.73                                | \$ 19,554,411.45                             |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 365          | \$ 53,518.45                                | \$ 19,534,234.25                             |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 366          | \$ 53,668.24                                | \$ 19,642,575.84                             |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 365          | \$ 54,801.42                                | \$ 20,002,518.30                             |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 365          | \$ 54,122.61                                | \$ 19,754,752.65                             |

**Replacement MMIS Pricing Table J**  
**Operations Phase - Variable Pricing for Non-Pharmacy FCBU and ECBU by State Fiscal Year**  
**Offeror Name** EDS, an HP Company

| Coeff. A     | Coeff. B  | Time Frame                                  | Days in Year | Anticipated Average Annual Volume | Anticipated Average Daily Volume | Average Daily Price at Anticipated Volume (\$) | Upper Limit of Valid CBU Average Daily Volume (% Anticipated Volume) |
|--------------|-----------|---|--------------|-----------------------------------|----------------------------------|--|--|
| 0            | 0.0000000 | SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 365          | 138,483,819                       | 379,408                          | \$ -   | 0  |
| -3.88889E-08 | 0.0791346 | SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 366          | 140,678,878                       | 384,369                          | \$ 24,671.44                                   | 168  |
| -3.49734E-08 | 0.0724976 | SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 365          | 142,917,907                       | 391,556                          | \$ 23,024.88                                   | 168  |
| -3.25681E-08 | 0.0685914 | SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 365          | 145,203,387                       | 397,817                          | \$ 22,132.67                                   | 168  |
| -3.19717E-08 | 0.0684177 | SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 365          | 147,538,185                       | 404,214                          | \$ 22,431.58                                   | 168  |
| -3.11674E-08 | 0.0675910 | SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 366          | 149,925,634                       | 409,633                          | \$ 22,457.63                                   | 168  |
| -2.97052E-08 | 0.0656492 | SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 365          | 152,369,623                       | 417,451                          | \$ 22,228.74                                   | 168  |
| -2.91731E-08 | 0.0655331 | SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 365          | 154,874,706                       | 424,314                          | \$ 22,554.23                                   | 168  |

**Replacement MMIS Pricing Table K**  
**Operations Phase - Variable Pricing for Pharmacy FCBU by State Fiscal Year**  
**Offeror Name** EDS, an HP Company

| Coeff. A      | Coeff. B | Time Frame                                  | Days in Year | Anticipated Average Annual Volume | Anticipated Average Daily Volume | Average Daily Price at Anticipated Volume (\$) | Upper Limit of Valid CBU Average Daily Volume (% Anticipated Volume) |
|---------------|----------|---|--------------|-----------------------------------|----------------------------------|--|--|
| 0.000000E+00  | 0.000000 | SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 365          | 17,120,423                        | 46,905                           | \$ -   | 0  |
| -2.195990E-12 | 0.075314 | SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 366          | 18,276,996                        | 49,937                           | \$ 3,760.97                                    | 168  |
| -8.775640E-12 | 0.079256 | SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 365          | 19,515,010                        | 53,466                           | \$ 4,237.45                                    | 168  |
| -6.564000E-12 | 0.071621 | SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 365          | 20,840,395                        | 57,097                           | \$ 4,089.34                                    | 168  |
| -5.719130E-12 | 0.069737 | SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 365          | 22,259,542                        | 60,985                           | \$ 4,252.91                                    | 168  |
| -7.748050E-12 | 0.068400 | SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 366          | 23,779,349                        | 64,971                           | \$ 4,443.99                                    | 168  |
| -4.053350E-12 | 0.067022 | SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 365          | 25,407,265                        | 69,609                           | \$ 4,665.29                                    | 168  |
| -3.743050E-12 | 0.064538 | SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 365          | 27,151,343                        | 74,387                           | \$ 4,800.80                                    | 168  |

**Replacement MMIS Pricing Table L**  
**Operations Phase - CBU Price Summary by Contract Year**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

|                         | Fixed Price Due to<br>Fixed Costs | Price Due to<br>Variable Costs<br>Non-Pharmacy<br>ECBUs and<br>FCBUs | Price Due to<br>Variable Costs<br>Pharmacy FCBUs | Total Fixed Price<br>per Operations<br>Year |
|-------------------------|-----------------------------------|--|--|---|
| Operations Phase Year 1 | \$ 25,335,819.67                  | \$ 8,978,702.25  | \$ 1,391,284.62                                  | \$ 35,705,806.54                            |
| Operations Phase Year 2 | \$ 20,257,778.71                  | \$ 8,376,423.04  | \$ 1,542,079.12                                  | \$ 30,176,280.87                            |
| Operations Phase Year 3 | \$ 19,552,697.77                  | \$ 8,087,691.37  | \$ 1,497,681.05                                  | \$ 29,138,070.19                            |
| Operations Phase Year 4 | \$ 19,538,877.74                  | \$ 8,188,333.78  | \$ 1,558,236.03                                  | \$ 29,285,447.55                            |
| Operations Phase Year 5 | \$ 19,677,704.42                  | \$ 8,212,398.42  | \$ 1,633,360.57                                  | \$ 29,523,463.41                            |
| <b>Total</b>            | \$ 104,362,878.31                 | \$ 41,843,548.86   | \$ 7,622,641.39                                  | \$ 153,829,068.56                           |

**Replacement MMIS Pricing Table M1**  
**Operations Phase - Recipient Management Fixed Price Per Day Due to Fixed Costs by**  
**State Fiscal Year**

**Offeror Name**\_\_EDS, an HP Company\_\_\_\_\_

| Time Frame                                  | Days in Year | Fixed Price Per Day Due to Fixed Costs (\$) | Fixed Price Per Year Due to Fixed Costs (\$) |
|---|--------------|---|--|
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 365          | \$ -  | \$ -   |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 366          | \$ 495.73                                   | \$ 181,437.18                                |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 365          | \$ 494.78                                   | \$ 180,594.70                                |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 365          | \$ 501.75                                   | \$ 183,138.75                                |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 365          | \$ 508.82                                   | \$ 185,719.30                                |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 366          | \$ 514.59                                   | \$ 188,339.94                                |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 365          | \$ 523.28                                   | \$ 190,997.20                                |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 365          | \$ 530.68                                   | \$ 193,698.20                                |

**Replacement MMIS Pricing Table M2**  
**Operations Phase - Variable Pricing for Recipient Management Prices by State Fiscal Year**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| Time Frame                                  | Days in Year | Non-Premium Paying Recipients |           |   |  |  | Premium Paying Recipients |           |   |  |  |
|---|--------------|-------------------------------|-----------|---|--|--|---------------------------|-----------|---|--|--|
|   |              | Coeff. A                      | Coeff. B  | Anticipated Number of Non-Premium Paying Recipients Managed | Average Daily Price at Anticipated Volume (\$) | Upper Limit of Valid Recipient Average Daily Volume (% Anticipated Volume) | Coeff. C                  | Coeff. D  | Anticipated Number of Premium Paying Recipients Managed | Average Daily Price at Anticipated Volume (\$) | Upper Limit of Valid Recipient Average Daily Volume (% Anticipated Volume) |
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | 365          | 0                             | 0         | 125,687   | \$ -   | 0.0  | 0                         | 0         | 16,500  | \$ -   | 0.0  |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | 366          | -5.11828E-14                  | 0.0100836 | 127,573   | \$ 1,286.39                                    | 158.0  | -1.08968E-11              | 0.0295367 | 16,500  | \$ 487.35                                      | 158.0  |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | 365          | -5.11828E-14                  | 0.0100836 | 129,486   | \$ 1,305.69                                    | 158.0  | -1.08968E-11              | 0.0297053 | 16,500  | \$ 490.13                                      | 158.0  |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | 365          | -5.11800E-14                  | 0.0100836 | 131,429   | \$ 1,325.27                                    | 158.0  | -1.08968E-11              | 0.0303644 | 16,500  | \$ 501.01                                      | 158.0  |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | 365          | -5.11800E-14                  | 0.0100836 | 133,400   | \$ 1,345.15                                    | 158.0  | -1.08968E-11              | 0.0308264 | 16,500  | \$ 508.63                                      | 158.0  |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | 366          | -5.11828E-14                  | 0.0101894 | 135,401   | \$ 1,379.65                                    | 158.0  | -1.08968E-11              | 0.0311801 | 16,500  | \$ 514.47                                      | 158.0  |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | 365          | -5.11828E-14                  | 0.0103529 | 137,432   | \$ 1,422.82                                    | 158.0  | -8.93786E-12              | 0.0319027 | 16,500  | \$ 526.39                                      | 158.0  |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | 365          | -5.11828E-14                  | 0.0104907 | 139,494   | \$ 1,463.38                                    | 158.0  | -1.08968E-11              | 0.0326153 | 16,500  | \$ 538.15                                      | 158.0  |

**Replacement MMIS Pricing Table N**  
**Operations Phase - Recipient Management Prices by Contract Year**  
**Offeror Name** EDS, an HP Company

|                         | Fixed Price Due to Fixed Costs | Price Due to Variable Costs Non-Premium Paying Recipients | Price Due to Variable Costs Premium Paying Recipients | Total Price per Operations Year |
|-------------------------|--------------------------------|---|---|---------------------------------|
| Operations Phase Year 1 | \$ 181,407.73                  | \$ 471,417.60   | \$ 178,457.28   | \$ 831,282.61                   |
| Operations Phase Year 2 | \$ 180,810.77                  | \$ 477,183.17   | \$ 179,236.22   | \$ 837,230.16                   |
| Operations Phase Year 3 | \$ 183,357.92                  | \$ 484,340.91   | \$ 183,104.83   | \$ 850,803.66                   |
| Operations Phase Year 4 | \$ 185,898.17                  | \$ 492,050.11   | \$ 185,831.83   | \$ 863,780.11                   |
| Operations Phase Year 5 | \$ 188,609.33                  | \$ 506,291.78   | \$ 188,665.16   | \$ 883,566.27                   |
| <b>Total</b>            | <b>\$ 920,083.92</b>           | <b>\$ 2,431,283.57</b>                                    | <b>\$ 915,295.32</b>                                  | <b>\$ 4,266,662.81</b>          |

**Replacement MMIS Pricing Table O**  
**Operations Phase - All-Inclusive Hourly Rates for Personnel Performing Operations Phase Modifications**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| Line Item | Position                       |                     | Rate                 |                      |                      |                      |                      |                      |                      |                      |
|-----------|--------------------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
|           |                                | Percent Typical Use | Hourly Rate SFY10-11 | Hourly Rate SFY11-12 | Hourly Rate SFY12-13 | Hourly Rate SFY13-14 | Hourly Rate SFY14-15 | Hourly Rate SFY15-16 | Hourly Rate SFY16-17 | Hourly Rate SFY17-18 |
| 1         | Senior business analysts       | 6%                  | \$ -                 | \$ 88.00             | \$ 89.76             | \$ 91.56             | \$ 93.39             | \$ 95.25             | \$ 97.16             | \$ 99.10             |
| 2         | Business analysts              | 8%                  | \$ -                 | \$ 60.77             | \$ 61.99             | \$ 63.23             | \$ 64.49             | \$ 65.78             | \$ 67.09             | \$ 68.44             |
| 3         | Information analysts           | 22%                 | \$ -                 | \$ 91.17             | \$ 92.54             | \$ 93.93             | \$ 95.33             | \$ 96.76             | \$ 98.22             | \$ 99.69             |
| 4         | Information specialists        | 30%                 | \$ -                 | \$ 102.46            | \$ 104.72            | \$ 104.79            | \$ 107.94            | \$ 111.18            | \$ 114.51            | \$ 117.95            |
| 5         | Senior information specialists | 6%                  | \$ -                 | \$ 123.74            | \$ 124.86            | \$ 125.48            | \$ 126.10            | \$ 127.13            | \$ 129.50            | \$ 132.45            |
| 6         | Testers                        | 11%                 | \$ -                 | \$ 87.78             | \$ 90.40             | \$ 91.29             | \$ 92.01             | \$ 94.88             | \$ 97.73             | \$ 100.66            |
| 7         | Senior testers                 | 4%                  | \$ -                 | \$ 104.81            | \$ 107.93            | \$ 109.01            | \$ 109.87            | \$ 113.29            | \$ 116.69            | \$ 120.19            |
| 8         | Project Manager                | 4%                  | \$ -                 | \$ 124.00            | \$ 127.70            | \$ 128.96            | \$ 129.98            | \$ 132.58            | \$ 135.23            | \$ 143.80            |
| 9         | DBA                            | 2%                  | \$ -                 | \$ 91.17             | \$ 93.89             | \$ 94.82             | \$ 95.57             | \$ 98.54             | \$ 101.50            | \$ 104.54            |
| 10        | Senior Tech Analyst            | 4%                  | \$ -                 | \$ 106.08            | \$ 107.24            | \$ 107.31            | \$ 107.35            | \$ 108.42            | \$ 110.59            | \$ 111.41            |
| 11        | Sr. Systems Architect          | 1%                  | \$ -                 | \$ 126.53            | \$ 127.92            | \$ 128.00            | \$ 128.05            | \$ 129.33            | \$ 131.92            | \$ 132.90            |
| 13        | Technical Supervisor           | 2%                  | \$ -                 | \$ 99.00             | \$ 100.08            | \$ 100.14            | \$ 100.19            | \$ 101.18            | \$ 103.21            | \$ 103.98            |
|           | Total Percent                  | 100%                |                      |                      |                      |                      |                      |                      |                      |                      |

Note: Add or delete rows, as necessary



**Replacement MMIS Pricing Table P**  
**Operations Phase - Size of Operations Phase Modification Pool**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| Operations Contract Year | Operations Modification Pool<br>Total Dollars (\$) | Estimated Operations<br>Modification Pool Size<br>(Hours) |
|--------------------------|--|---|
| 1                        | \$ 8,000,000                                       | 82,917  |
| 2                        | \$ 8,000,000                                       | 81,279  |
| 3                        | \$ 8,000,000                                       | 80,633  |
| 4                        | \$ 8,000,000                                       | 79,295  |
| 5                        | \$ 8,000,000                                       | 77,563  |
| <b>Total</b>             | \$ 40,000,000                                      |   |

**Replacement MMIS Pricing Table Q**  
**Operations Phase - Unit Prices for Additional Training**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| <b>Time Frame</b>                           | <b>Price Per Class<br/>Additional Classes Above<br/>the 12 Required in 40.1.2.81</b> | <b>Price Per Class<br/>Additional Classes Above<br/>the 70 Required in<br/>40.1.2.86</b> |
|---|--|--|
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | \$ -   | \$ -   |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | \$ 167.07  | \$ 728.53  |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | \$ 169.08  | \$ 731.44  |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | \$ 173.95  | \$ 738.48  |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | \$ 178.96  | \$ 745.72  |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | \$ 184.13  | \$ 753.20  |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | \$ 189.45  | \$ 760.88  |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | \$ 194.93  | \$ 768.80  |

**Replacement MMIS Pricing Table R**  
**Turnover Phase - Milestone/Deliverable Payment Table**  
**Offeror Name\_\_EDS, an HP Company\_\_\_\_\_**

| Line Item                        | IMS Traceability | Proposed Milestone/Deliverable  | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount     | Anticipated Invoice Date [Month Relative to Turnover Start] |
|----------------------------------|------------------|---|----------------------------------|--|---------------|---|
| 1                                | 1.5.22.8         | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Project Turnover IMP   | M                                | 10%  | \$ 64,428.00  | 1   |
| 2                                | 1.5.26           | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Inventory of Turnover Items  | M                                | 2%   | \$ 12,885.60  | 2   |
| 3                                | 1.4.1.24         | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Turnover Project IMS   | M                                | 10%  | \$ 64,428.00  | 2   |
| 4                                | 1.3.10           | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Overview of the Replacement MMIS technical and operational environment | M                                | 15%  | \$ 96,642.00  | 6   |
| 5                                | 1.5.1            | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of System Documentation for Turnover  | M                                | 10%  | \$ 64,428.00  | 7   |
| 6                                | 1.5.5            | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Operational Documentation and Procedures for Turnover                      | M                                | 10%  | \$ 64,428.00  | 7   |
| 7                                | 1.5.8            | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of interChange code in escrow   | M                                | 10%  | \$ 64,428.00  | 8   |
| 8                                | 1.5.13           | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of all State Owned Hardware and Software                                      | M                                | 10%  | \$ 64,428.00  | 9   |
| 9                                | 1.5.16           | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of all Documents and Records  | M                                | 10%  | \$ 64,428.00  | 9   |
| 10                               | 1.5.17           | PAYMENT MILESTONE: NC MMIS Turnover - DHHS Acceptance of Completion of NC MMIS Turnover   | M                                | 10%  | \$ 64,428.00  | 9   |
| 11                               | 1.5.20           | Deliverable: NC MMIS Turnover - DHHS Acceptance of Turnover Results Report  | M                                | 1%   | \$ 6,442.80   | 10  |
| 12                               | 1.5.21.4         | MILESTONE: NC MMIS Turnover - DHHS Acceptance of the Financial Reconciliation   | M                                | 1%   | \$ 6,442.80   | 11  |
| 13                               | 1.5.21.5         | MILESTONE: NC MMIS Turnover - DHHS Acceptance of Completion of Post-Turnover Support  | M                                | 1%   | \$ 6,442.80   | 12  |
| <b>Total Dollars and Percent</b> |                  |   |                                  | 100%   | \$ 644,280.00 |   |

**Replacement MMIS Pricing Table S**  
**Estimated Provider Enrollment, Credentialing, and Verification Itemized Prices by State Fiscal Year**  
**Offeror Name** EDS, an HP Company

| Functions  | SFY 08 - 09  | SFY 09 - 10 |             |             |             |             |             |             |             |             |
|--|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>CV</b><br>Initial Credentialing<br>Initial Verification | 38000  |             |             |             |             |             |             |             |             |             |
|  |  |             |             |             |             |             |             |             |             |             |
| <b>Itemized Pricing<br/>(per provider serviced)</b>        | SFY 08 - 09  | SFY 09 - 10 |             |             |             |             |             |             |             |             |
| <b>CV</b><br>Initial Credentialing<br>Initial Verification | \$ 24.24   |             |             |             |             |             |             |             |             |             |
| Anticipated Volume   |  |             |             |             |             |             |             |             |             |             |
| Functions  | SFY 08 - 09  | SFY 09 - 10 | SFY 10 - 11 | SFY 11 - 12 | SFY 12 - 13 | SFY 13 - 14 | SFY 14 - 15 | SFY 15 - 16 | SFY 16 - 17 | SFY 17 - 18 |
| <b>EC</b><br>Enroll<br>Credential                          | 5600   | 5880        | 6174        | 6483        | 6807        | 7147        | 7505        | 7880        | 8274        | 8687        |
| <b>EV</b><br>Enroll<br>Verify                              | 1350   | 1418        | 1488        | 1563        | 1641        | 1723        | 1809        | 1900        | 1995        | 2094        |
| <b>E</b><br>Enroll   | 50   | 53          | 55          | 58          | 61          | 64          | 67          | 70          | 74          | 78          |
| <b>V</b><br>Verify   |  | 35175       | 36934       | 38780       | 40719       | 42755       | 44893       | 47138       | 49495       | 51969       |
| <b>C</b><br>Credential (or Recredential)                   |  | 17150       | 18008       | 18908       | 19853       | 20846       | 21888       | 22983       | 24132       | 25338       |
|  | Note that ongoing Credentialing and Verification identified in the shaded cells will only begin after completion of the initial Credentialing and Verification required in the first 12 months of the contract |             |             |             |             |             |             |             |             |             |
| Summation of Anticipated Services                          |  |             |             |             |             |             |             |             |             |             |
| Itemized Activities*                                       | SFY 08 - 09  | SFY 09 - 10 | SFY 10 - 11 | SFY 11 - 12 | SFY 12 - 13 | SFY 13 - 14 | SFY 14 - 15 | SFY 15 - 16 | SFY 16 - 17 | SFY 17 - 18 |
| <b>E</b> - Enroll  | 7000   | 7350        | 7718        | 8103        | 8509        | 8934        | 9381        | 9850        | 10342       | 10859       |
| <b>C</b> - Credential                                      | 5600   | 23030       | 24182       | 25391       | 26660       | 27993       | 29393       | 30862       | 32406       | 34026       |
| <b>V</b> - Verify  | 1350   | 36593       | 38422       | 40343       | 42360       | 44478       | 46702       | 49037       | 51489       | 54064       |
| Price Per Provider   |  |             |             |             |             |             |             |             |             |             |
| Itemized Pricing<br>(per provider serviced)                | SFY 08 - 09  | SFY 09 - 10 | SFY 10 - 11 | SFY 11 - 12 | SFY 12 - 13 | SFY 13 - 14 | SFY 14 - 15 | SFY 15 - 16 | SFY 16 - 17 | SFY 17 - 18 |
| <b>E</b> - Enroll  | \$ 76.58   | \$ 76.58    | \$ 76.58    | \$ 53.35    | \$ 54.95    | \$ 56.60    | \$ 58.30    | \$ 60.05    | \$ 61.85    | \$ 63.71    |
| <b>C</b> - Credential                                      | \$ 17.58   | \$ 17.58    | \$ 17.58    | \$ 13.97    | \$ 14.39    | \$ 14.82    | \$ 15.27    | \$ 15.72    | \$ 16.20    | \$ 16.68    |
| <b>V</b> - Verify  | \$ 7.70  | \$ 7.70     | \$ 7.70     | \$ 6.16     | \$ 6.34     | \$ 6.54     | \$ 6.73     | \$ 6.93     | \$ 7.14     | \$ 7.36     |

**Replacement MMIS Pricing Table T**  
**Estimated Provider Enrollment, Credentialing, and Verification**  
**Prices by Contract Year**  
**Offeror Name** EDS, an HP Company

|                          | Initial<br>Credentialing<br>and<br>Verification<br>Est. Quantity | Initial<br>Credentialing<br>and Verification<br>Price | Ongoing<br>Enrollment<br>Est. Quantity | Ongoing<br>Enrollment<br>Price | Ongoing<br>Credentialing<br>Est. Quantity | Ongoing<br>Credentialing<br>Price | Ongoing<br>Verification<br>Est. Quantity | Ongoing<br>Verification<br>Price | Total Annual Price |
|--------------------------|--|---|--|--------------------------------|---|-----------------------------------|--|----------------------------------|--------------------|
| Replacement Phase Year 1 | 38000  | \$ 921,120.00   | 7196                                   | \$ 551,037.80                  | 5756                                      | \$ 101,170.12                     | 1388                                     | \$ 10,687.60                     | \$ 1,584,015.52    |
| Replacement Phase Year 2 |  |   | 7556                                   | \$ 578,605.00                  | 23674                                     | \$ 416,105.18                     | 37615                                    | \$ 289,635.50                    | \$ 1,284,345.68    |
| Replacement Phase Year 3 |  |   | 4093                                   | \$ 298,077.06                  | 12823                                     | \$ 217,917.92                     | 20374                                    | \$ 151,813.89                    | \$ 667,808.87      |
| Replacement Phase Year 4 |  |   | 0                                      | \$ -                           | 0   | \$ -                              | 0  | \$ -                             | \$ -               |
| Total Replacement Phase  |  |   |  |                                |   |                                   |  |                                  | \$ 3,536,170.07    |

|                         | Initial<br>Credentialing<br>and<br>Verification<br>Est. Quantity | Initial<br>Credentialing<br>and Verification<br>Price | Ongoing<br>Enrollment<br>Est. Quantity | Ongoing<br>Enrollment<br>Price | Ongoing<br>Credentialing<br>Est. Quantity | Ongoing<br>Credentialing<br>Price | Ongoing<br>Verification<br>Est. Quantity | Ongoing<br>Verification<br>Price | Total Annual Price |
|-------------------------|--|---|--|--------------------------------|---|-----------------------------------|--|----------------------------------|--------------------|
| Operations Phase Year 1 |  |   | 8137                                   | \$ 435,234.85                  | 25498                                     | \$ 357,133.05                     | 40514                                    | \$ 250,200.38                    | \$ 1,042,568.28    |
| Operations Phase Year 2 |  |   | 8545                                   | \$ 470,773.11                  | 26773                                     | \$ 386,243.51                     | 42540                                    | \$ 270,595.50                    | \$ 1,127,612.12    |
| Operations Phase Year 3 |  |   | 8972                                   | \$ 509,126.94                  | 28112                                     | \$ 417,727.56                     | 44667                                    | \$ 292,649.04                    | \$ 1,219,503.54    |
| Operations Phase Year 4 |  |   | 9421                                   | \$ 550,644.16                  | 29518                                     | \$ 451,778.48                     | 46900                                    | \$ 316,497.57                    | \$ 1,318,920.21    |
| Operations Phase Year 5 |  |   | 9892                                   | \$ 595,514.51                  | 30993                                     | \$ 488,580.84                     | 49245                                    | \$ 342,289.75                    | \$ 1,426,385.10    |
| Total Operations Phase  |  |   |  |                                |   |                                   |  |                                  | \$ 6,134,989.25    |

|              |  |  |  |  |  |  |  |  |                 |
|--------------|--|--|--|--|--|--|--|--|-----------------|
| <b>Total</b> |  |  |  |  |  |  |  |  | \$ 9,671,159.32 |
|--------------|--|--|--|--|--|--|--|--|-----------------|

**Replacement MMIS Pricing Table U**  
**Retrospective Drug Utilization Review - Prices for RetroDUR by State Fiscal Year and Contract Year**  
**Offeror Name\_\_\_\_\_EDS, an HP Company\_\_\_\_\_**

| Time Frame                                  | Price Per Month for RetroDUR Services |
|---|---------------------------------------|
| SFY 08 - 09<br>July 1, 2008 - June 30, 2009 | \$ 37,160.00                          |
| SFY 09 - 10<br>July 1, 2009 - June 30, 2010 | \$ 22,296.00                          |
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | \$ 22,296.00                          |
| SFY 11 - 12<br>July 1, 2011 - June 30, 2012 | \$ 23,297.00                          |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | \$ 23,996.00                          |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | \$ 24,716.00                          |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | \$ 25,457.00                          |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | \$ 26,221.00                          |
| SFY 16 - 17<br>July 1, 2016 - June 30, 2017 | \$ 27,007.00                          |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | \$ 27,818.00                          |

| Contract Year               | Price Per Contract Year for RetroDUR Services |
|-----------------------------|---|
| Replacement Phase<br>Year 1 | \$ 267,552.00                                 |
| Replacement Phase<br>Year 2 | \$ 267,552.00                                 |
| Replacement Phase<br>Year 3 | \$ 133,776.00                                 |
| Replacement Phase<br>Year 4 | \$ -  |
| Operations Phase<br>Year 1  | \$ 280,263.00                                 |
| Operations Phase<br>Year 2  | \$ 288,672.00                                 |
| Operations Phase<br>Year 3  | \$ 297,333.00                                 |
| Operations Phase<br>Year 4  | \$ 306,248.00                                 |
| Operations Phase<br>Year 5  | \$ 315,438.00                                 |
| <b>Total</b>                | <b>\$ 2,156,834.00</b>                        |

The formula in cell G16 was incorrect. It wasn't including costs in cell G15.  
EDS corrected it to include cell G15.

Replacement MMIS Pricing Table V  
Data Center Operations  
Offeror Name\_\_EDS, an HP Company\_\_\_\_\_

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|                                | Line Item | Account   | SFY 08-09       | SFY 09-10       | SFY 10-11       | SFY 11-12       | SFY 12-13       | SFY 13-14       | SFY 14-15       | SFY 15-16       | SFY 16-17       | SFY 17-18       | Total            |
|--------------------------------|-----------|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| General & Administrative       | 1         | Employee Labor  | \$ 174,677.41   | \$ 524,032.22   | \$ 476,392.93   | \$ 729,535.19   | \$ 763,036.32   | \$ 774,098.25   | \$ 785,326.11   | \$ 796,722.39   | \$ 808,289.61   | \$ 891,453.11   | \$ 6,723,563.54  |
|                                | 2         | Contract Labor  | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 3         | Electrical and Other Energy/Utility                   | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 4         | Facility Maintenance / Janitorial / Etc.              | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 5         | Disaster Recovery Services                            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 6         | Other Purchased Services                              | \$ -            | \$ -            | \$ 6,721.41     | \$ 16,608.30    | \$ 12,086.54    | \$ 12,449.14    | \$ 12,822.61    | \$ 13,207.29    | \$ 13,603.51    | \$ 14,011.61    | \$ 101,510.41    |
|                                | 7         | Office / Other Supplies                               | \$ 14,443.84    | \$ 57,775.36    | \$ 57,775.36    | \$ 208,995.13   | \$ 170,633.52   | \$ 175,752.53   | \$ 181,025.11   | \$ 186,455.86   | \$ 192,049.53   | \$ 197,811.02   | \$ 1,442,717.26  |
| Property, Plant, and Equipment | 8         | Hardware (Non-Storage and Non-Telecom)                | \$ 1,594,297.67 | \$ 2,703,782.03 | \$ 3,862,266.03 | \$ 3,908,668.40 | \$ 2,849,113.24 | \$ 2,338,011.54 | \$ 2,444,150.93 | \$ 1,527,621.37 | \$ 1,009,830.72 | \$ 417,582.68   | \$ 22,655,324.61 |
|                                | 8a        | Development System                                    | \$ 1,496,977.15 | \$ 2,337,721.66 | \$ 2,941,262.83 | \$ 3,018,418.54 | \$ 2,233,036.25 | \$ 2,053,716.30 | \$ 2,118,455.24 | \$ 1,202,180.64 | \$ 905,036.31   | \$ 349,058.51   | \$ 18,655,863.43 |
|                                | 8b        | Testing System  | \$ 32,230.26    | \$ 116,248.93   | \$ 135,011.75   | \$ 105,250.07   | \$ 24,384.09    | \$ 82,974.27    | \$ 87,589.14    | \$ 82,959.02    | \$ 6,100.69     | \$ 15,245.23    | \$ 687,993.45    |
|                                | 8c        | Production System                                     | \$ 65,090.26    | \$ 249,811.44   | \$ 364,529.46   | \$ 315,510.34   | \$ 119,410.24   | \$ 135,103.11   | \$ 169,061.42   | \$ 168,378.65   | \$ 40,324.74    | \$ 14,391.64    | \$ 1,641,611.30  |
|                                | 8d        | Disaster Recovery                                     | \$ -            | \$ -            | \$ 421,461.99   | \$ 469,489.45   | \$ 472,282.66   | \$ 66,217.86    | \$ 69,045.13    | \$ 74,103.06    | \$ 58,368.98    | \$ 38,887.30    | \$ 1,669,856.43  |
|                                | 8e        | Other   | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 9         | Software (Non-Storage and Non-Telecom)                | \$ 493,544.21   | \$ 1,302,039.29 | \$ 2,733,994.32 | \$ 2,855,034.71 | \$ 2,154,456.92 | \$ 1,441,449.41 | \$ 1,617,096.49 | \$ 1,544,785.18 | \$ 1,310,653.44 | \$ 783,411.50   | \$ 16,236,465.47 |
|                                | 9a        | Development System                                    | \$ 225,618.97   | \$ 171,146.69   | \$ 173,081.64   | \$ 169,247.35   | \$ 110,719.67   | \$ 89,275.18    | \$ 92,670.66    | \$ 83,711.16    | \$ 100,355.50   | \$ 79,020.59    | \$ 1,294,847.41  |
|                                | 9b        | Testing System  | \$ 157,870.06   | \$ 553,697.43   | \$ 1,471,864.95 | \$ 1,677,676.08 | \$ 1,330,539.87 | \$ 842,398.42   | \$ 993,218.47   | \$ 953,186.40   | \$ 646,079.78   | \$ 220,203.92   | \$ 8,846,735.38  |
|                                | 9c        | Production System                                     | \$ 60,874.74    | \$ 457,930.62   | \$ 897,527.66   | \$ 885,746.75   | \$ 645,020.69   | \$ 439,654.66   | \$ 458,787.36   | \$ 441,241.90   | \$ 501,048.51   | \$ 460,102.74   | \$ 5,247,935.63  |
|                                | 9d        | Disaster Recovery                                     | \$ 49,180.44    | \$ 119,264.55   | \$ 191,520.07   | \$ 122,364.53   | \$ 68,176.69    | \$ 70,121.15    | \$ 72,420.00    | \$ 66,645.72    | \$ 63,169.65    | \$ 24,084.25    | \$ 846,947.05    |
|                                | 9e        | Other   | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 10        | Storage Technology                                    | \$ 153,086.67   | \$ 949,587.67   | \$ 1,173,871.21 | \$ 1,137,176.08 | \$ 811,447.03   | \$ 699,186.73   | \$ 588,441.22   | \$ 611,317.72   | \$ 634,719.25   | \$ 608,492.78   | \$ 7,367,326.36  |
|                                | 10a       | Development System                                    | \$ 21,080.75    | \$ 119,756.03   | \$ 124,196.67   | \$ 111,056.25   | \$ 61,207.88    | \$ 61,211.33    | \$ 61,473.87    | \$ 63,863.87    | \$ 66,308.81    | \$ 63,653.89    | \$ 753,809.35    |
|                                | 10b       | Testing System  | \$ 42,161.50    | \$ 239,512.06   | \$ 248,393.35   | \$ 222,112.50   | \$ 122,415.76   | \$ 122,422.67   | \$ 122,947.74   | \$ 127,727.74   | \$ 132,617.62   | \$ 127,307.79   | \$ 1,507,618.73  |
|                                | 10c       | Production System                                     | \$ 77,296.08    | \$ 439,105.44   | \$ 455,387.81   | \$ 407,206.24   | \$ 224,428.90   | \$ 224,441.55   | \$ 225,404.18   | \$ 234,167.52   | \$ 243,132.30   | \$ 233,397.61   | \$ 2,763,967.63  |
|                                | 10d       | Disaster Recovery                                     | \$ 12,548.34    | \$ 151,214.14   | \$ 345,893.38   | \$ 396,801.09   | \$ 403,394.49   | \$ 291,111.18   | \$ 178,615.43   | \$ 185,558.59   | \$ 192,660.52   | \$ 184,133.49   | \$ 2,341,930.65  |
|                                | 10e       | Other   | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 11        | Telecommunications Technology                         | \$ 14,641.02    | \$ 86,461.81    | \$ 148,323.80   | \$ 151,202.82   | \$ 153,677.54   | \$ 173,866.95   | \$ 97,360.04    | \$ 89,023.86    | \$ 58,793.72    | \$ 115,110.31   | \$ 1,088,461.87  |
|                                | 11a       | Hardware  | \$ 14,641.02    | \$ 84,817.87    | \$ 146,406.23   | \$ 149,263.88   | \$ 151,725.00   | \$ 170,456.72   | \$ 94,031.97    | \$ 85,762.35    | \$ 55,597.44    | \$ 111,977.96   | \$ 1,064,680.44  |
|                                | 11b       | Software  | \$ -            | \$ 1,643.94     | \$ 1,917.57     | \$ 1,938.94     | \$ 1,952.54     | \$ 3,410.23     | \$ 3,328.07     | \$ 3,261.51     | \$ 3,196.28     | \$ 3,132.35     | \$ 23,781.43     |
|                                | 11c       | Disaster Recovery                                     | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 11d       | Telecommunications Services                           | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 11e       | Other   | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
|                                | 12        | Real Estate (land, buildings, improvements, etc.)     | \$ 12,673.61    | \$ 30,571.67    | \$ 31,981.90    | \$ 33,735.67    | \$ 34,747.74    | \$ 35,790.17    | \$ 36,863.88    | \$ 37,969.79    | \$ 39,108.89    | \$ 40,282.15    | \$ 333,725.47    |
|                                | 13        | Other Disaster Recovery Property, Plant and Equipment | \$ -            | \$ -            | \$ 11,425.08    | \$ 23,192.91    | \$ 23,888.69    | \$ 24,605.35    | \$ 25,343.51    | \$ 26,103.82    | \$ 26,886.93    | \$ 27,693.54    | \$ 189,139.83    |
|                                | 14        | Other Property, Plant, and Equipment                  | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -            | \$ -             |
| Total                          |           | Total for Data Center Operations                      | \$ 2,457,364.43 | \$ 5,654,250.05 | \$ 8,502,752.04 | \$ 9,064,149.21 | \$ 6,973,087.54 | \$ 5,675,210.07 | \$ 5,788,429.90 | \$ 4,833,207.28 | \$ 4,093,935.60 | \$ 3,095,848.70 | \$ 56,138,234.82 |

**Replacement MMIS Pricing Table W**  
**Offeror-Proposed Options - Option Summary**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

EDS offers the State a 6-month pilot at no charge

| <b>Name of Option:</b> MEDai Care Management   |                 |
|--|-----------------|
| <b>DDI Price</b><br>- Do not include any costs for required capabilities. These should be included in the "Replacement Phase - DDI" tables<br>- Include a milestone payment chart for options requiring development  | \$ 70,200.00    |
| <b>Early Operations Price</b><br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Early Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include Contract Year and State Fiscal Year pricing charts if the unit price will vary by year  | \$ -            |
| <b>Operations Phase Price</b><br>- Do not include any costs for required capabilities. These should be included as part of the "Fiscal Agent Operations" tables<br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include contract and State Fiscal Year pricing charts if the unit price will vary by year | \$ 2,861,400.00 |
| <b>Turnover Price (if any)</b><br>- Do not include any costs for required capabilities. These should be included in the "Turnover Phase" tables  | \$ -            |
| <b>Total Price of Option</b>   | \$ 2,931,600.00 |



| Time Frame                   |      | Annual Price for MEDai Services |
|------------------------------|------|---------------------------------|
| SFY 08 - 09                  | July |                                 |
| 1, 2008 - June 30, 2009      |      | \$ -                            |
| SFY 09 - 10                  | July |                                 |
| 1, 2009 - June 30, 2010      |      | \$ -                            |
| SFY 10 - 11                  | July |                                 |
| 1, 2010 - June 30, 2011      |      | \$ -                            |
| SFY 11 - 12                  | July |                                 |
| 1, 2011 - June 30, 2012      |      | \$ -                            |
| SFY 12 - 13                  |      |                                 |
| July 1, 2012 - June 30, 2013 |      | \$ 58,500.00                    |
| SFY 13 - 14                  | July |                                 |
| 1, 2013 - June 30, 2014      |      | \$ 838,262.00                   |
| SFY 14 - 15                  |      |                                 |
| July 1, 2014 - June 30, 2015 |      | \$ 974,282.00                   |
| SFY 15 - 16                  |      |                                 |
| July 1, 2015 - June 30, 2016 |      | \$ 978,988.00                   |
| SFY 16 - 17                  | July |                                 |
| 1, 2016 - June 30, 2017      |      | \$ 1,180,391.00                 |
| SFY 17 - 18                  |      |                                 |
| July 1, 2017 - June 30, 2018 |      | \$ 934,990.00                   |

| Contract Year            | Price Per Contract Year for MEDai Services |
|--------------------------|--|
| Replacement Phase Year 1 | \$ -                                       |
| Replacement Phase Year 2 | \$ -                                       |
| Replacement Phase Year 3 | \$ -                                       |
| Replacement Phase Year 4 | \$ -                                       |
| Operations Phase Year 1  | \$ -                                       |
| Operations Phase Year 2  | \$ 70,200.00                               |
| Operations Phase Year 3  | \$ 901,704.00                              |
| Operations Phase Year 4  | \$ 980,880.00                              |
| Operations Phase Year 5  | \$ 978,816.00                              |
| <b>Total</b>             | <b>\$ 2,931,600.00</b>                     |

**Replacement MMIS Pricing Table A**  
**MEDaiReplacement Phase - DDI Milestone/Deliverable Payments**  
**Offeror Name** EDS, an HP Company

| Line Item                         | IMS Traceability | Proposed Milestone/Deliverable  | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount    | Anticipated Invoice Date (Month Relative to Contract Award) |
|-----------------------------------|------------------|---|----------------------------------|--|--------------|---|
| 1                                 | N/A              | MILESTONE: EDS Letter to DHHS for Readiness to Go Live with MedAI Functions | M                                | 100.00%  | \$ 70,200.00 | 12  |
| <b>Totals Dollars and Percent</b> |                  |   | <b>Total Percent -&gt;</b>       | 100.00%  | \$ 70,200.00 | <b>&lt;- Total Dollars</b>                                  |

**Replacement MMIS Pricing Table W**  
**Offeror-Proposed Options - Option Summary**  
**Offeror Name\_ EDS, an HP Company**\_\_\_\_\_

EDS Offers this option to the State at no charge

| Name of Option:  |      |
|--|------|
| Performance Dashboard  |      |
| <b>DDI Price</b><br>- Do not include any costs for required capabilities. These should be included in the "Replacement Phase - DDI" tables<br>- Include a milestone payment chart for options requiring development  | \$ - |
| <b>Early Operations Price</b><br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Early Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include Contract Year and State Fiscal Year pricing charts if the unit price will vary by year  | \$ - |
| <b>Operations Phase Price</b><br>- Do not include any costs for required capabilities. These should be included as part of the "Fiscal Agent Operations" tables<br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Operations<br>- For per unit priced options include contract and State Fiscal Year pricing charts if the unit price will vary by year | \$ - |
| <b>Turnover Price (if any)</b><br>- Do not include any costs for required capabilities. These should be included in the "Turnover Phase" tables  | \$ - |
| <b>Total Price of Option</b>   | \$ - |

| Time Frame                                  | Annual Price for Performance Dashboard Services |
|---|---|
| SFY 08 - 09<br>July 1, 2008 - June 30, 2009 | \$ -  |
| SFY 09 - 10<br>July 1, 2009 - June 30, 2010 | \$ -  |
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | \$ -  |
| SFY 11 - 12<br>1, 2011 - June 30, 2012 July | \$ -  |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | \$ -  |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | \$ -  |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | \$ -  |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | \$ -  |
| SFY 16 - 17<br>1, 2016 - June 30, 2017 July | \$ -  |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | \$ -  |

| Contract Year               | Price Per Contract Year for Performance Dashboard Services |
|-----------------------------|--|
| Replacement Phase<br>Year 1 | \$ -   |
| Replacement Phase<br>Year 2 | \$ -   |
| Replacement Phase<br>Year 3 | \$ -   |
| Replacement Phase<br>Year 4 | \$ -   |
| Operations Phase<br>Year 1  | \$ -   |
| Operations Phase<br>Year 2  | \$ -   |
| Operations Phase<br>Year 3  | \$ -   |
| Operations Phase<br>Year 4  | \$ -   |
| Operations Phase<br>Year 5  | \$ -   |
| <b>Total</b>                | <b>\$ -</b>  |

**Replacement MMIS Pricing Table A**  
**Performance Dashboard Replacement Phase - DDI Milestone/Deliverable Payments**  
**Offeror Name** EDS, an HP Company

| Line Item                         | IMS Traceability | Proposed Milestone/Deliverable  | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount | Anticipated Invoice Date (Month Relative to Contract Award) |
|-----------------------------------|------------------|---|----------------------------------|--|-----------|---|
| 40                                | 1.6.8.11.5       | PAYMENT MILESTONE: DHHS Acceptance of Reporting and Analytics (R&A) Requirements Analysis | M                                | 58.50%   | \$ -      | 10  |
| 95                                | N/A              | MILESTONE: EDS Letter to DHHS for Readiness to Go Live with Dashboard Functions           | M                                | 41.50%   | \$ -      | 12  |
| <b>Totals Dollars and Percent</b> |                  |   | <b>Total Percent -&gt;</b>       | 100.00%  | \$ -      | <b>&lt;- Total Dollars</b>                                  |

**Replacement MMIS Pricing Table W**  
**Offeror-Proposed Options - Option Summary**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

|  |                 |
|--|-----------------|
| <b>Name of Option:</b> EDMS  |                 |
| <b>DDI Price</b><br>- Do not include any costs for required capabilities. These should be included in the "Replacement Phase - DDI" tables<br>- Include a milestone payment chart for options requiring development  | \$ -            |
| <b>Early Operations Price</b><br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Early Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include Contract Year and State Fiscal Year pricing charts if the unit price will vary by year  | \$ 1,853,586.00 |
| <b>Operations Phase Price</b><br>- Do not include any costs for required capabilities. These should be included as part of the "Fiscal Agent Operations" tables<br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Operations<br>- For per unit priced options include contract and State Fiscal Year pricing charts if the unit price will vary by year | \$ -            |
| <b>Turnover Price (if any)</b><br>- Do not include any costs for required capabilities. These should be included in the "Turnover Phase" tables  | \$ -            |
| <b>Total Price of Option</b>   | \$ 1,853,586.00 |

| Time Frame                                  | Annual Price for EDMS Services |
|---|--------------------------------|
| SFY 08 - 09<br>July 1, 2008 - June 30, 2009 | \$ -                           |
| SFY 09 - 10<br>July 1, 2009 - June 30, 2010 | \$ 514,885.00                  |
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | \$ 1,235,724.00                |
| SFY 11 - 12<br>1, 2011 - June 30, 2012 July | \$ 102,977.00                  |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | \$ -                           |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | \$ -                           |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | \$ -                           |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | \$ -                           |
| SFY 16 - 17<br>1, 2016 - June 30, 2017 July | \$ -                           |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | \$ -                           |

| Contract Year               | Price Per Contract Year for EDMS Services |
|-----------------------------|---|
| Replacement Phase<br>Year 1 | \$ -                                      |
| Replacement Phase<br>Year 2 | \$ 1,235,724.00                           |
| Replacement Phase<br>Year 3 | \$ 617,862.00                             |
| Replacement Phase<br>Year 4 | \$ -                                      |
| Operations Phase<br>Year 1  | \$ -                                      |
| Operations Phase<br>Year 2  | \$ -                                      |
| Operations Phase<br>Year 3  | \$ -                                      |
| Operations Phase<br>Year 4  | \$ -                                      |
| Operations Phase<br>Year 5  | \$ -                                      |
| <b>Total</b>                | <b>\$ 1,853,586.00</b>                    |

**Replacement MMIS Pricing Table W**  
**Offeror-Proposed Options - Option Summary**  
**Offeror Name\_ EDS, an HP Company**\_\_\_\_\_

EDS offers the State the technical implementation of DUR+ at no charge

| Name of Option: DUR+   |      |
|--|------|
| <b>DDI Price</b><br>- Do not include any costs for required capabilities. These should be included in the "Replacement Phase - DDI" tables<br>- Include a milestone payment chart for options requiring development  | \$ - |
| <b>Early Operations Price</b><br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Early Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include Contract Year and State Fiscal Year pricing charts if the unit price will vary by year  | \$ - |
| <b>Operations Phase Price</b><br>- Do not include any costs for required capabilities. These should be included as part of the "Fiscal Agent Operations" tables<br>- Identify method of pricing (e.g., per unit service, single fixed price, etc.), the amount of services being proposed, and total price for Operations. <b>EDS proposes a firm fixed monthly fee for these services.</b><br>- For per unit priced options include contract and State Fiscal Year pricing charts if the unit price will vary by year | \$ - |
| <b>Turnover Price (if any)</b><br>- Do not include any costs for required capabilities. These should be included in the "Turnover Phase" tables  | \$ - |
| <b>Total Price of Option</b>   | \$ - |



| Time Frame                                  | Annual Price for DUR+ Services |
|---|--------------------------------|
| SFY 08 - 09<br>July 1, 2008 - June 30, 2009 | \$ -                           |
| SFY 09 - 10<br>July 1, 2009 - June 30, 2010 | \$ -                           |
| SFY 10 - 11<br>July 1, 2010 - June 30, 2011 | \$ -                           |
| SFY 11 - 12<br>1, 2011 - June 30, 2012 July | \$ -                           |
| SFY 12 - 13<br>July 1, 2012 - June 30, 2013 | \$ -                           |
| SFY 13 - 14<br>July 1, 2013 - June 30, 2014 | \$ -                           |
| SFY 14 - 15<br>July 1, 2014 - June 30, 2015 | \$ -                           |
| SFY 15 - 16<br>July 1, 2015 - June 30, 2016 | \$ -                           |
| SFY 16 - 17<br>1, 2016 - June 30, 2017 July | \$ -                           |
| SFY 17 - 18<br>July 1, 2017 - June 30, 2018 | \$ -                           |

| Contract Year               | Price Per Contract Year for DUR+ Services |
|-----------------------------|---|
| Replacement Phase<br>Year 1 | \$ -                                      |
| Replacement Phase<br>Year 2 | \$ -                                      |
| Replacement Phase<br>Year 3 | \$ -                                      |
| Replacement Phase<br>Year 4 | \$ -                                      |
| Operations Phase<br>Year 1  | \$ -                                      |
| Operations Phase<br>Year 2  | \$ -                                      |
| Operations Phase<br>Year 3  | \$ -                                      |
| Operations Phase<br>Year 4  | \$ -                                      |
| Operations Phase<br>Year 5  | \$ -                                      |
| <b>Total</b>                | <b>\$ -</b>                               |

**Replacement MMIS Pricing Table A**  
**DUR+ Replacement Phase - DDI Milestone/Deliverable Payments**  
**Offeror Name** EDS, an HP Company

| Line Item                         | IMS Traceability | Proposed Milestone/Deliverable  | Milestone (M) or Deliverable (D) | Proposed % To Be Paid upon Achievement or Acceptance | \$ Amount | Anticipated Invoice Date (Month Relative to Contract Award) |
|-----------------------------------|------------------|---|----------------------------------|--|-----------|---|
| 1                                 | 1.6.8.19.5       | PAYMENT MILESTONE: DHHS Acceptance of DUR Requirements Analysis   | M                                | 17.00%   | \$ -      | 10  |
| 2                                 | 1.6.12.19.12     | PAYMENT MILESTONE: DHHS Acceptance of DUR Detailed System Design  | M                                | 36.00%   | \$ -      | 16  |
| 3                                 | 1.7.13           | PAYMENT MILESTONE: DHHS Acceptance User Acceptance Test   | M                                | 43.50%   | \$ -      | 28  |
| 4                                 | 1.10.2.5         | PAYMENT MILESTONE: DHHS Acceptance of EDS Letter to DHHS for Readiness to Assume Fiscal Agent Functions | M                                | 3.50%  | \$ -      | 31  |
| <b>Totals Dollars and Percent</b> |                  |   | <b>Total Percent -&gt;</b>       | 100.00%  | \$ -      | <b>&lt;- Total Dollars</b>                                  |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name                       | Product Version | License Type        | License Quantity |
|------------------------------------|-----------------|---------------------|------------------|
| Oracle Database Enterprise Edition | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name | Product Version | License Type        | License Quantity |
|--------------|-----------------|---------------------|------------------|
| Partitioning | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name     | Product Version | License Type        | License Quantity |
|------------------|-----------------|---------------------|------------------|
| Diagnostics Pack | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name | Product Version | License Type        | License Quantity |
|--------------|-----------------|---------------------|------------------|
| Tuning Pack  | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name           | Product Version | License Type        | License Quantity |
|------------------------|-----------------|---------------------|------------------|
| Change Management Pack | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name       | Product Version | License Type        | License Quantity |
|--------------------|-----------------|---------------------|------------------|
| Configuration Pack | 10G             | Processor Perpetual | 60.00            |



**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name      | Product Version | License Type        | License Quantity |
|-------------------|-----------------|---------------------|------------------|
| Provisioning Pack | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name                        | Product Version | License Type        | License Quantity |
|-------------------------------------|-----------------|---------------------|------------------|
| System Monitoring Plug-in for Hosts | 10G             | Processor Perpetual | 60.00            |

**Replacement MMIS Pricing Table X**  
**State-Funded Enterprise Licensing Requirements**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| Product Name  | Product Version | License Type        | License Quantity |
|---|-----------------|---------------------|------------------|
| System Monitoring Plug-in for Non-Oracle Databases (SQL Server) | 10G             | Processor Perpetual | 40.00            |

**Replacement MMIS Pricing Table Y**  
**Offeror Exceptions Table**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| RFP Section Number & Page  | Exception Description   | Explanation of Why Exception is of Value to the State   | Is the Exception Negotiable?<br>Y/N | Priced Value of Exception |
|--|---|---|-------------------------------------|---------------------------|
| 40.2.1.125 Provides capability to produce NCHC original and replacement recipient benefit booklets | Our recommendation is that the Recipient Booklets be primarily available through the Recipient Web Portal, and not printed by the Fiscal Agent. | If we can change our assumption that 80% of the 11,000 monthly recipient booklets are printed via the web, we could show the State significant savings in production and mailing costs. Reduced paper - go green. Incentivize recipients to use the web - a f | Y                                   | \$ 2,151,116.53           |

**Replacement MMIS Pricing Table Y**  
**Offeror Exceptions Table**  
**Offeror Name\_EDS, an HP Company\_\_\_\_\_**

| RFP Section Number & Page   | Exception Description   | Explanation of Why Exception is of Value to the State   | Is the Exception Negotiable? Y/N | Priced Value of Exception |
|---|---|---|----------------------------------|---------------------------|
| 40.14.1.94<br>Requirement:<br>Provides capability for integration of all Medicaid Accounting System (MAS) legacy system functionality, processes, data, reports and interfaces - Refer to Approved MAS Requirements & Business Rules—Updated 12-06-06 and attachments | The recommendation is to postpone the implementation of the Medicaid Account System Requirements into the Replacement MMIS until after implementation is completed. | Rather than increase the complexity and risk and costs of this initial implementation by bringing the MAS functionality into scope, we are recommending that this integration effort wait until after the Replacement MMIS implementation. The State would then | Y                                | \$ 2,720,547.23           |

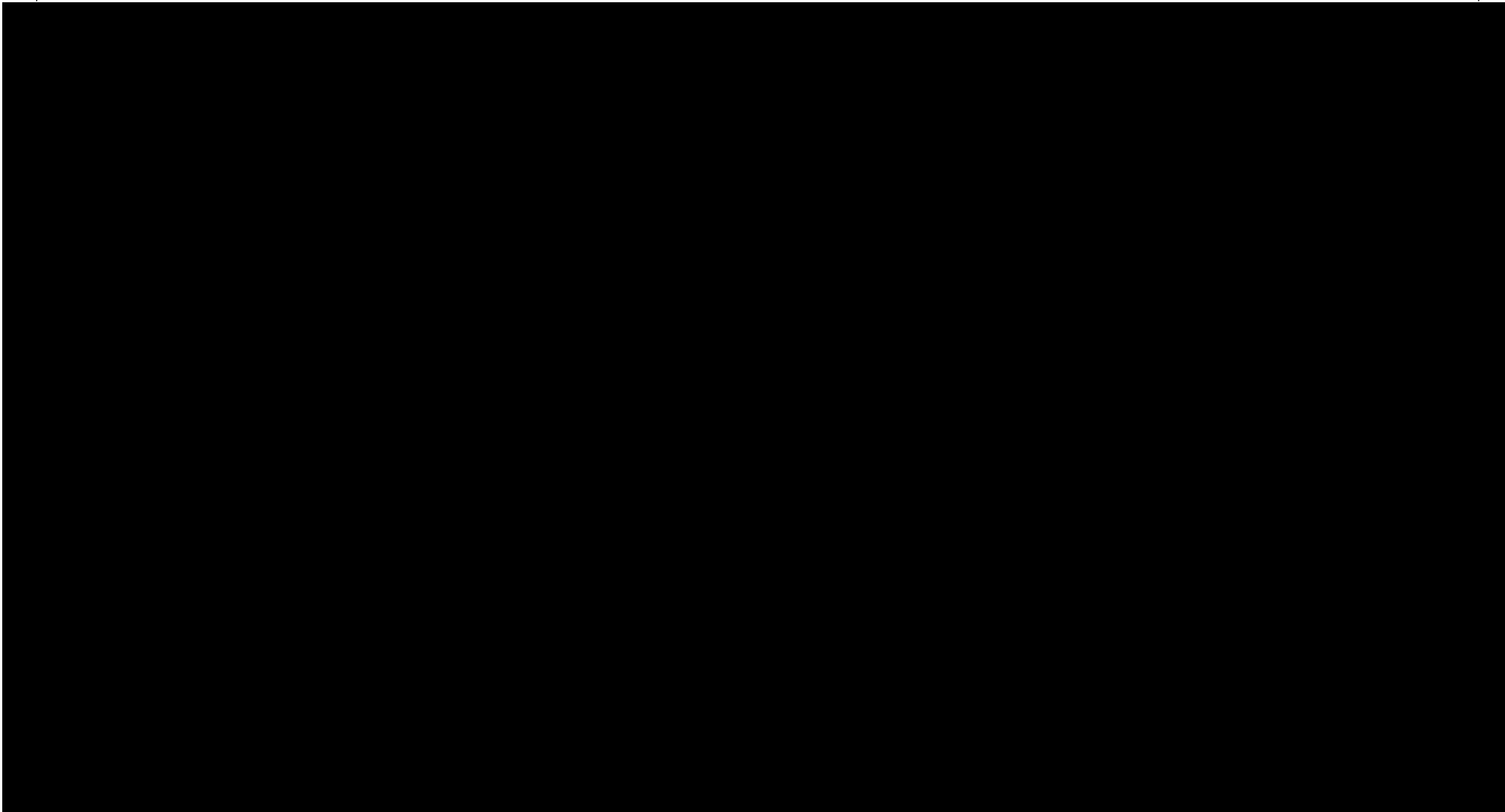
**Replacement MMIS Pricing Table Z**  
**Summary of Proposed Prices**  
Offeror Name EDS, an HP Company

| Price Tables Included in the Total Price   |   |                   |                   |                   |
|--|---|-------------------|-------------------|-------------------|
| Line Item  | Table Name  | Basic Price       | Option Year Price |                   |
| 1  | Replacement MMIS Pricing Table A - Replacement Phase - DDI Milestone/Deliverable Payments   | \$ 76,726,243.75  | N/A               |                   |
| 2  | Replacement MMIS Pricing Table L - Operations Phase - CBU Price Summary by Contract Year  | \$ 124,305,605.15 | \$ 29,523,463.41  |                   |
| 3  | Replacement MMIS Pricing Table N - Operations Phase - Recipient Management Prices by Contract Year                                    | \$ 3,383,096.54   | \$ 883,566.27     |                   |
| 4  | Replacement MMIS Pricing Table P - Operations Phase - Size of Operations Phase Modification Pool                                      | \$ 32,000,000.00  | \$ 8,000,000.00   |                   |
| 5  | Replacement MMIS Pricing Table R - Turnover Phase - Milestone/Deliverable Payment Table   | \$ 644,280.00     | N/A               |                   |
| 6  | Replacement MMIS Pricing Table T - Estimated Provider Enrollment, Credentialing, and Verification Prices by Contract Year             | \$ 8,244,774.22   | \$ 1,426,385.10   |                   |
| 7  | Replacement MMIS Pricing Table U - Retrospective Drug Utilization Review - Prices for RetroDUR by State Fiscal Year and Contract Year | \$ 1,841,396.00   | \$ 315,438.00     |                   |
| Total Excluding State Cost of Enterprise License Agreements<br>Note: This Total Includes The Cost of all Enterprise License Agreements |   | \$ 247,145,395.66 | \$ 40,148,852.78  | \$ 287,294,248.44 |

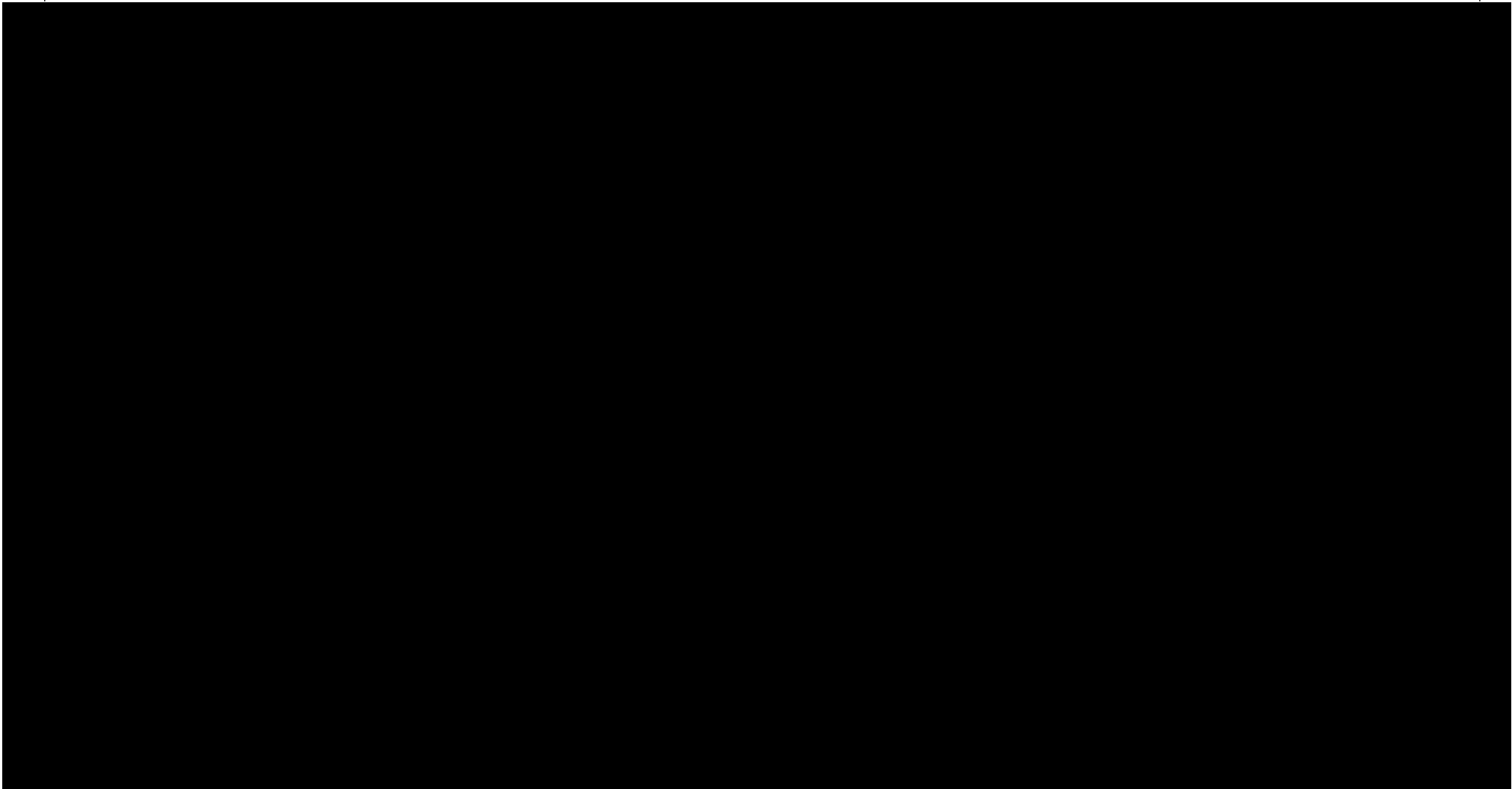
| Price Tables Not Included in Total Price |  |                  |                   |                 |
|--|--|------------------|-------------------|-----------------|
| Line Item                                | Table Name   | Basic Price      | Option Year Price |                 |
| 1  | Replacement MMIS Pricing Table E - Replacement Phase - DDI Marginal Price of Non-Title XIX/XXI Requirements      | \$ 3,296,271.96  | N/A               |                 |
| 2  | Replacement MMIS Pricing Table F - Replacement Phase - DDI Marginal Price of Legislatively-Mandated Requirements | \$ 3,515,575.57  | N/A               |                 |
| 3  | Replacement MMIS Pricing Table V - Data Center Operations  | \$ 56,138,234.82 | N/A               |                 |
| 4  | Replacement MMIS Pricing Table W - Offeror-Proposed Options - Option Summary (Sum of all options)                | \$ 3,806,370.00  | \$ 978,816.00     | \$ 4,785,186.00 |
| 5  | Replacement MMIS Pricing Table Y - Offeror Exceptions Table (Sum of all exceptions)                              | \$ 4,243,174.90  | \$ 388,756.00     | \$ 4,631,930.90 |

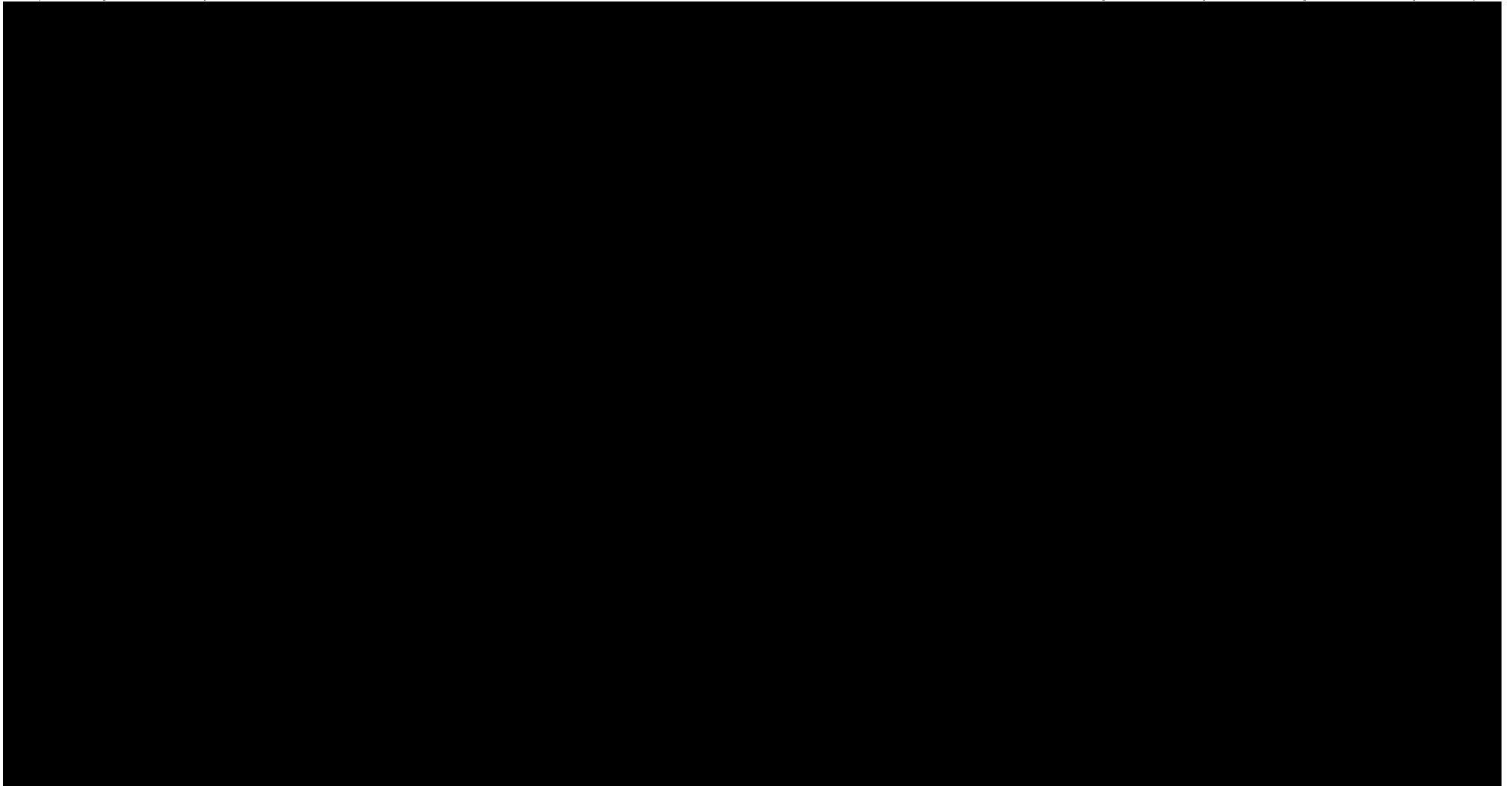
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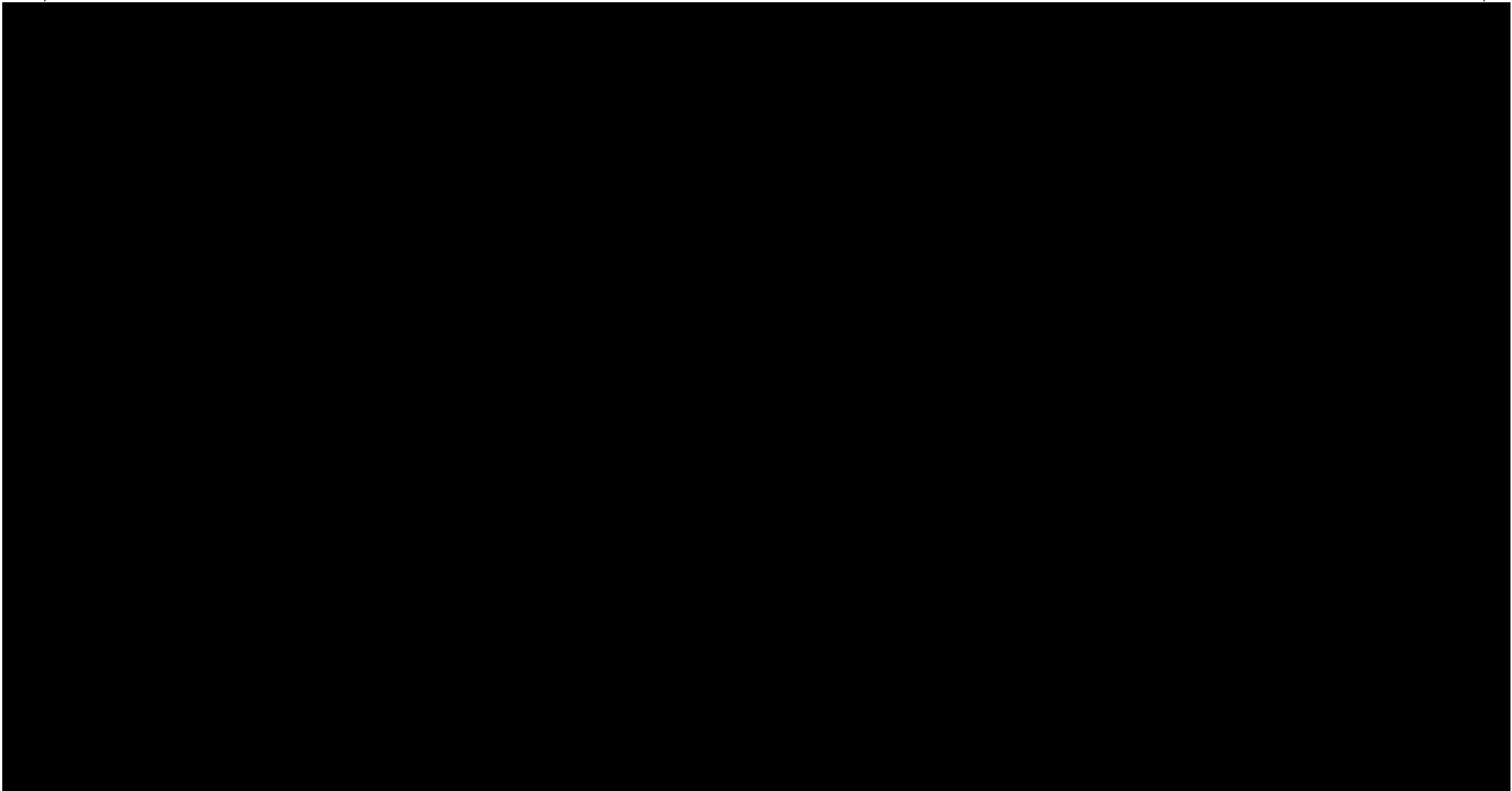
In accordance with the November 20, 2008, letter titled "RFP 30-DHHS-1228-08 NC Replacement Medicaid Management Information System Confidential and Proprietary Information," we have redacted our Integrated Master Schedule (IMS). This page and the page that follows represent the redacted IMS in its entirety.

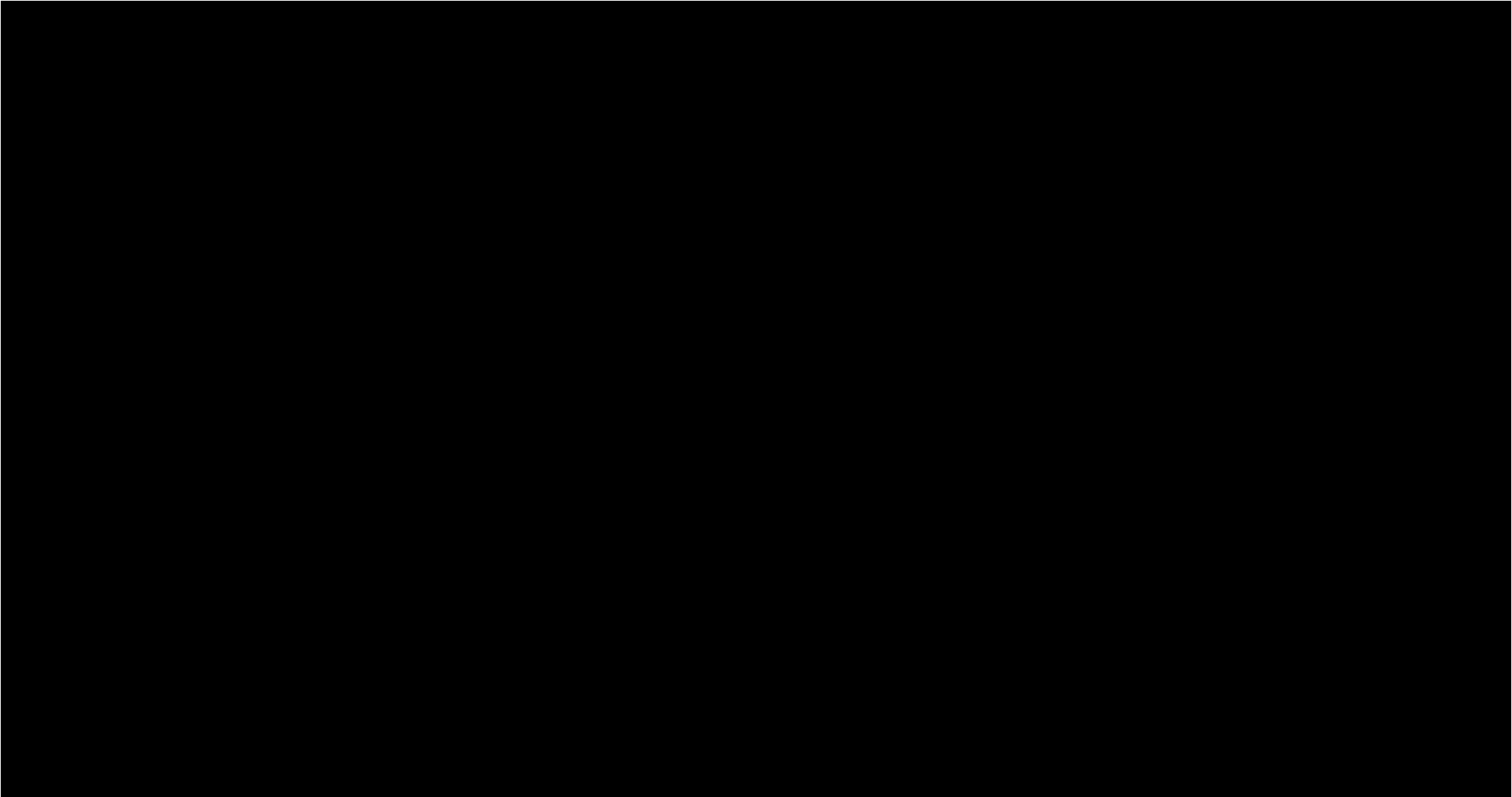




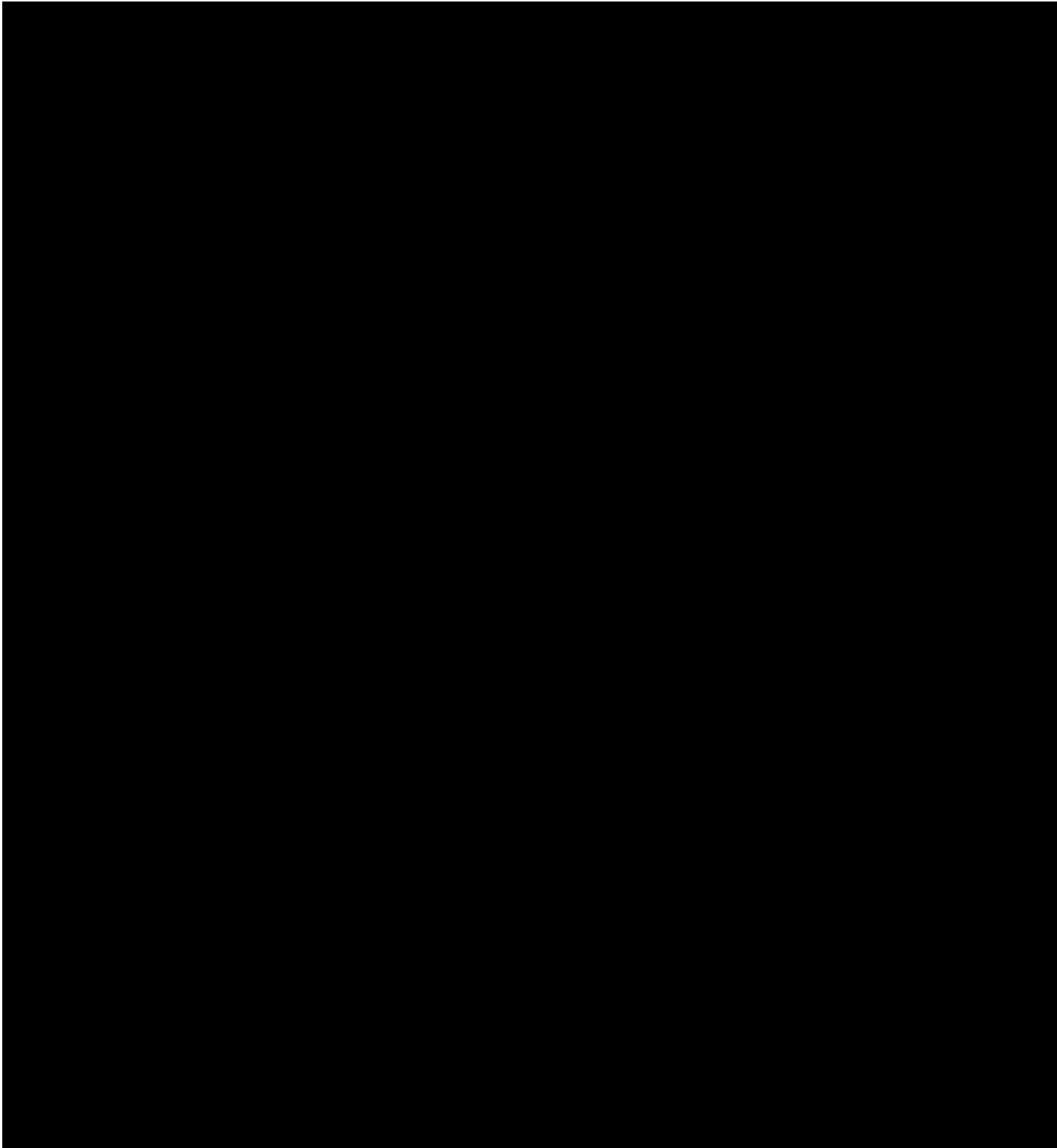


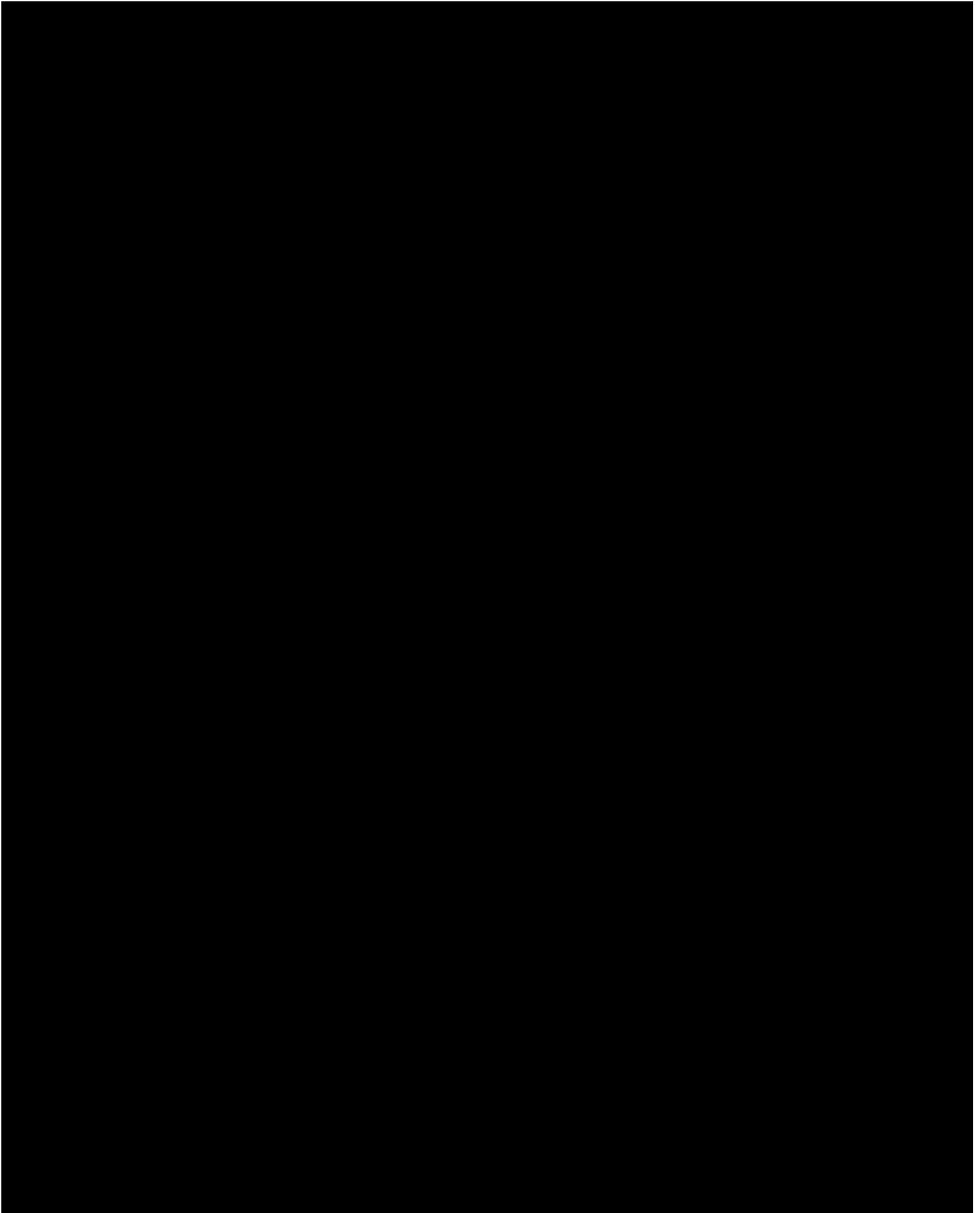


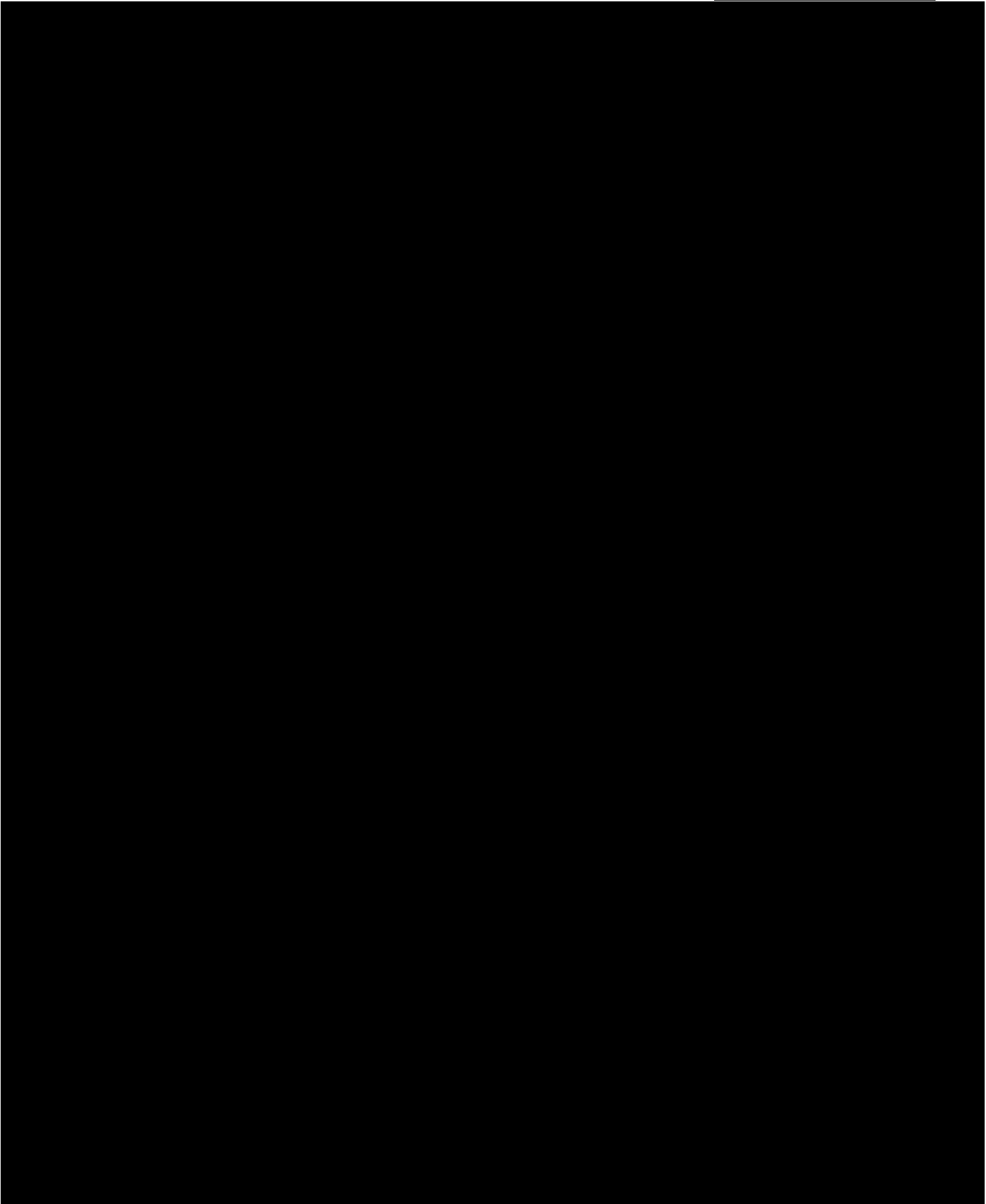


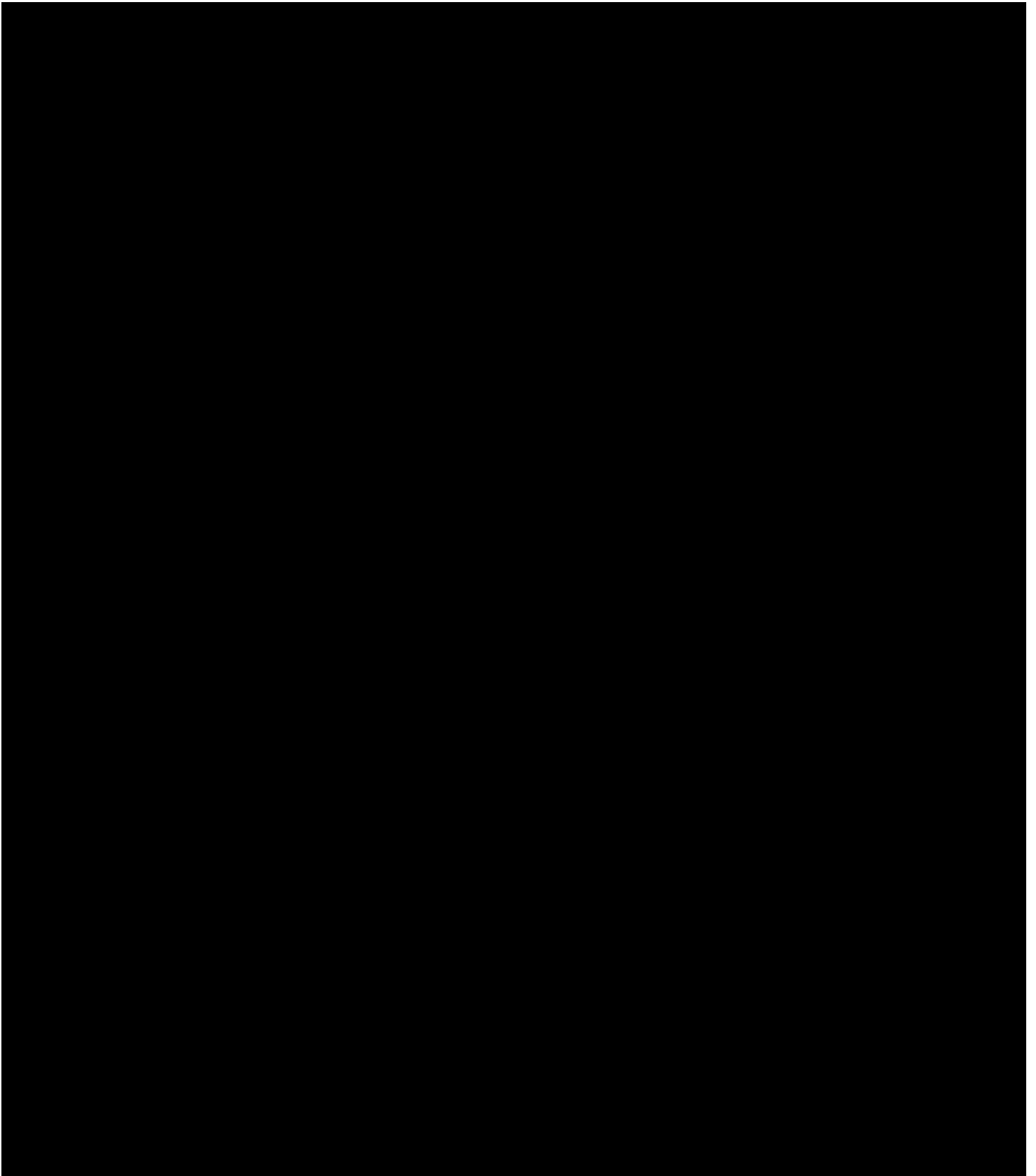


# Replacement MMIS Pricing Table A, Replacement Phase – DDI Milestone/Deliverable Payments

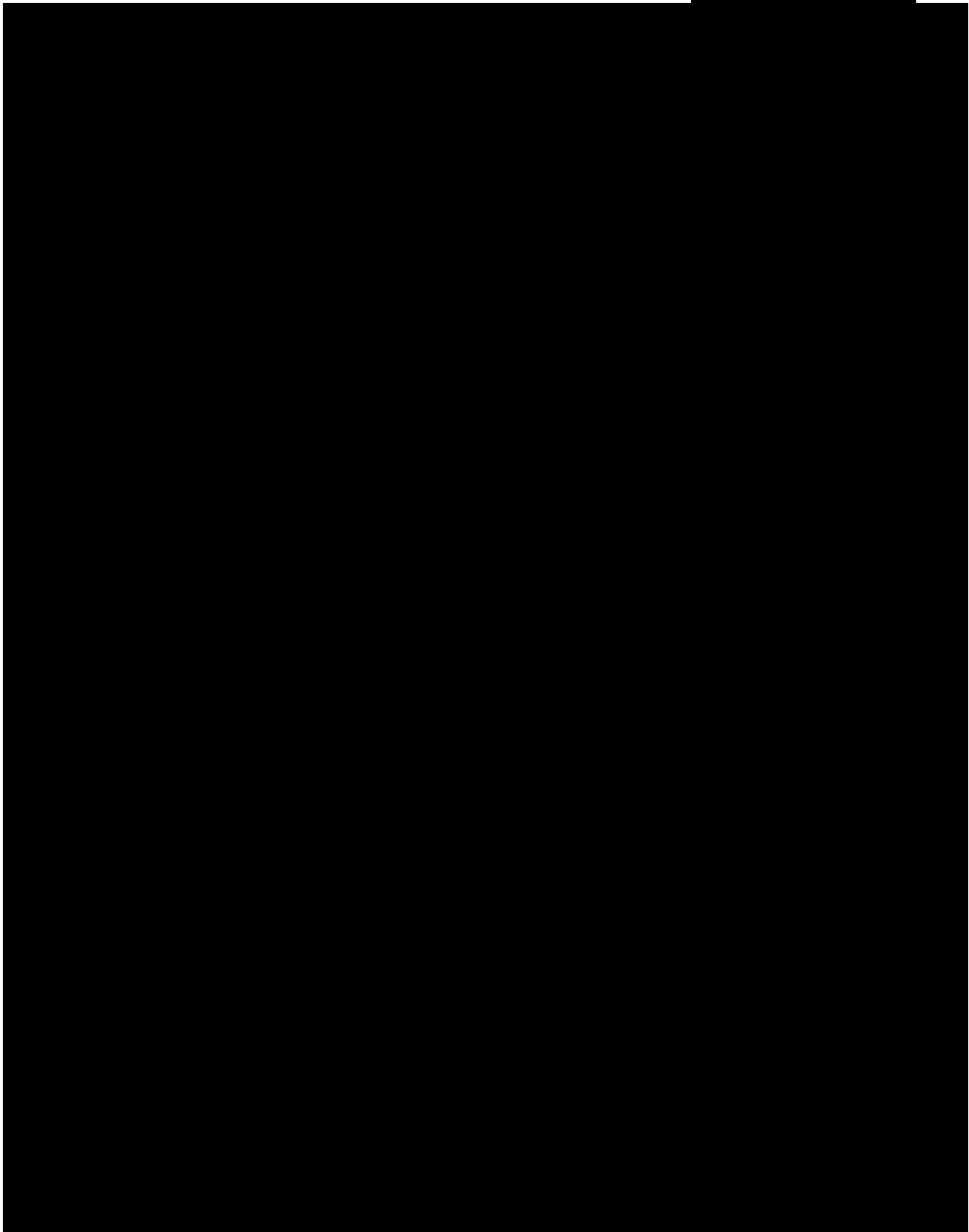


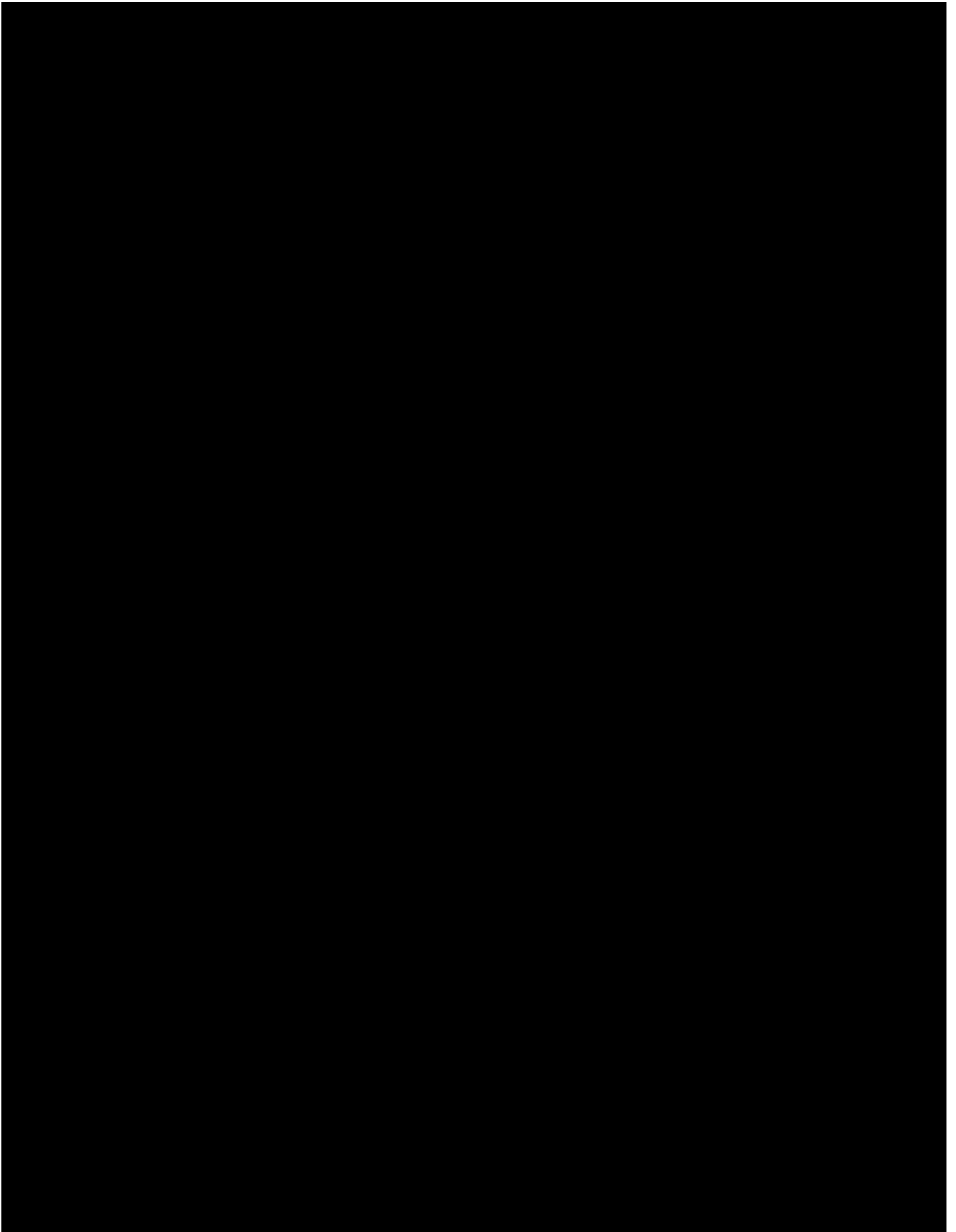


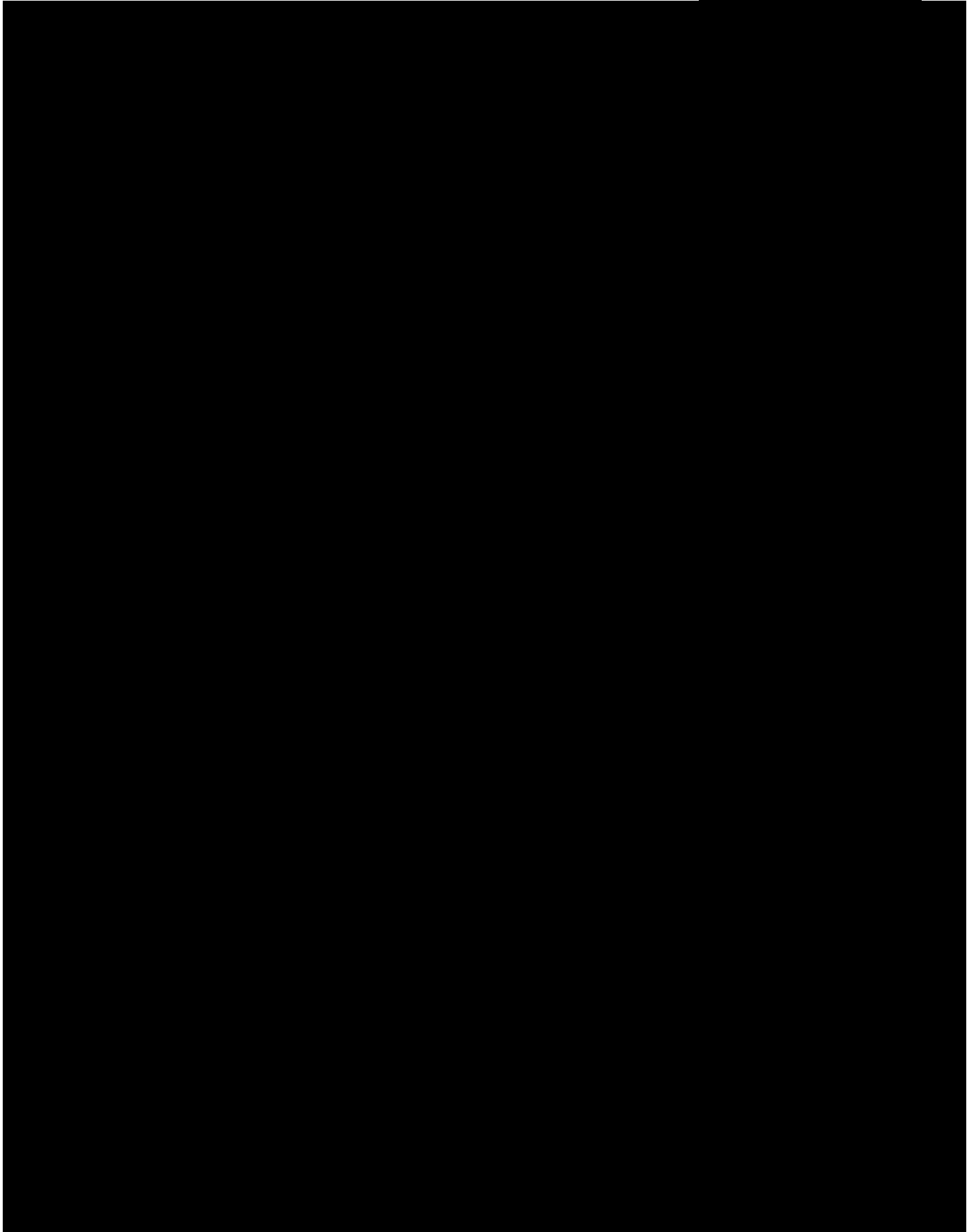


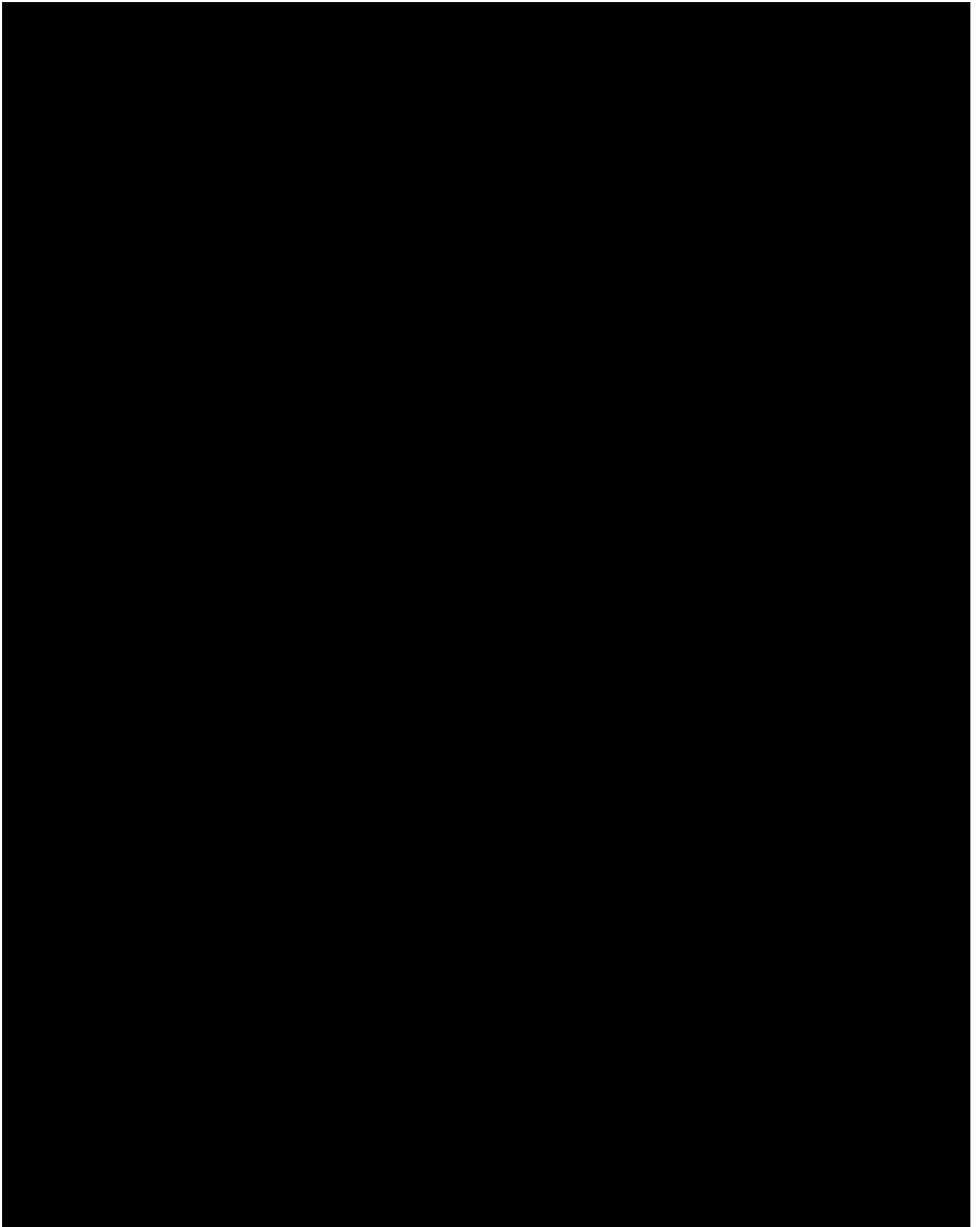


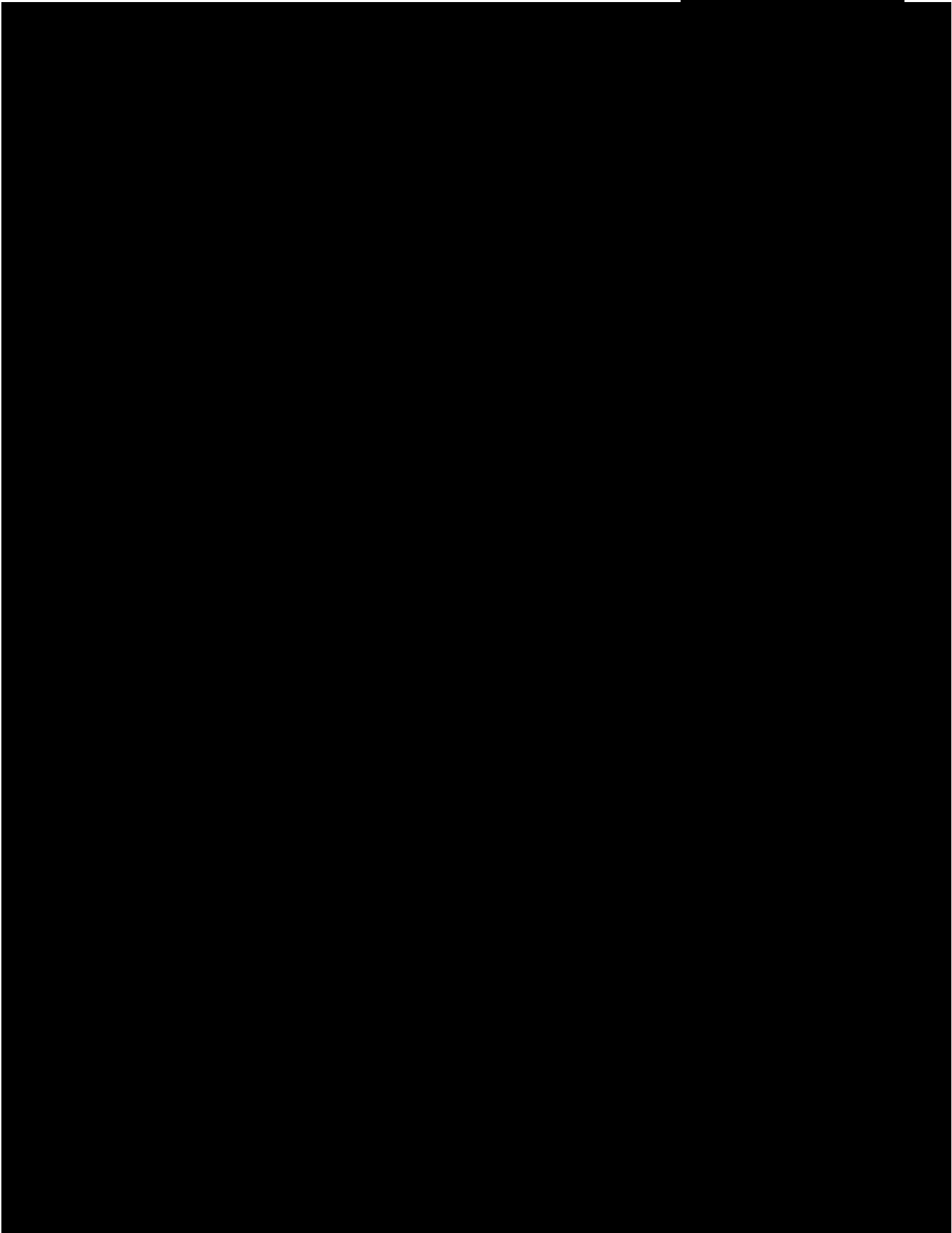


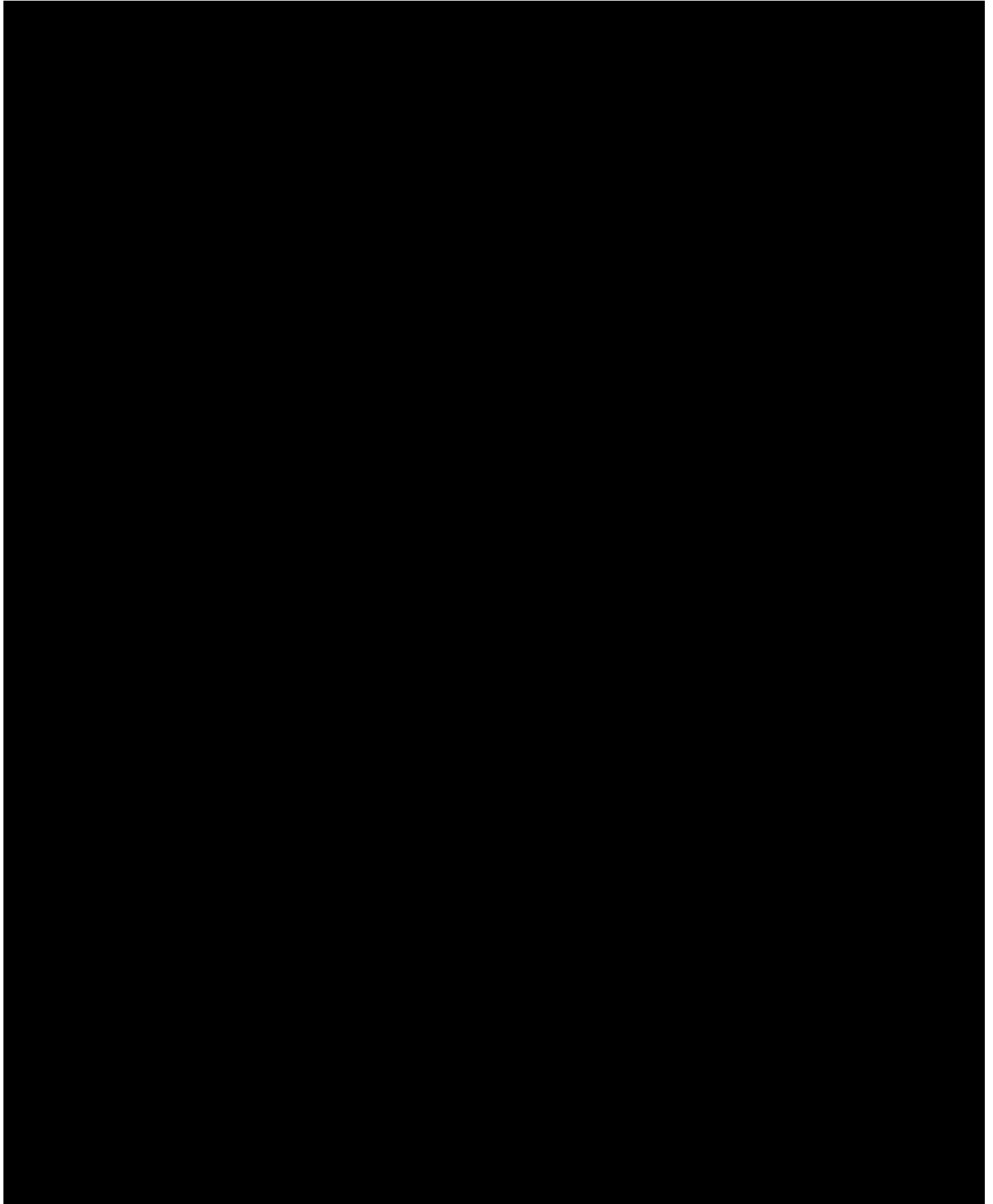


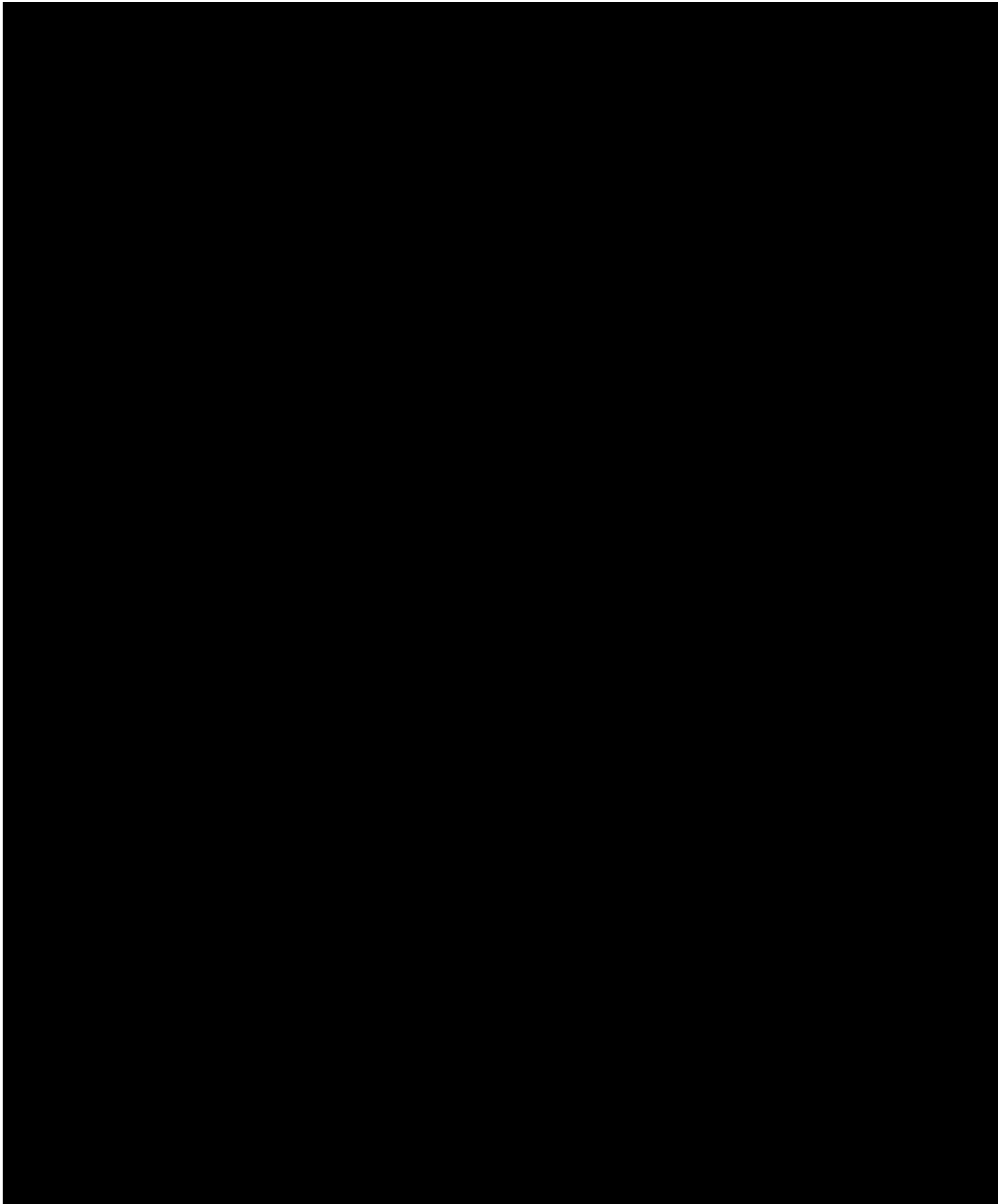


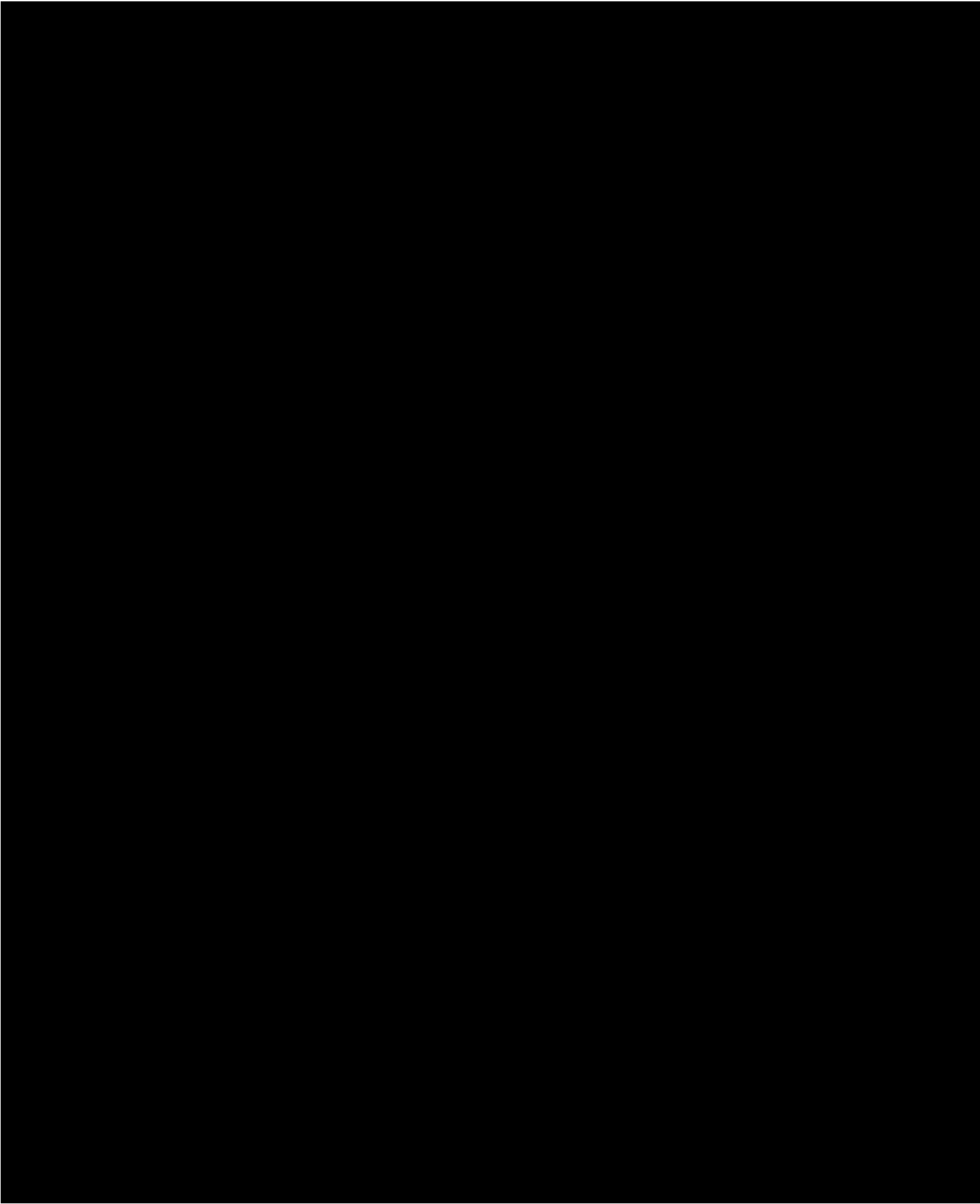




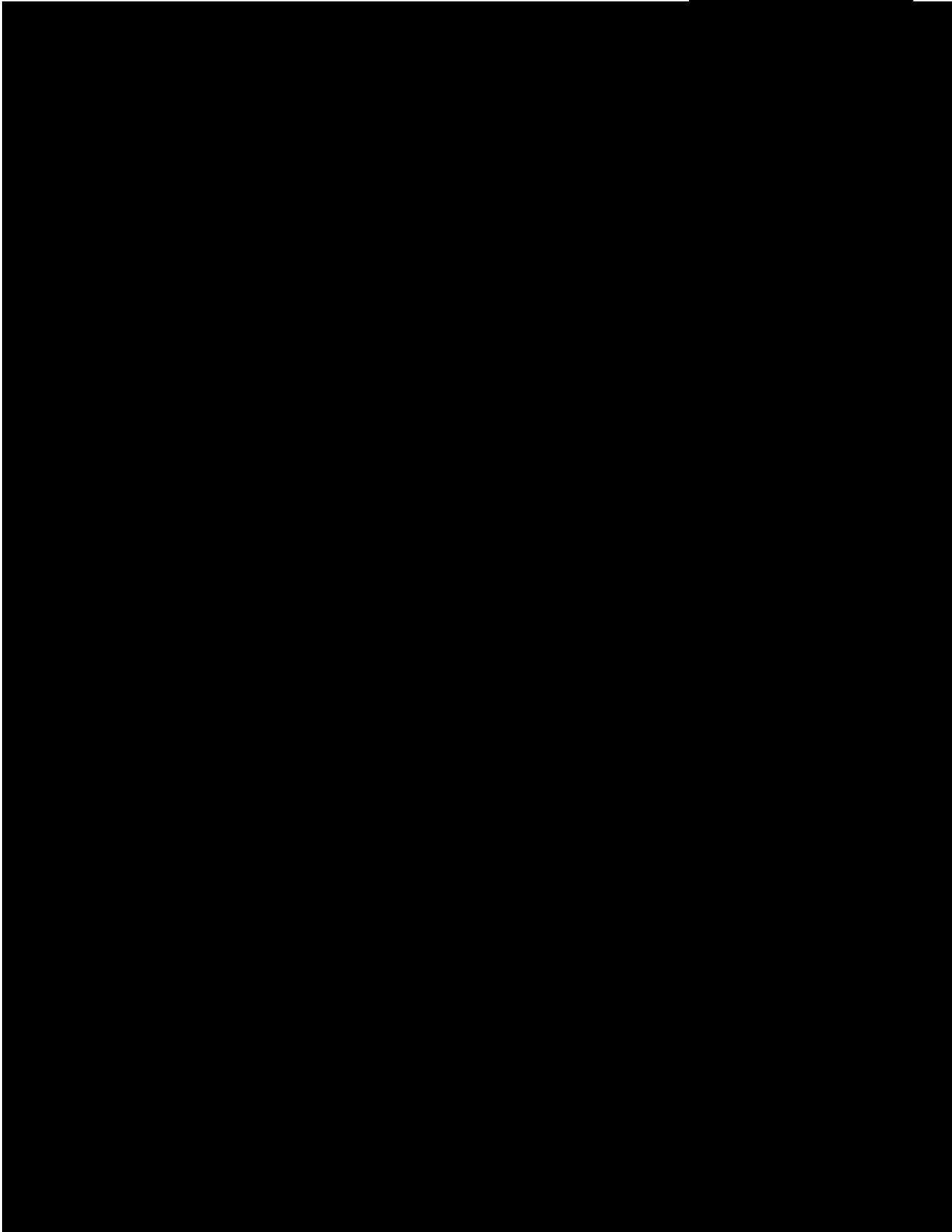


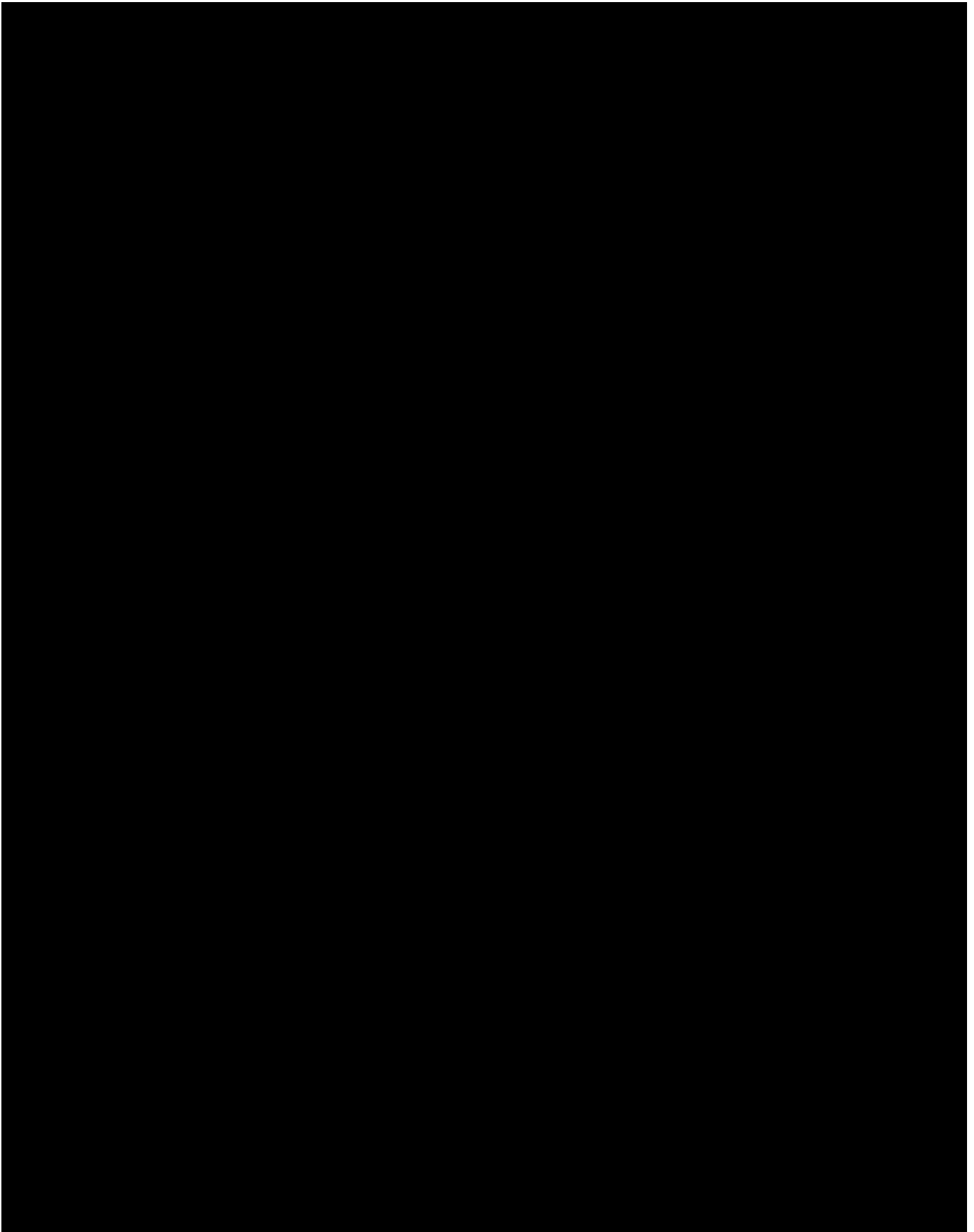


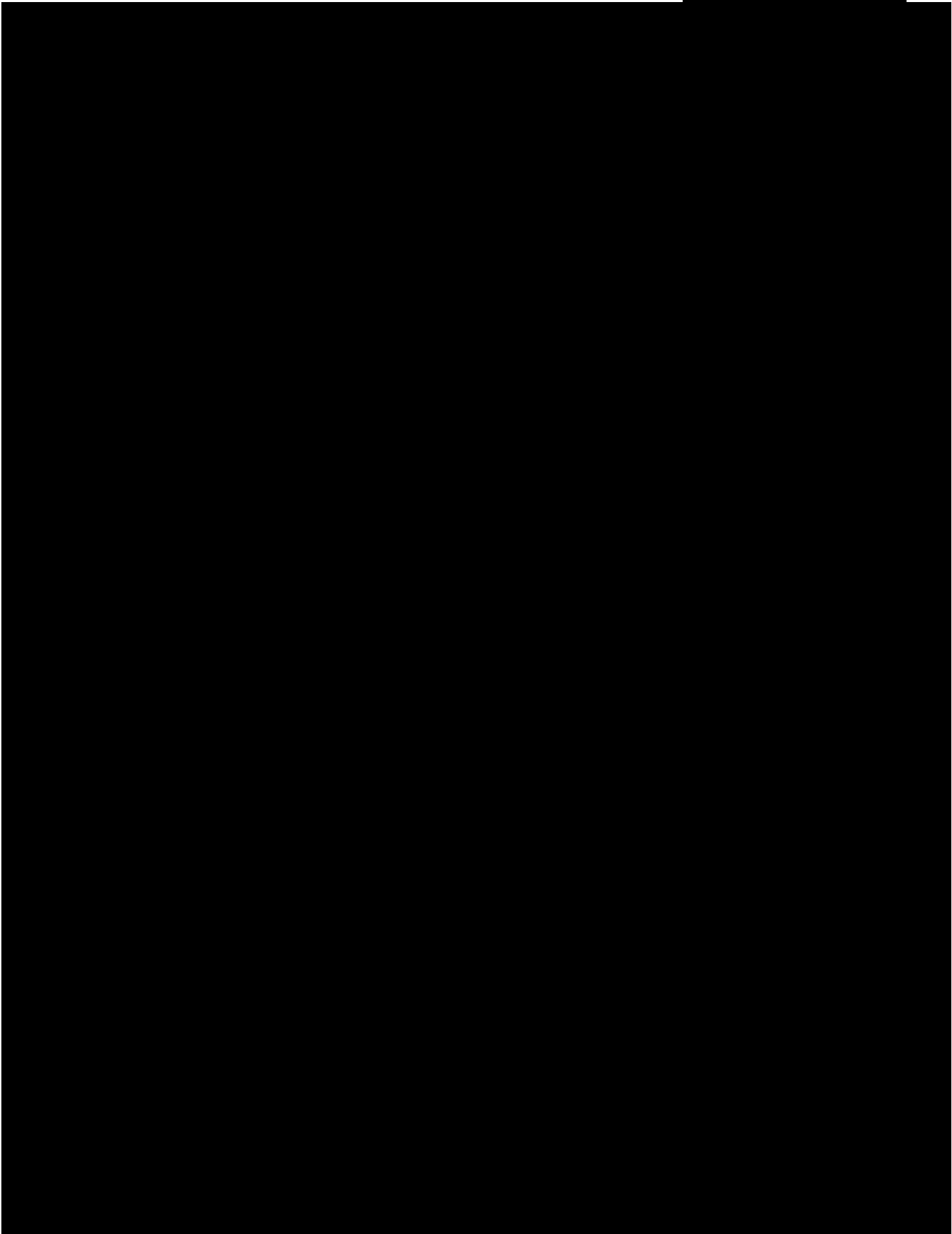


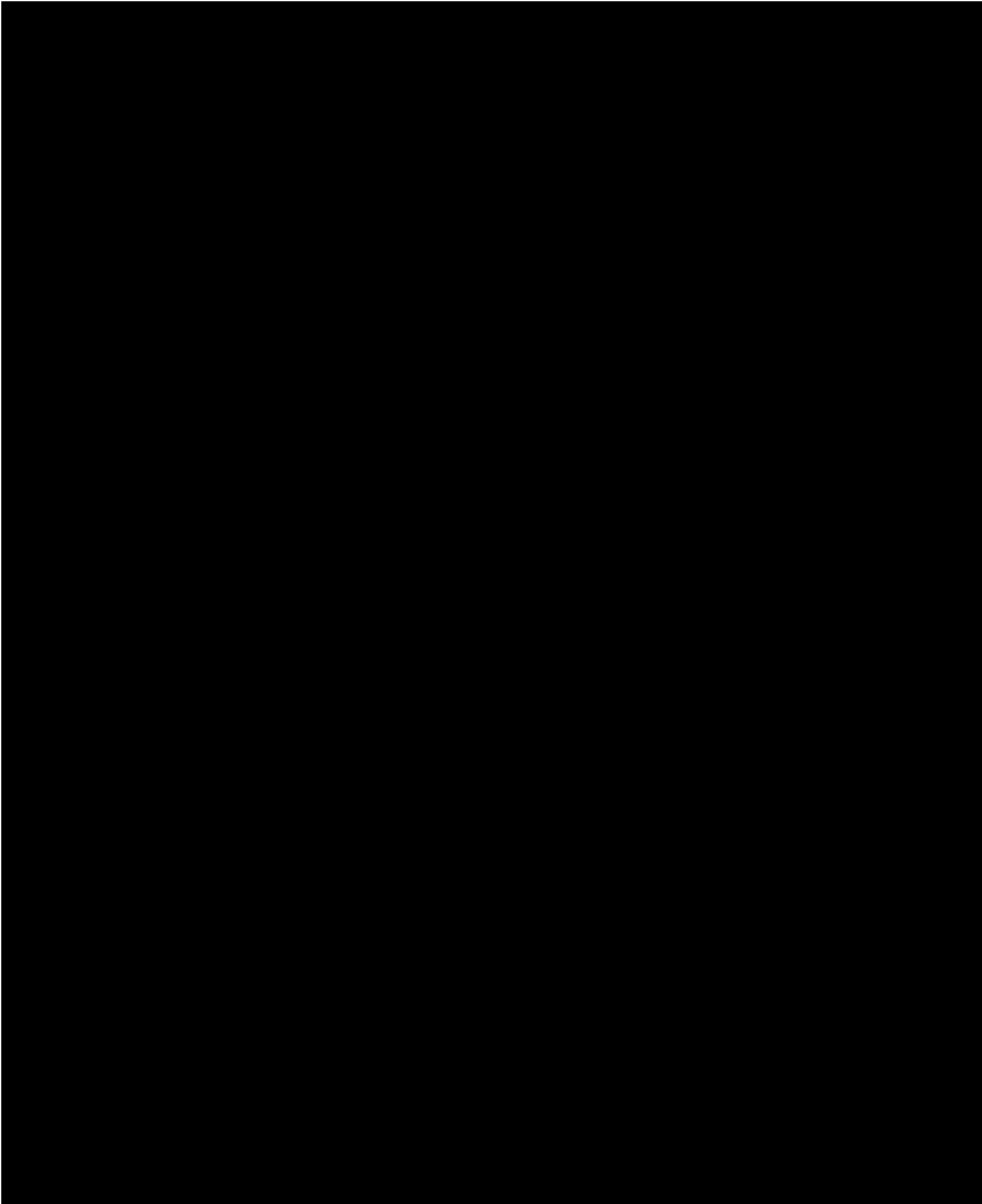


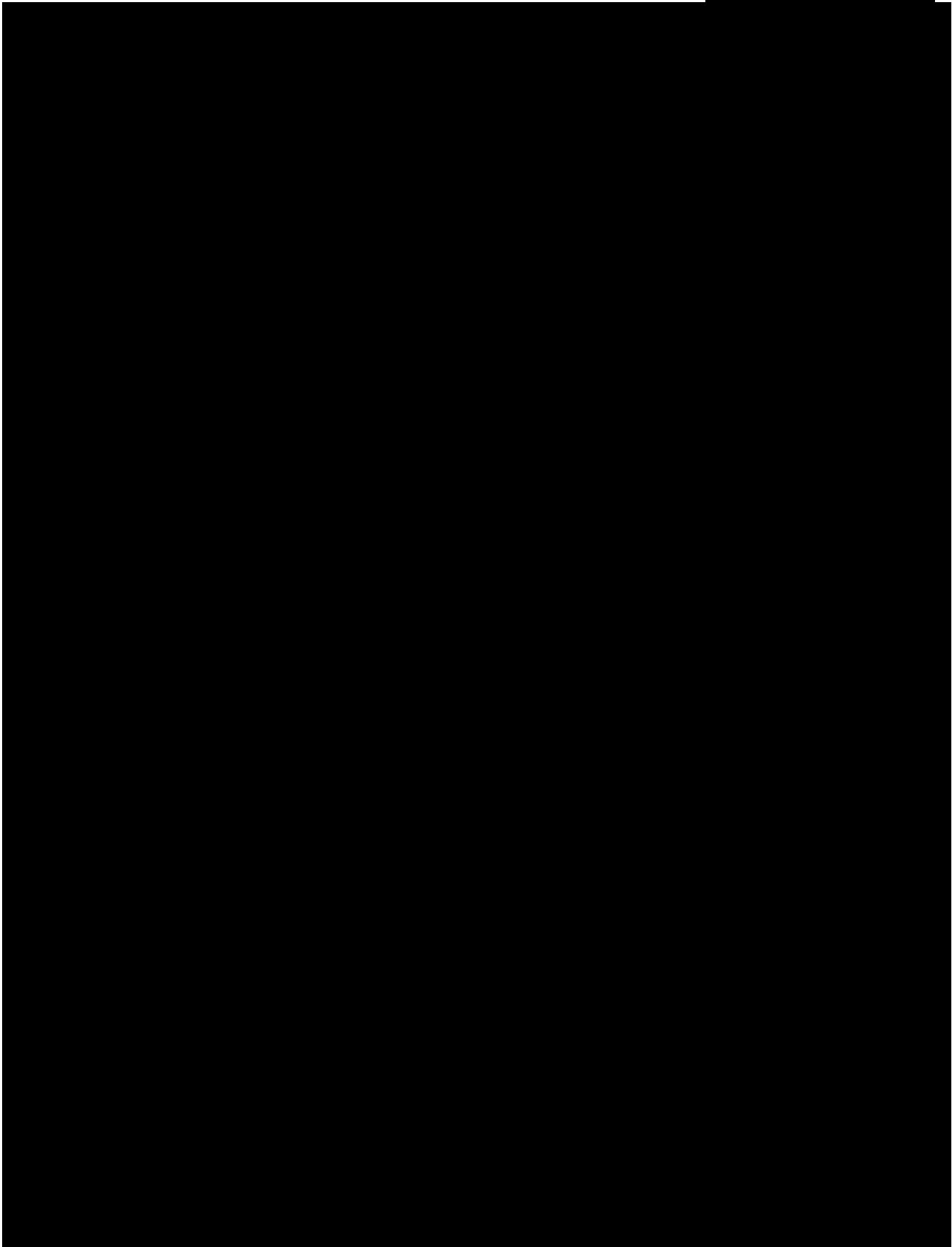


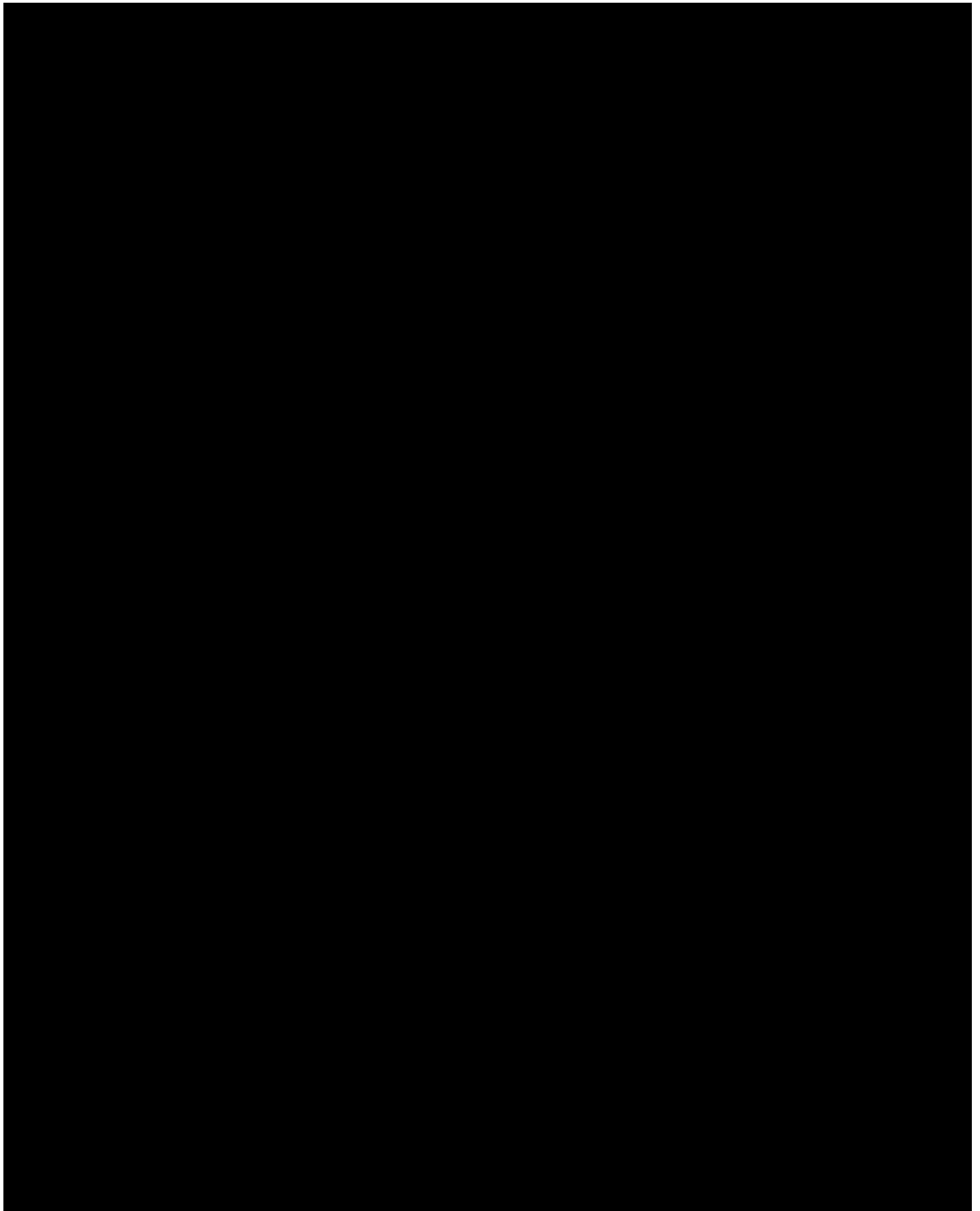


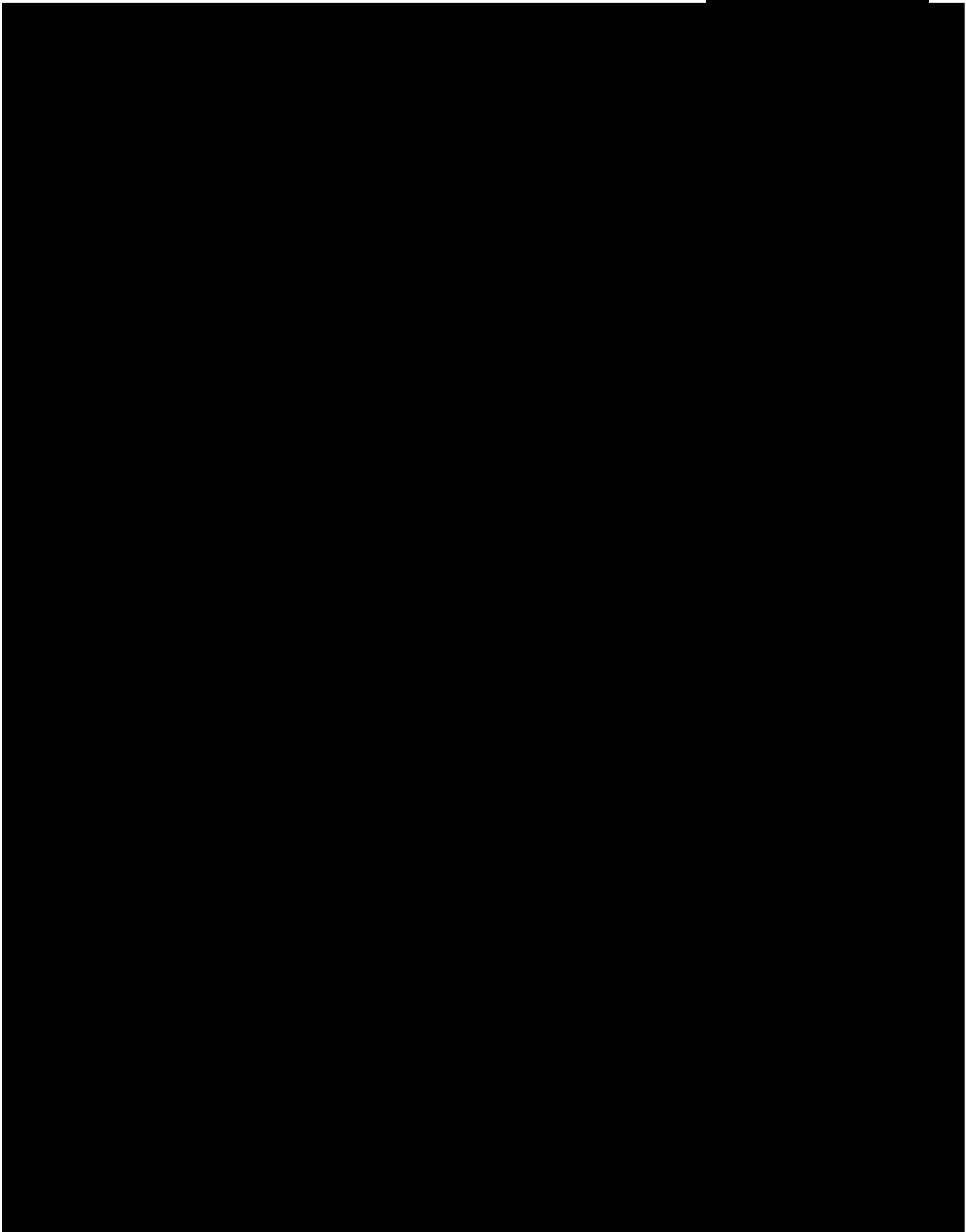


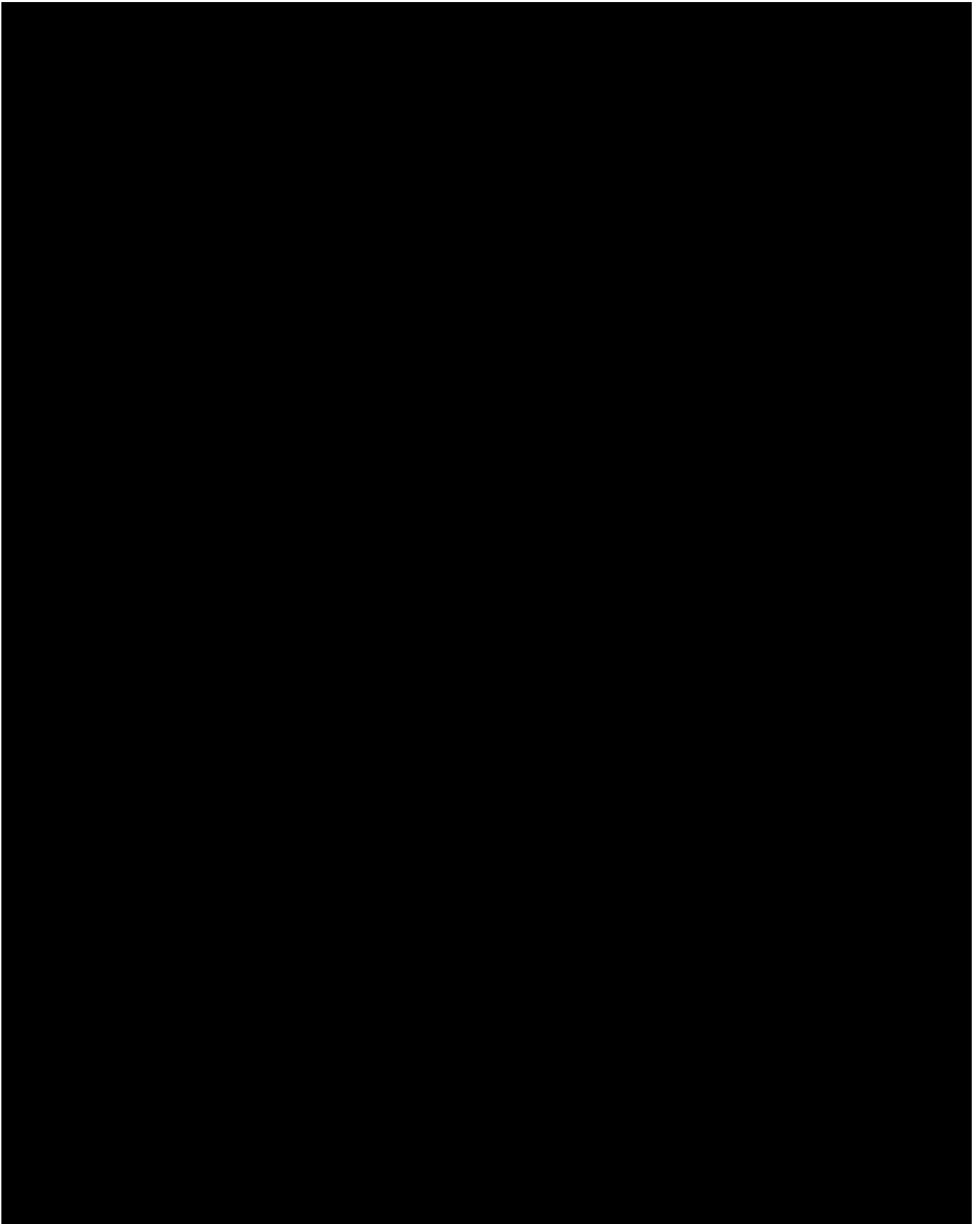




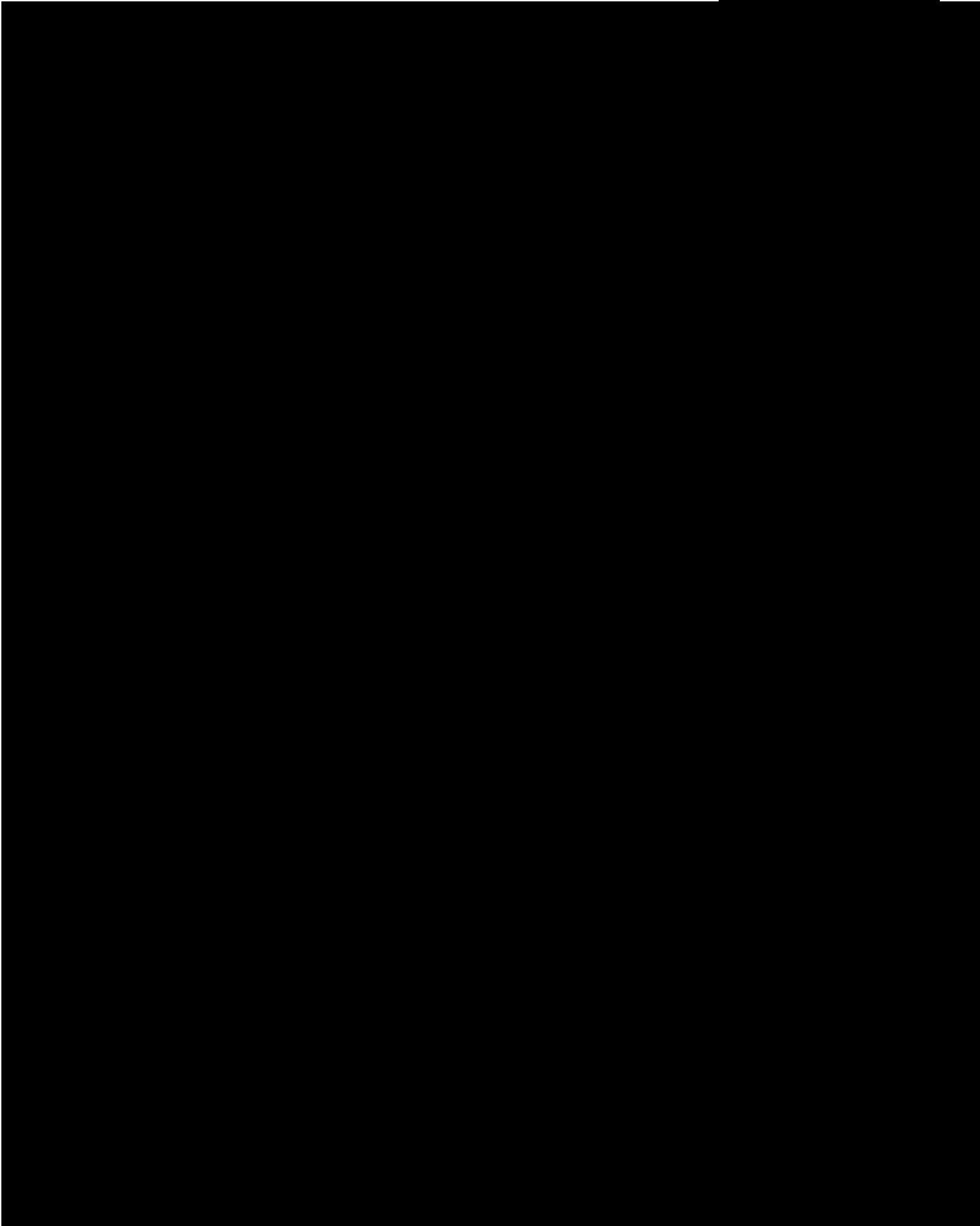


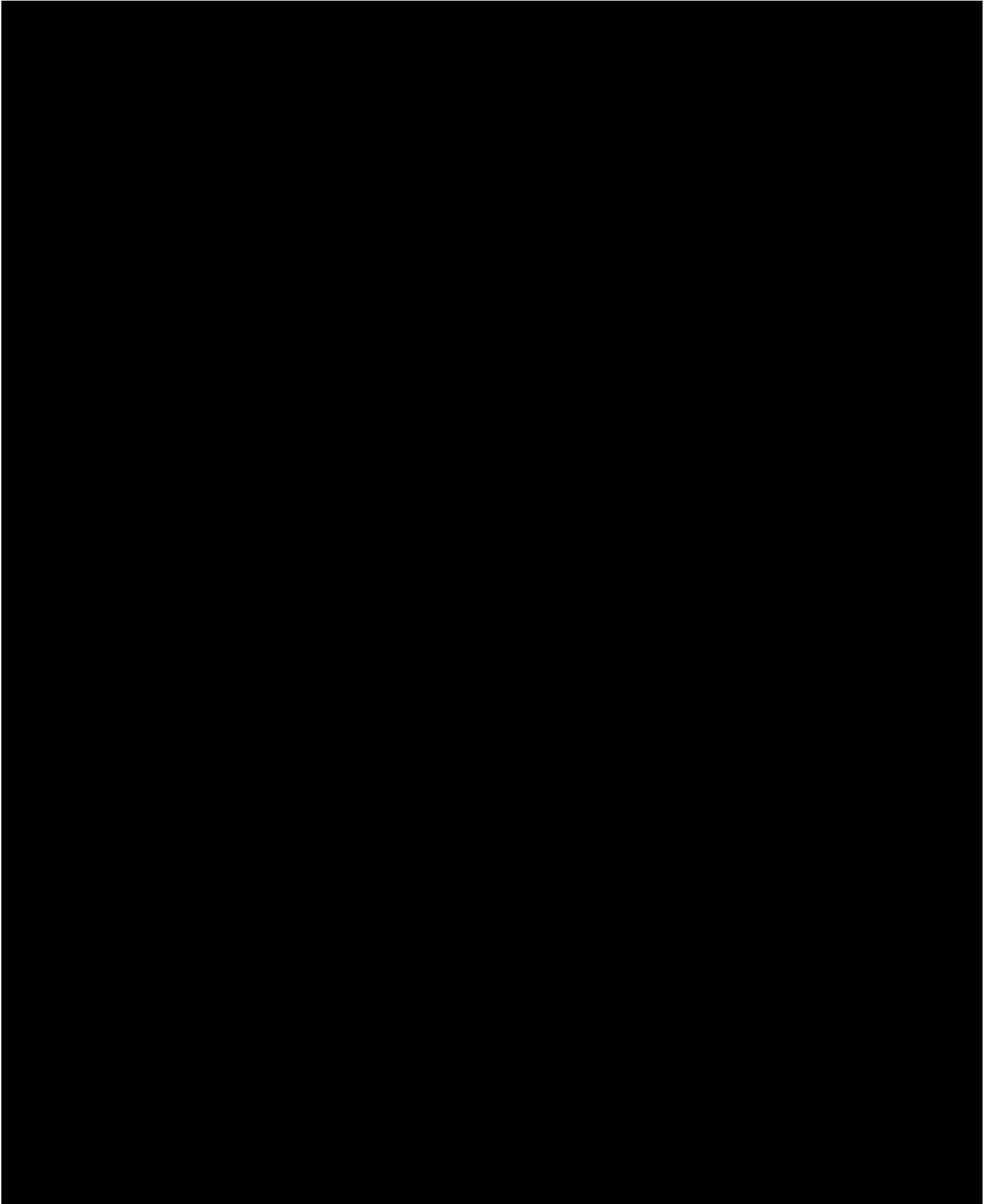


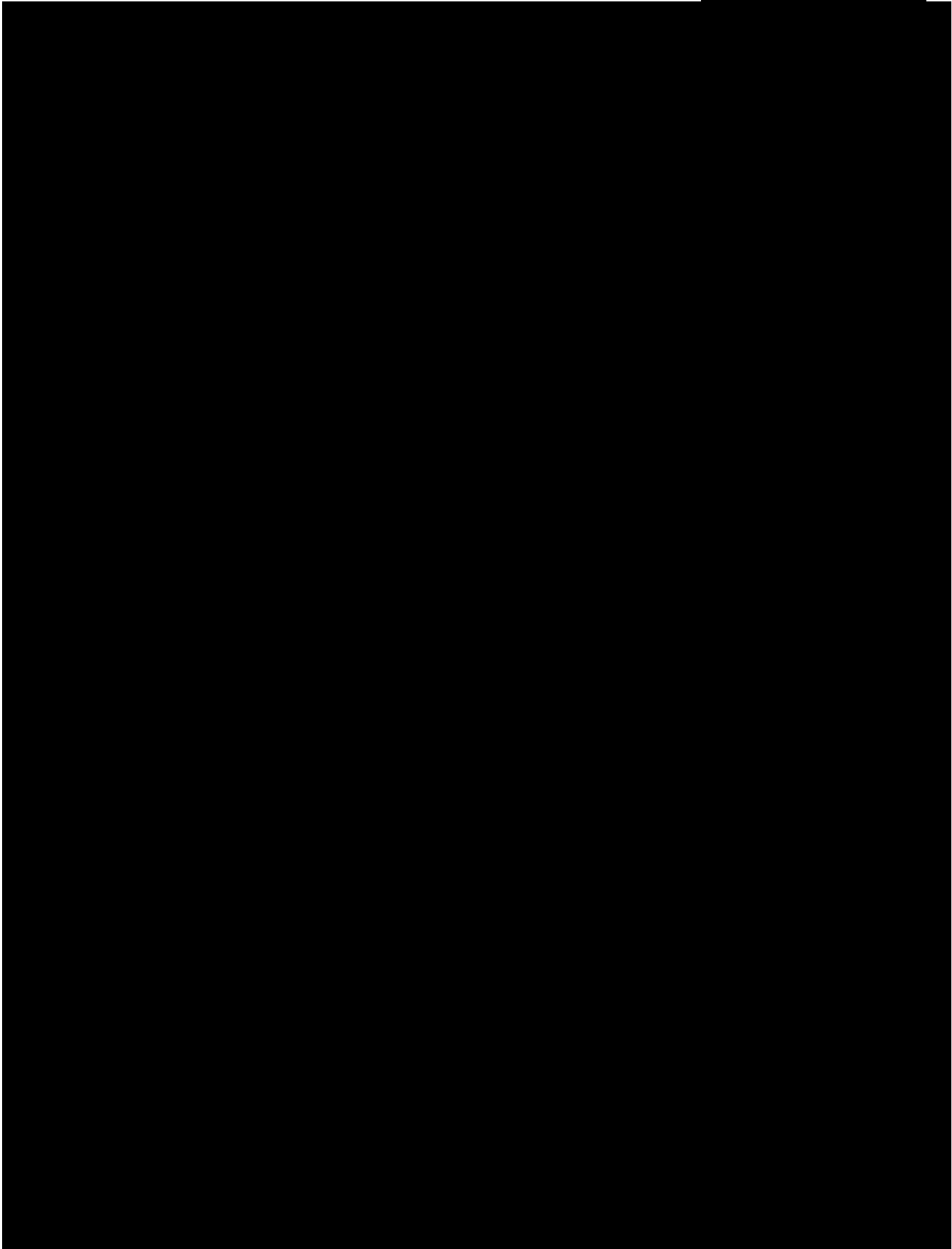


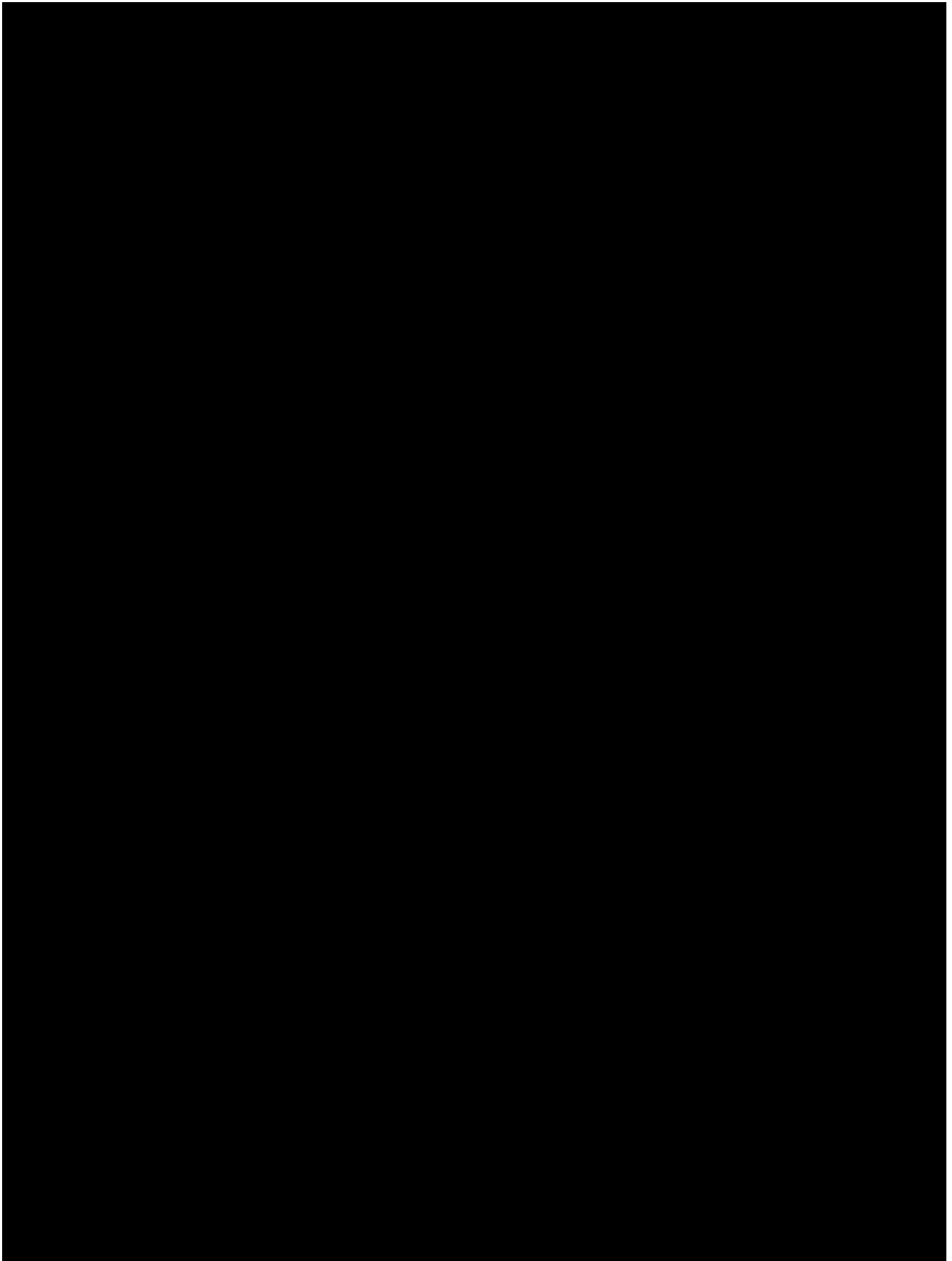


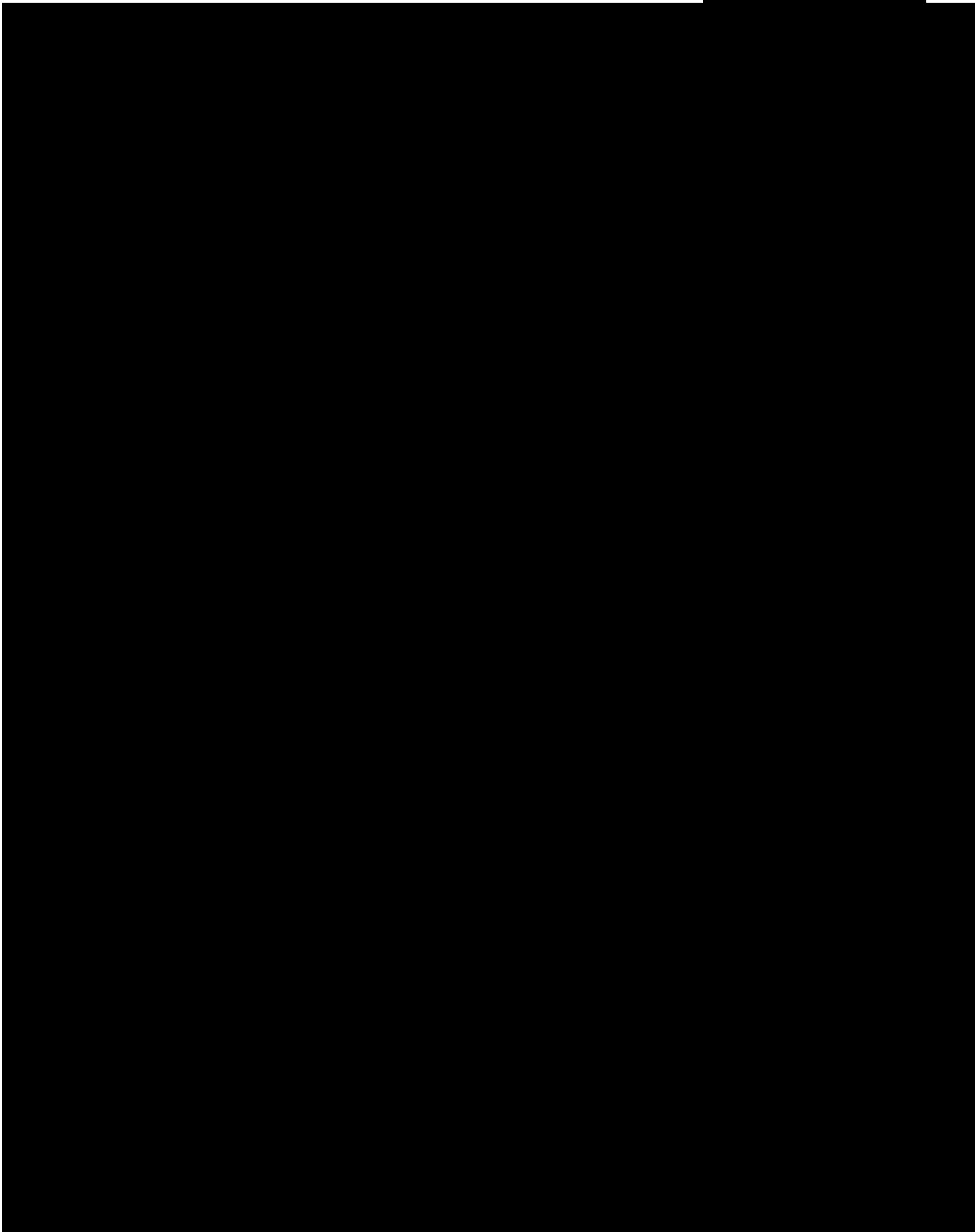


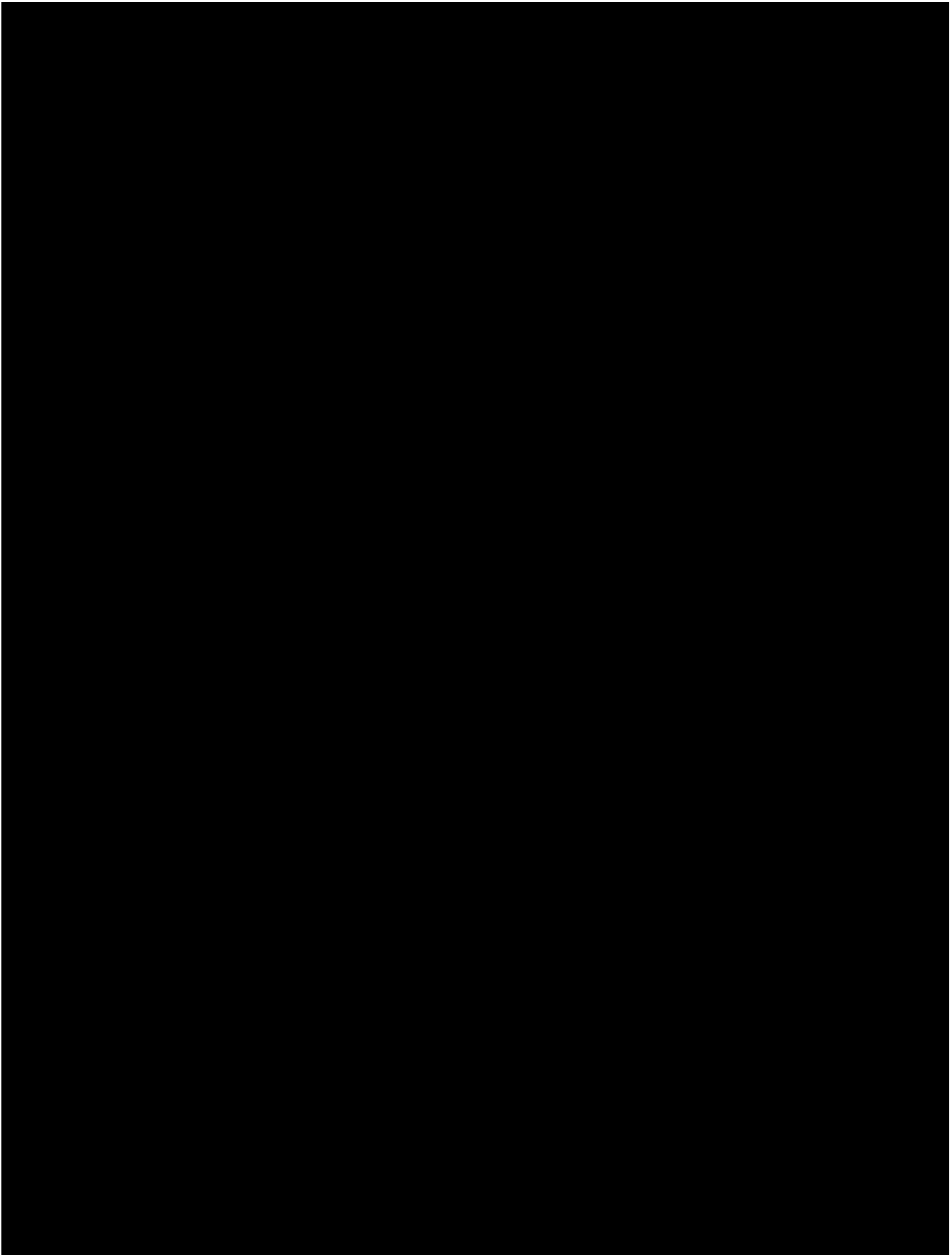


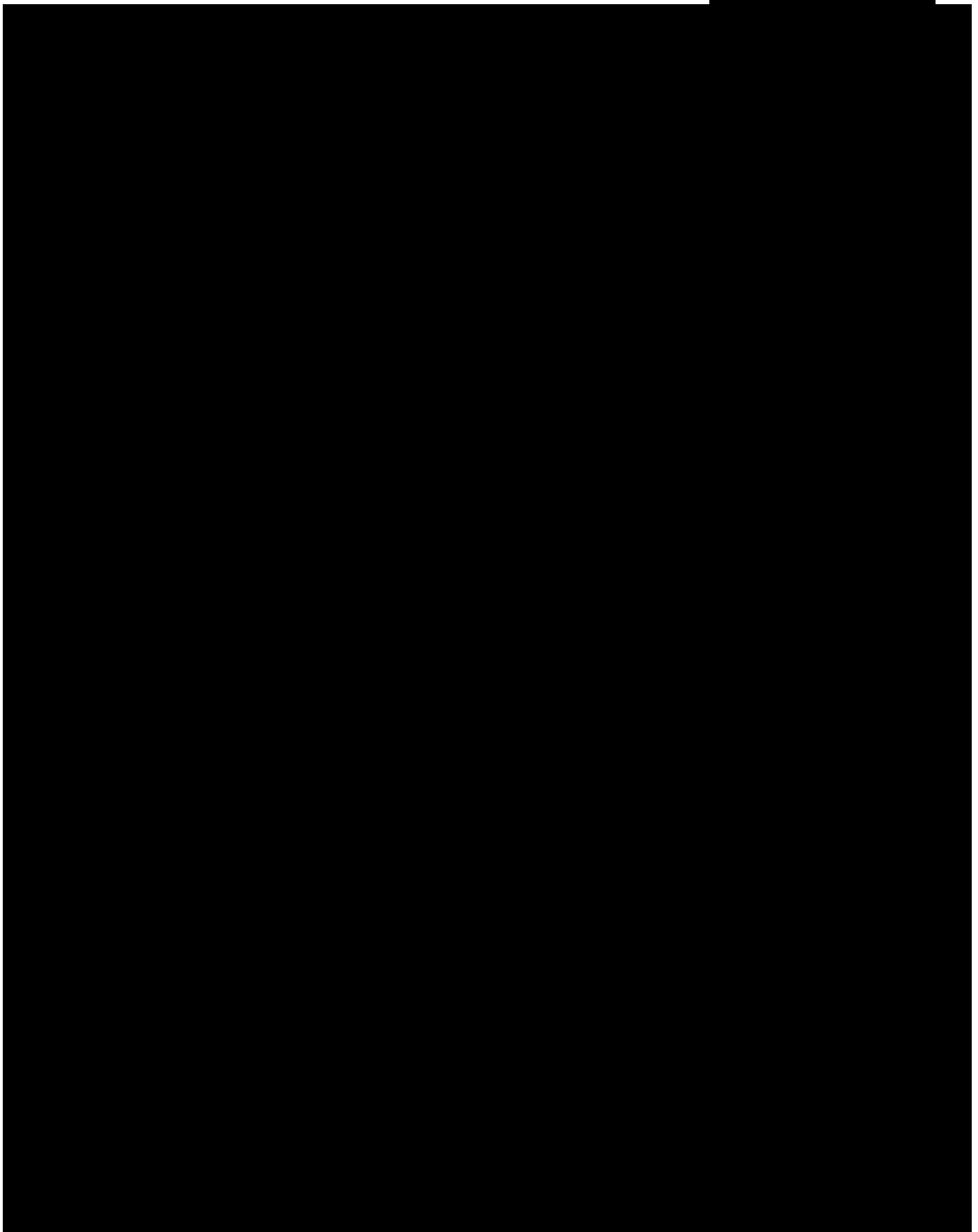


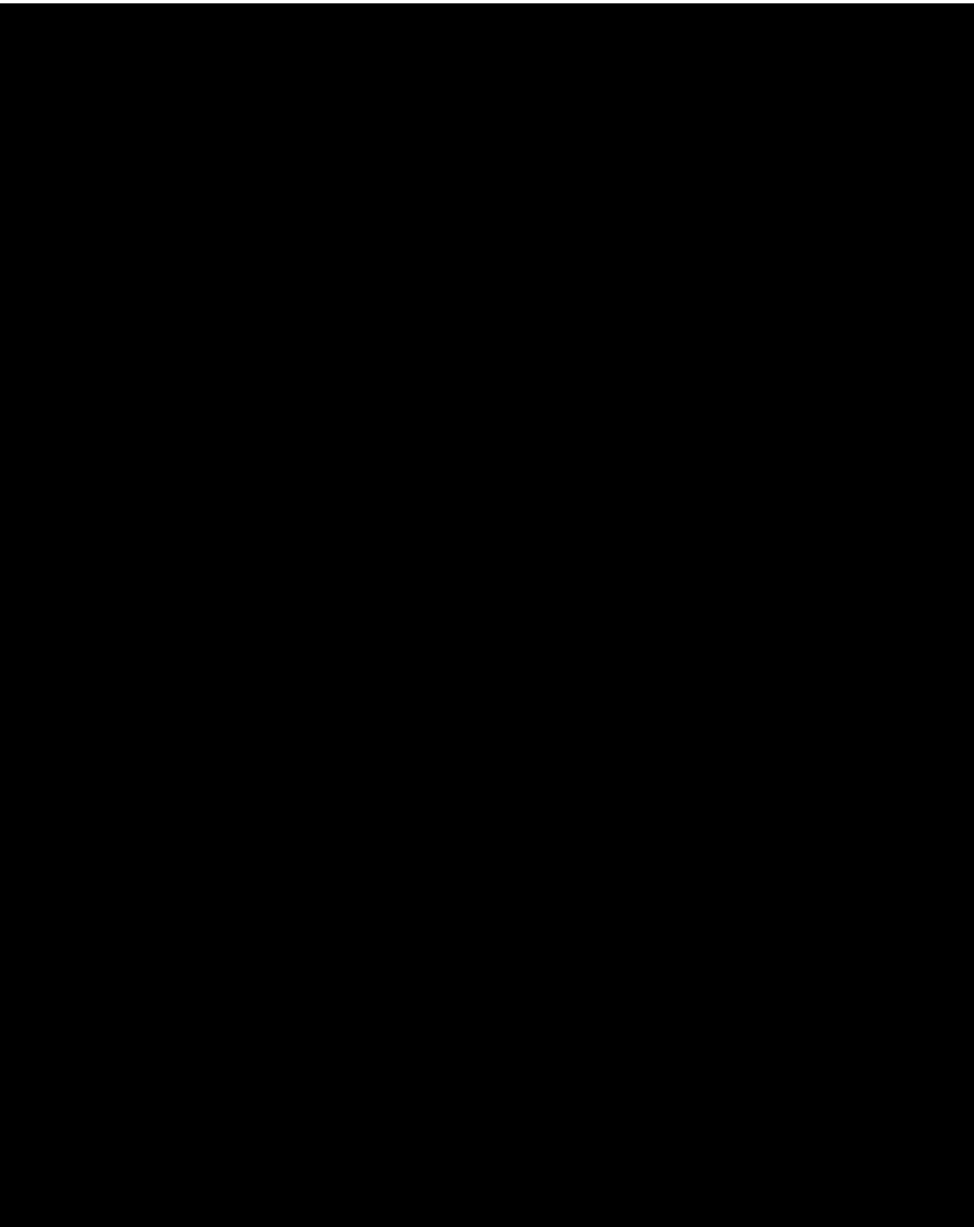




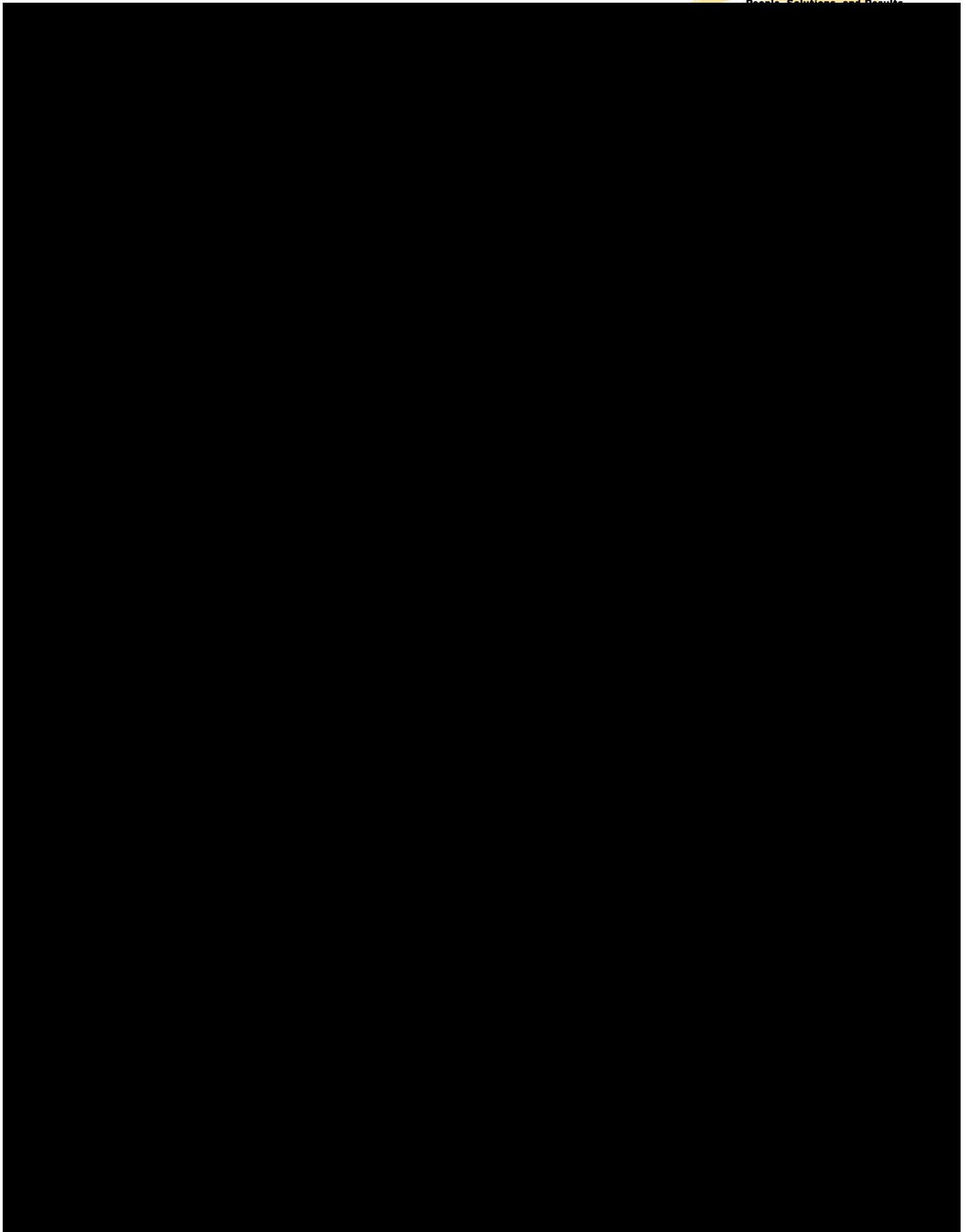


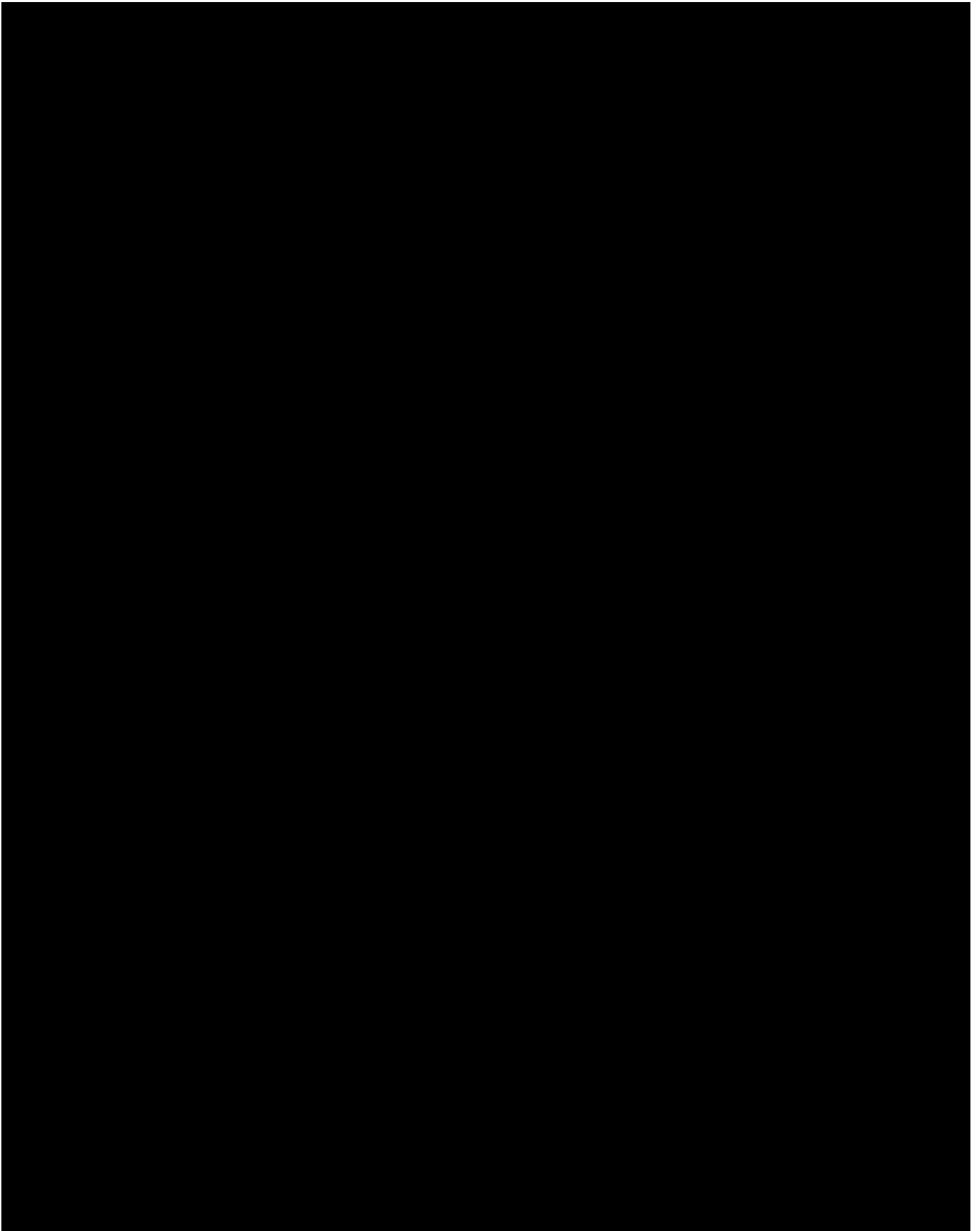


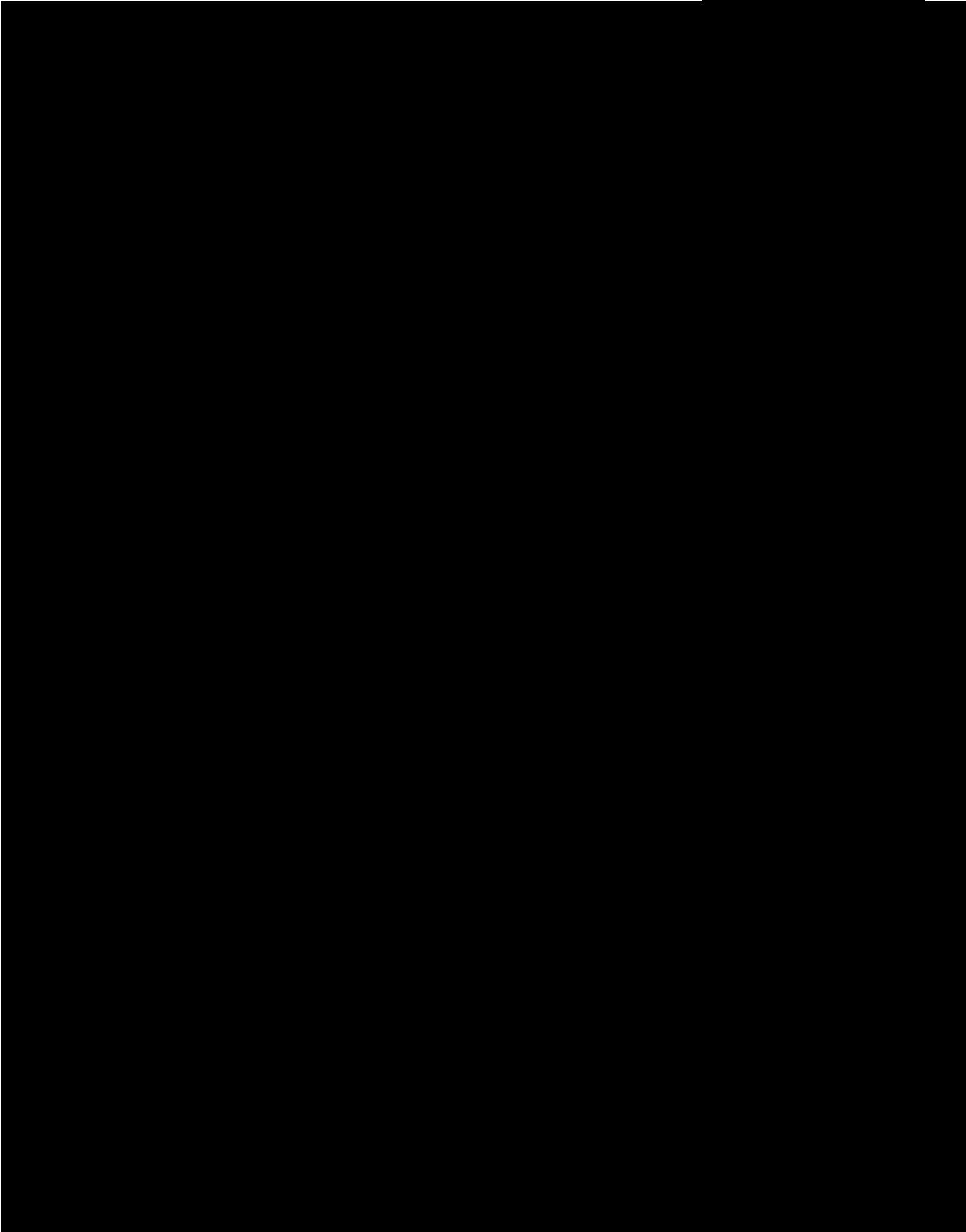


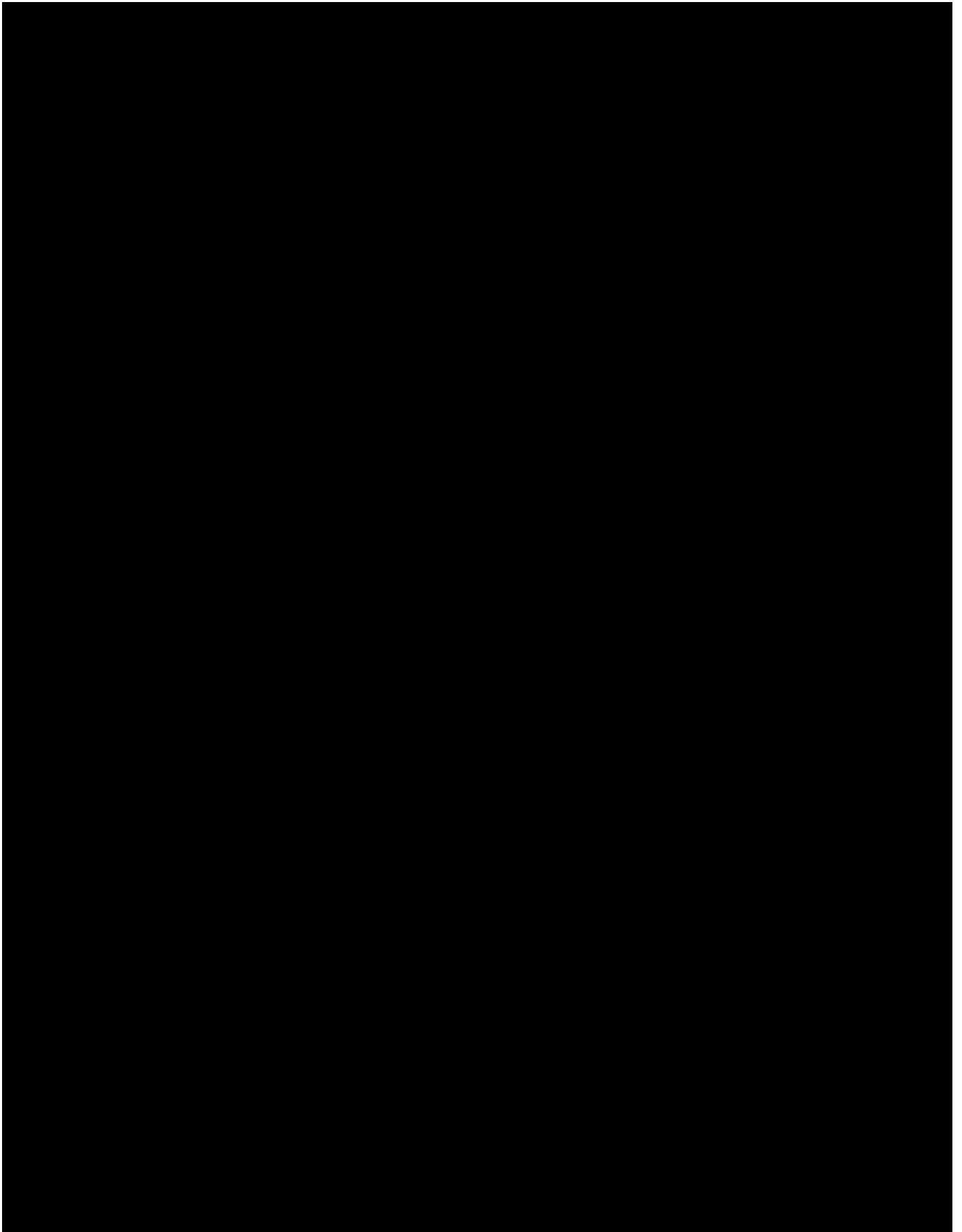


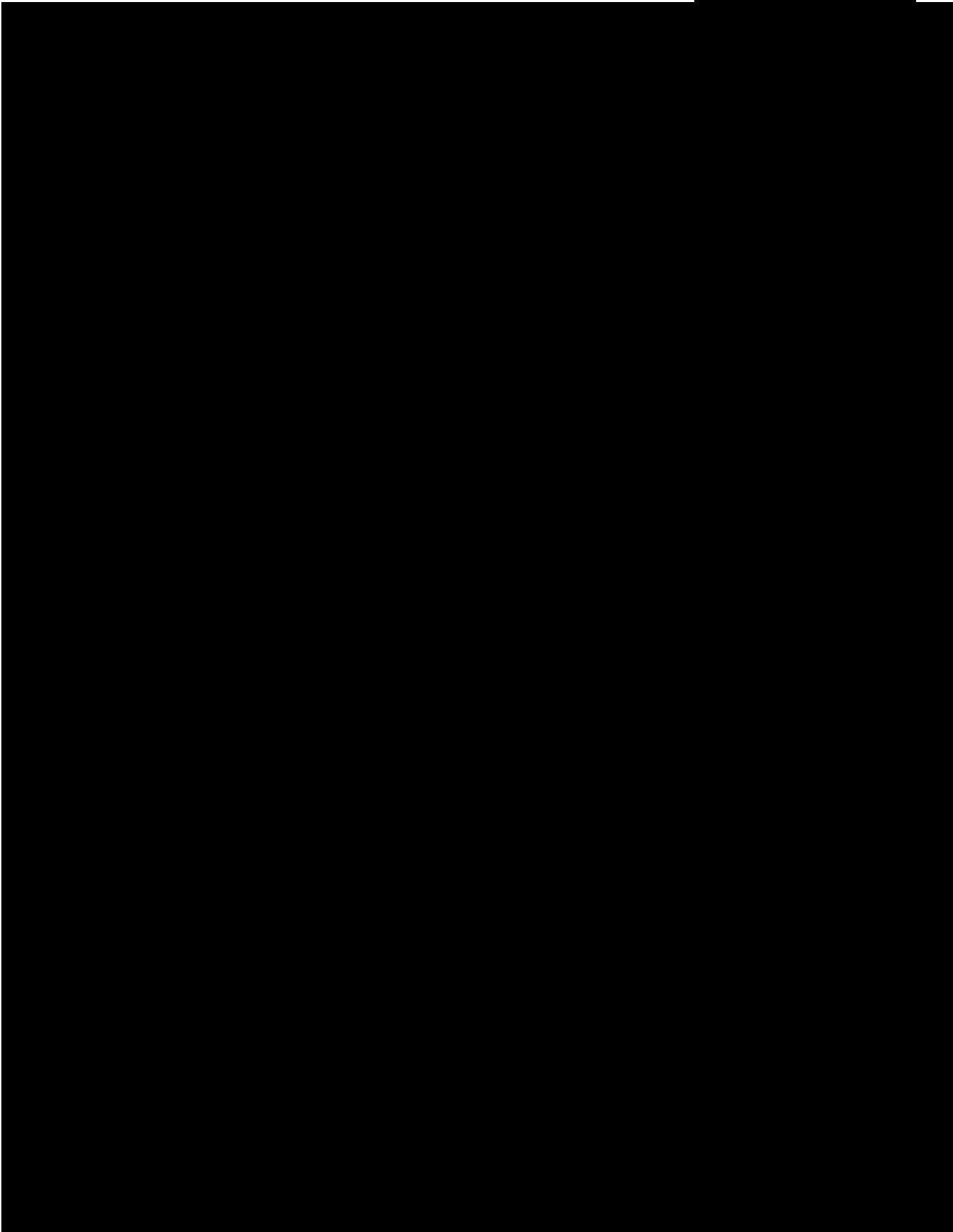


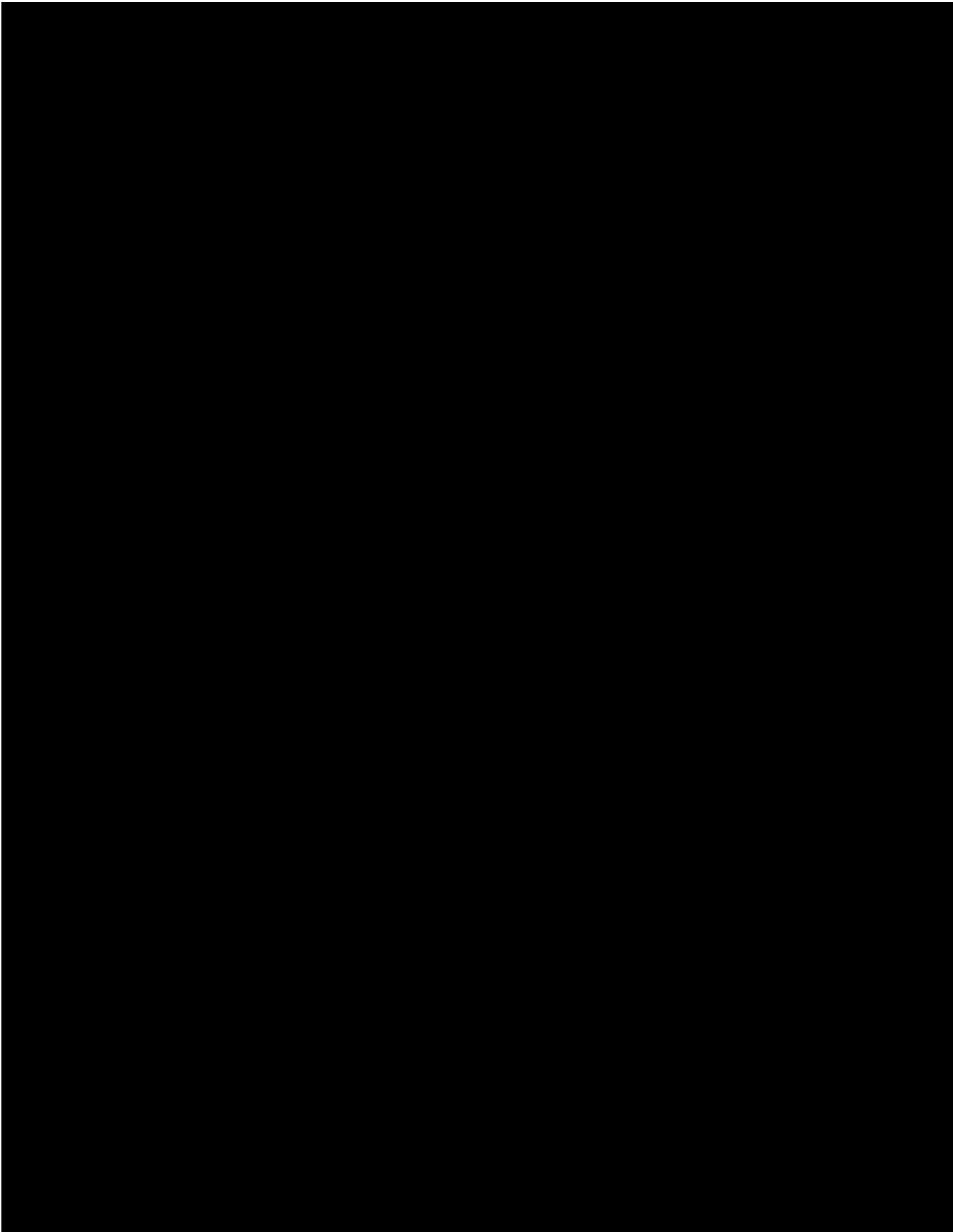


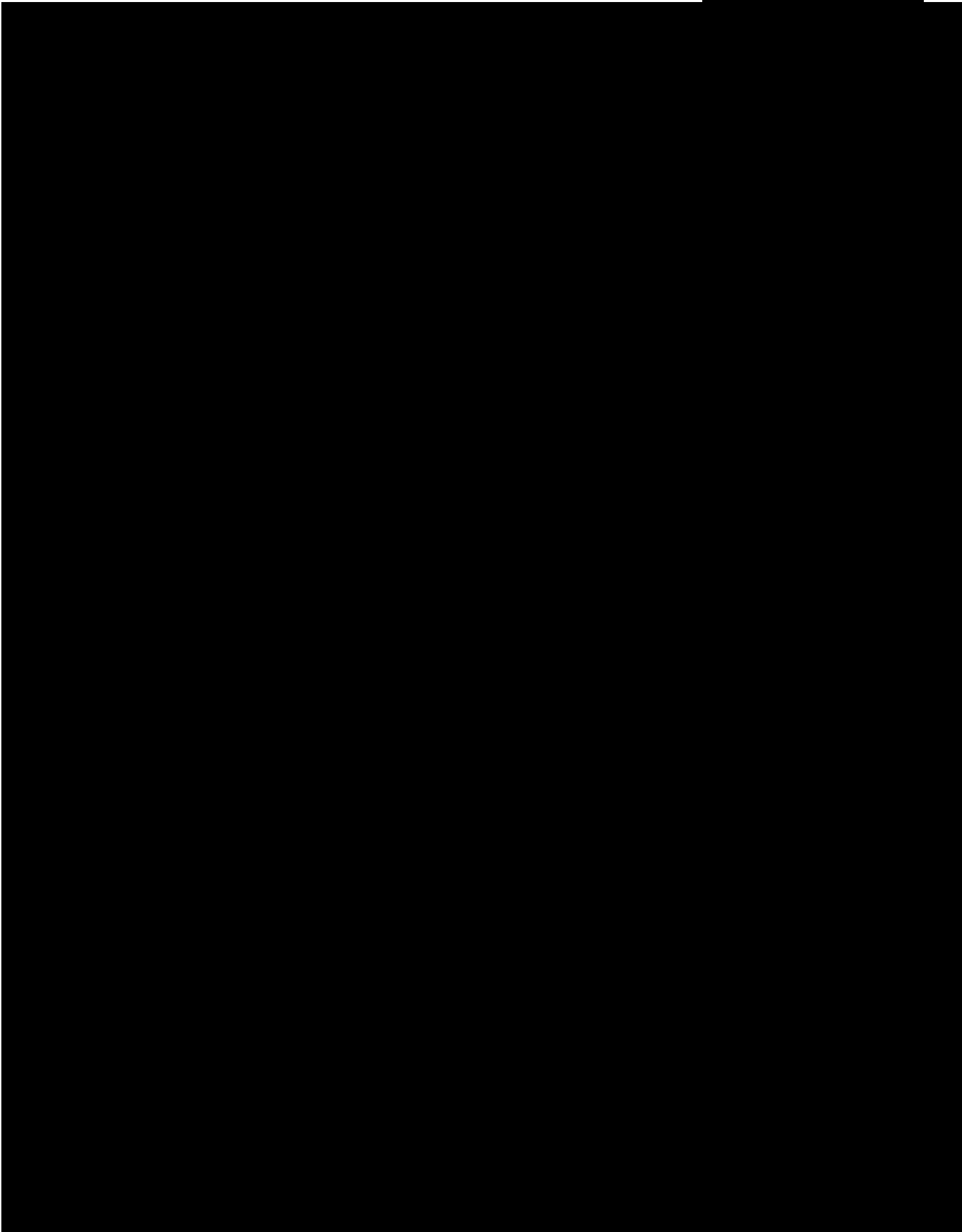


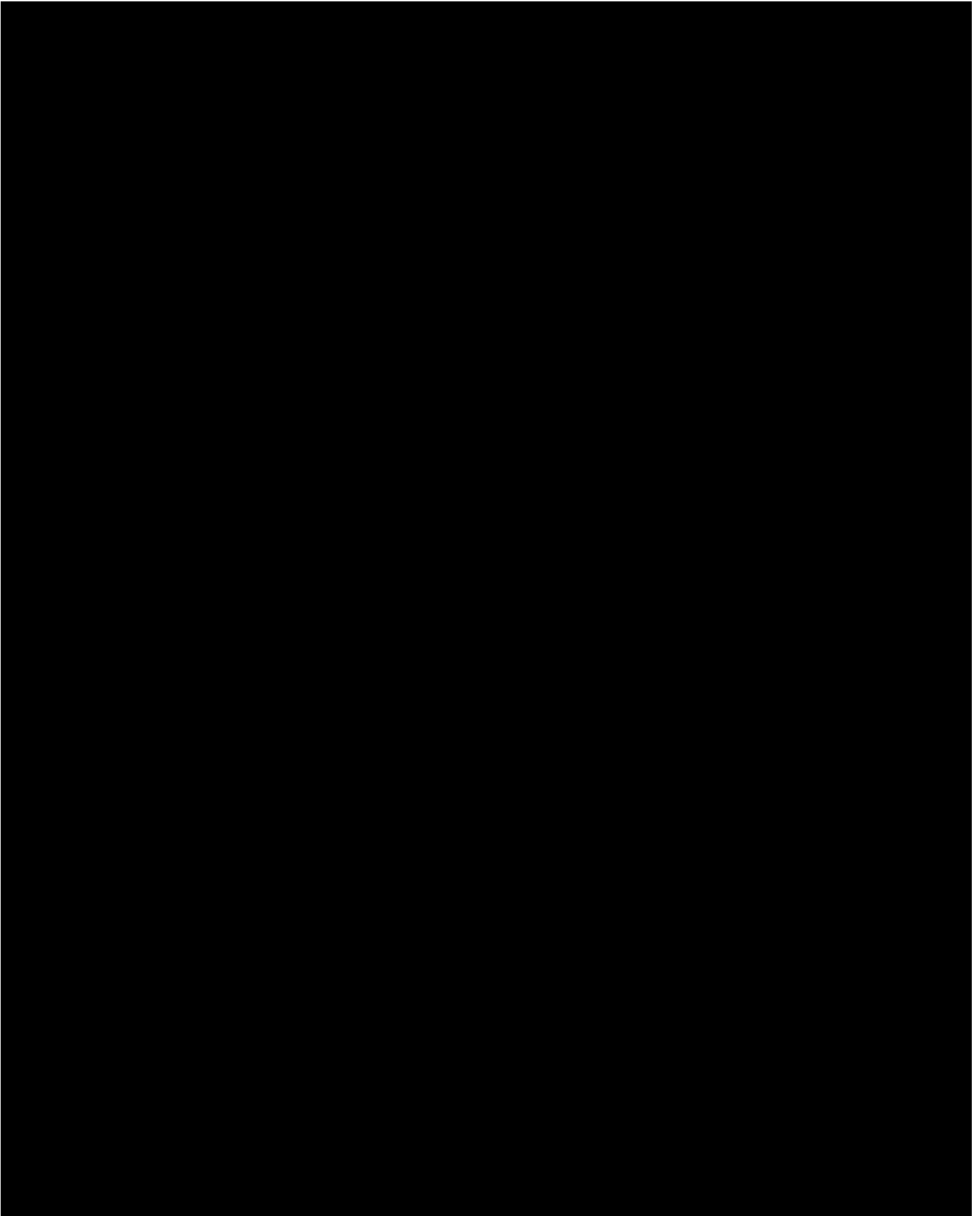




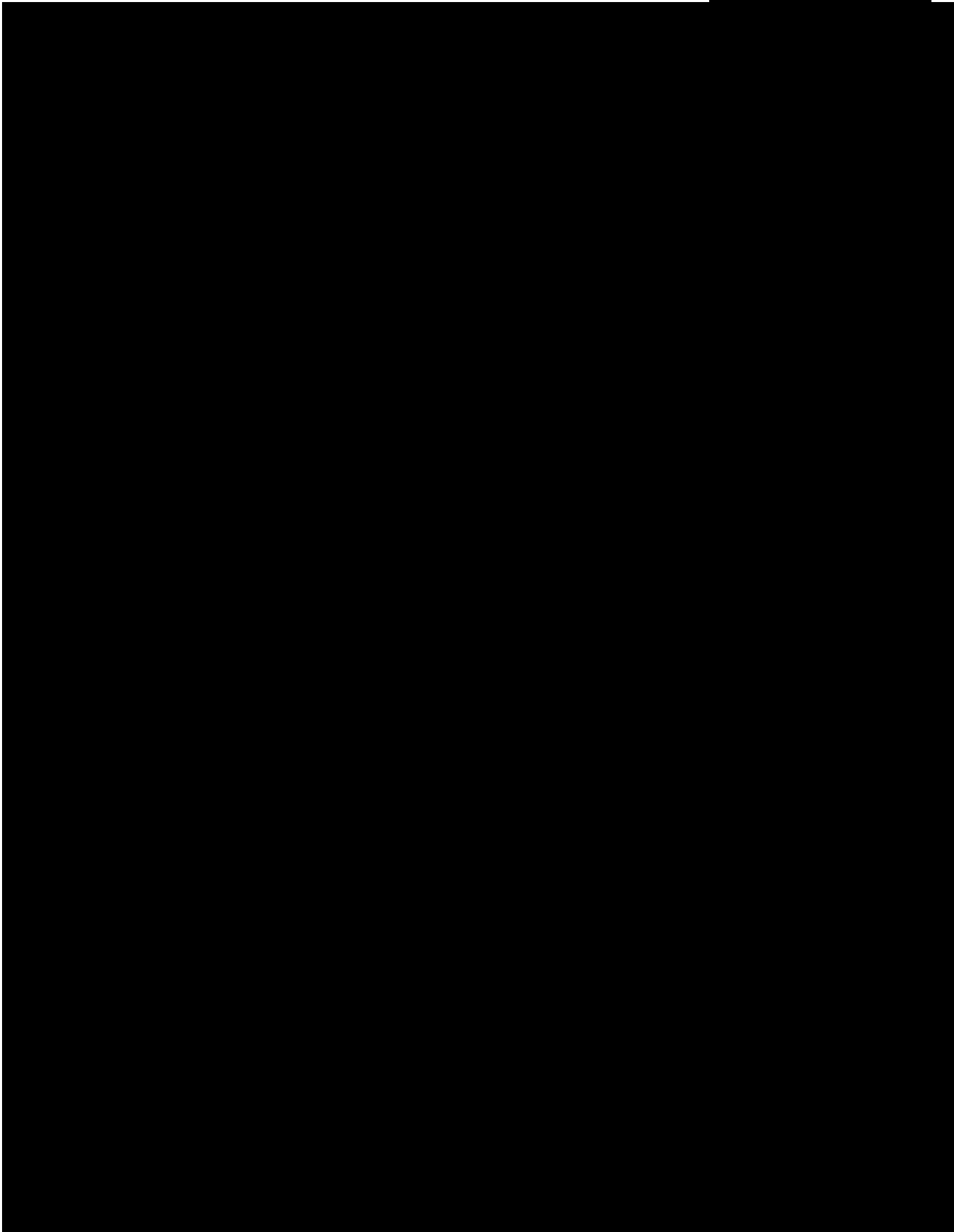


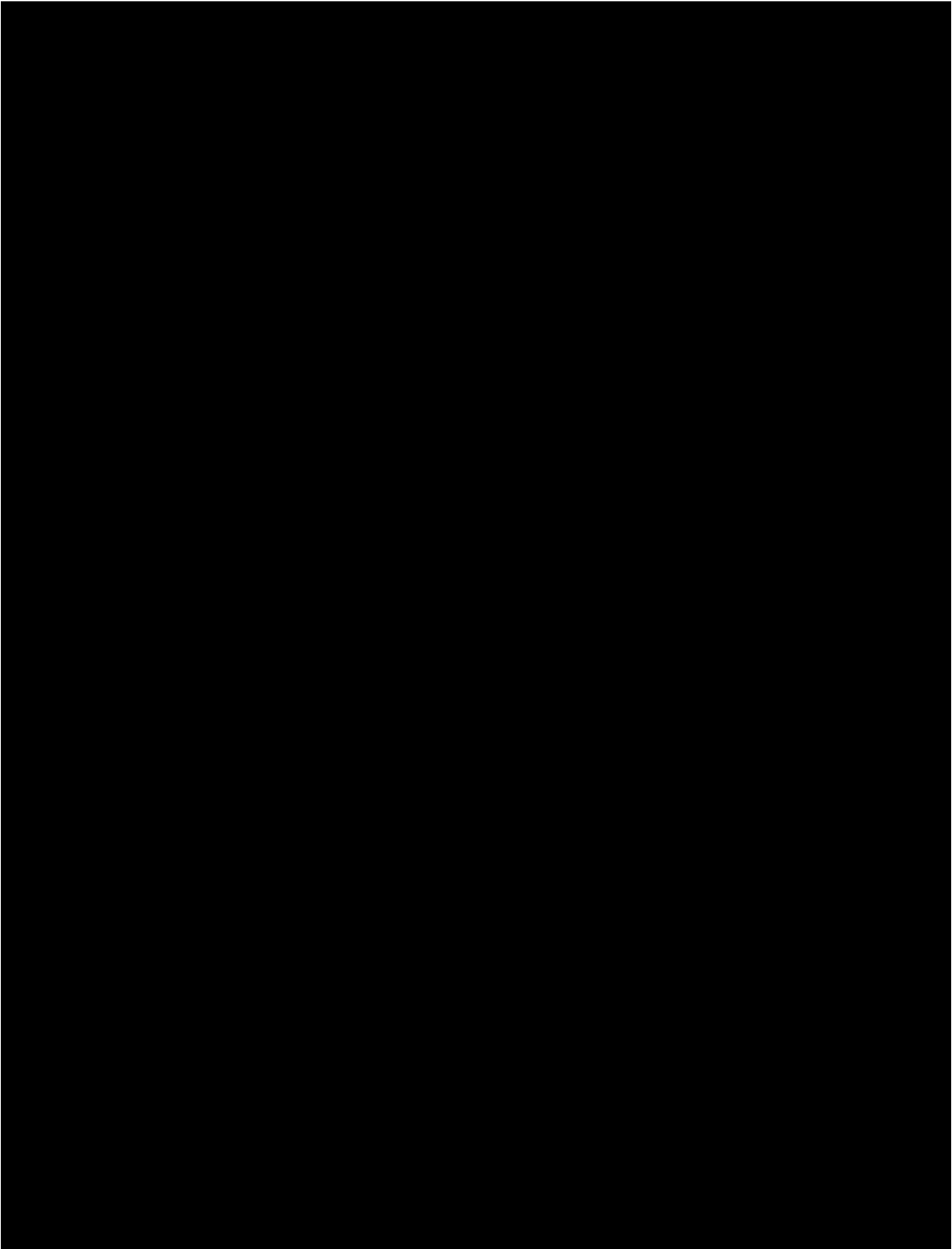


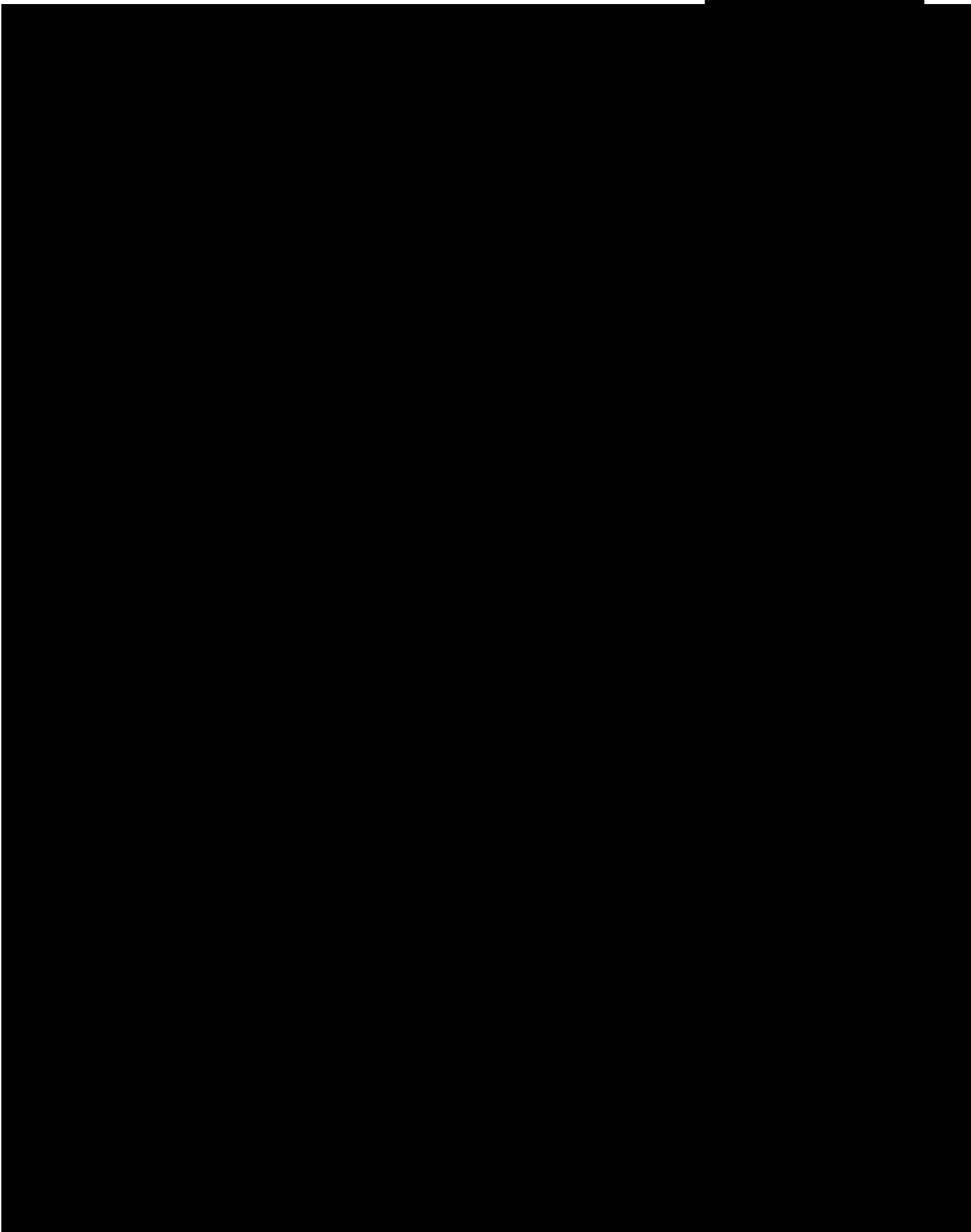


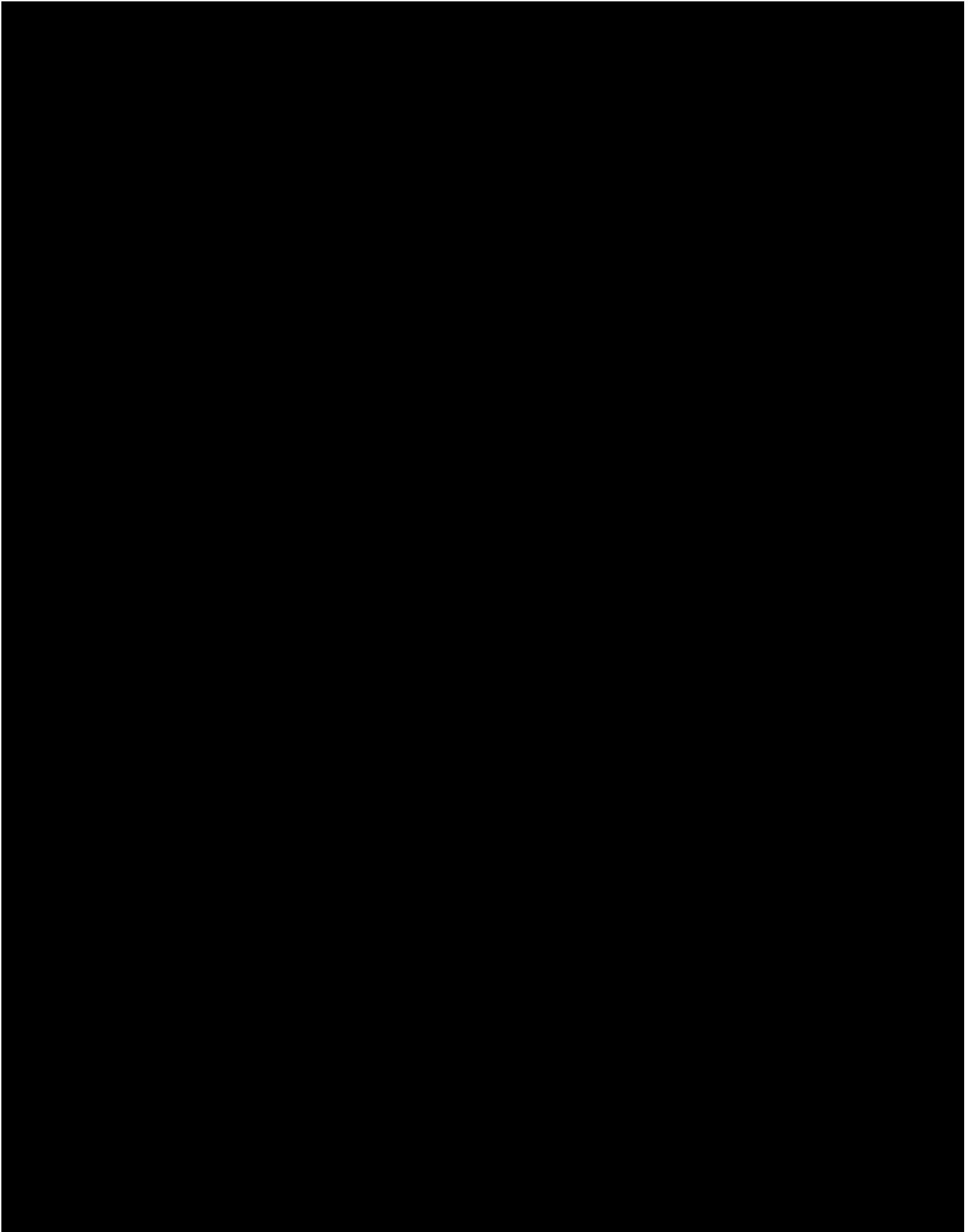


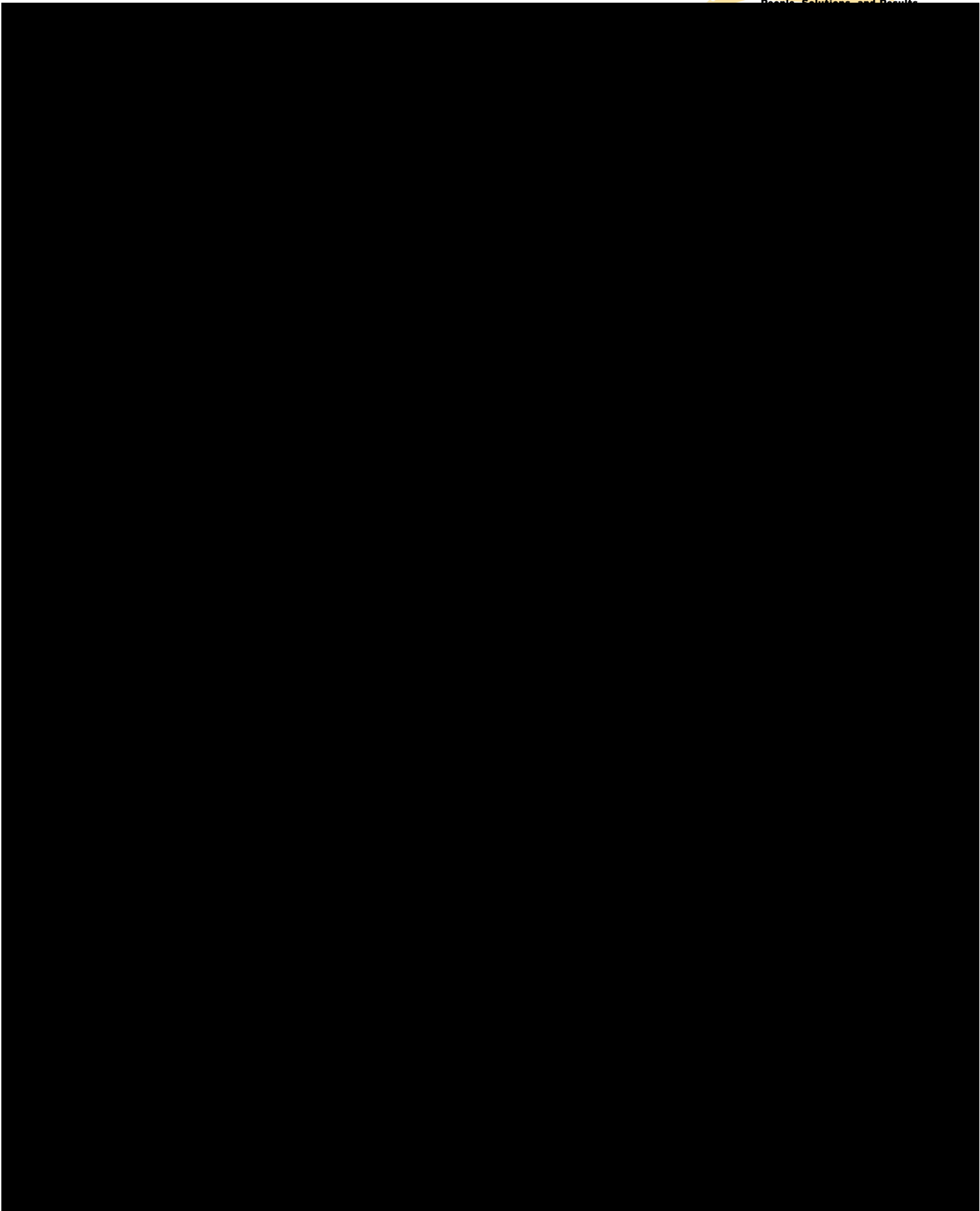


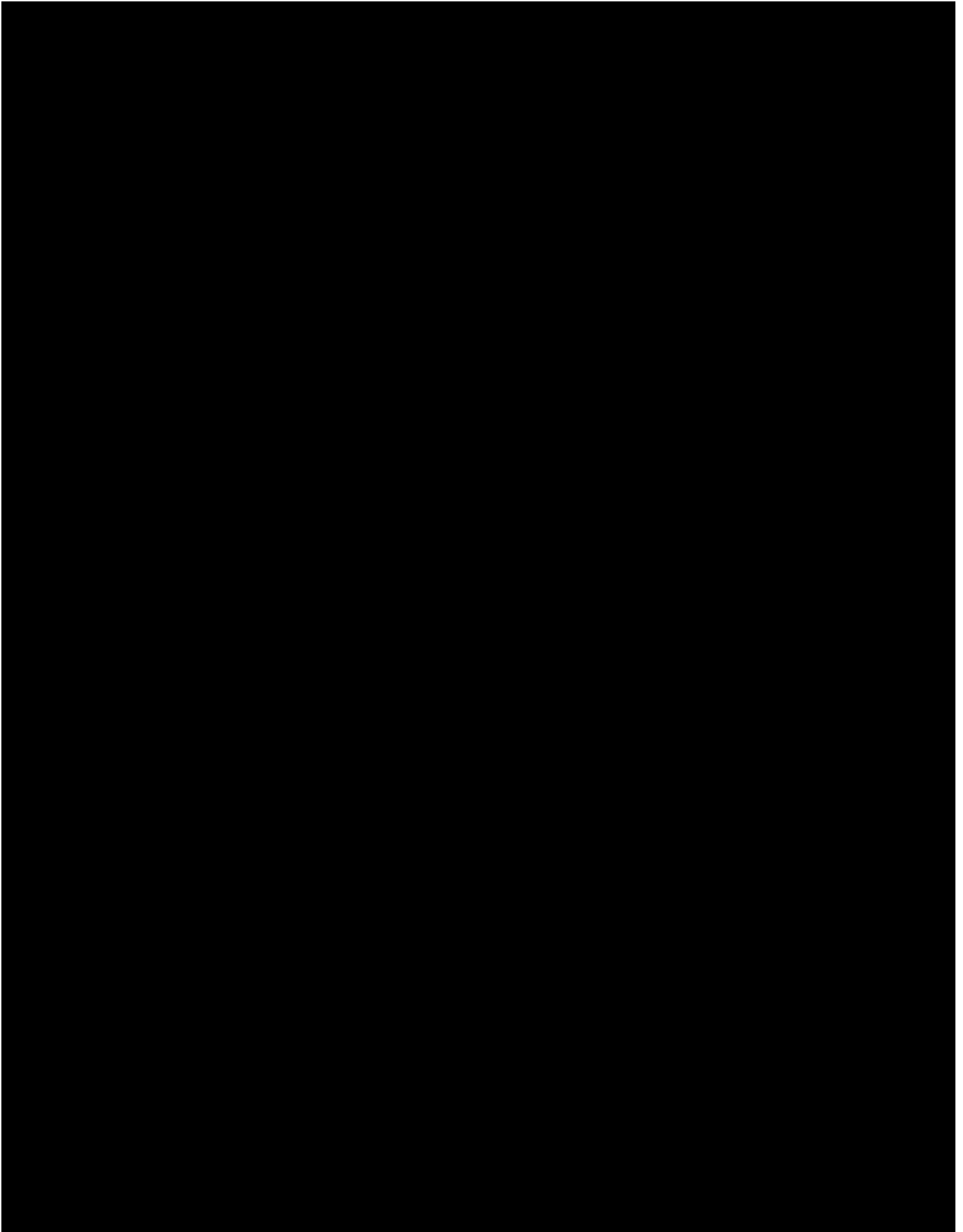


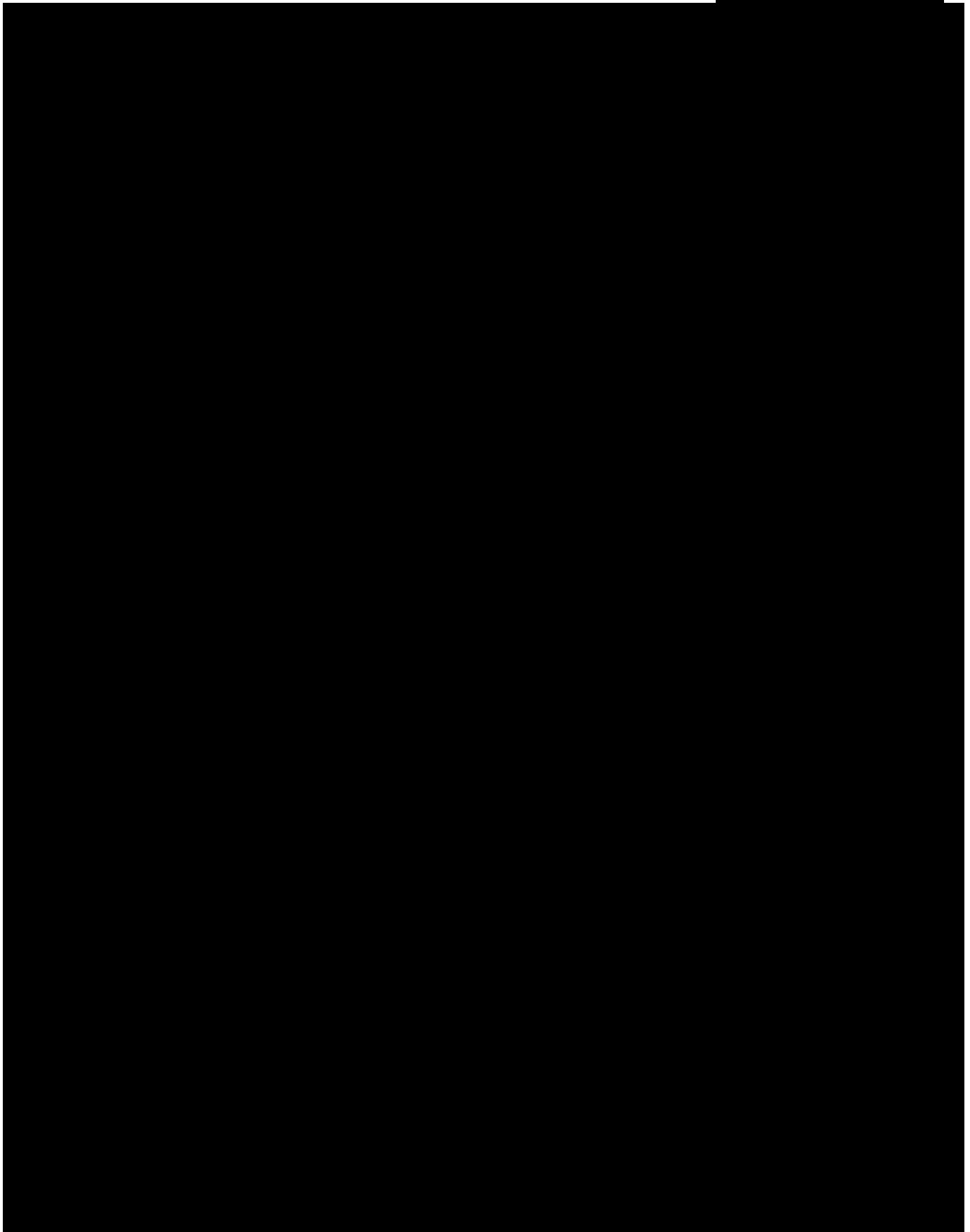


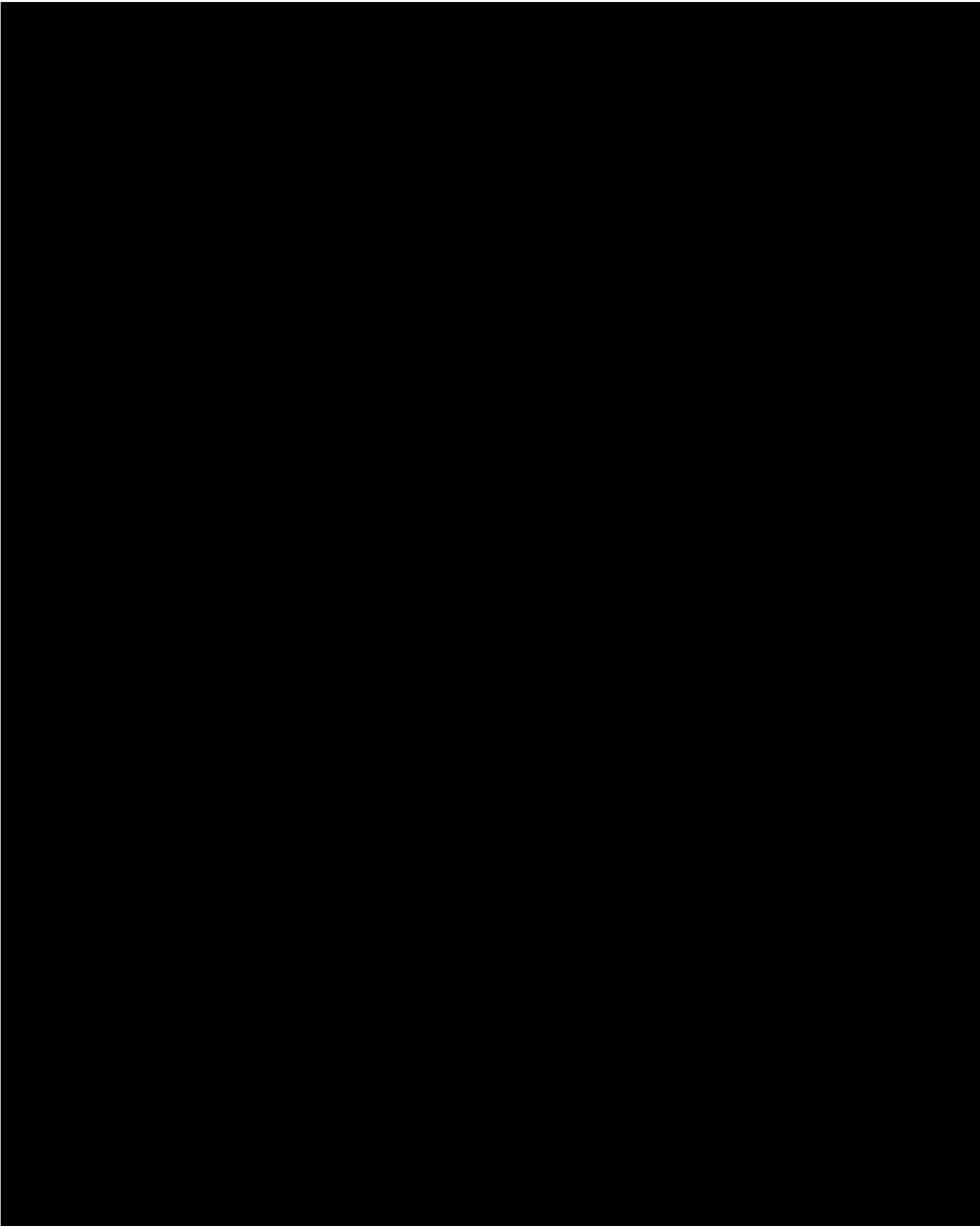






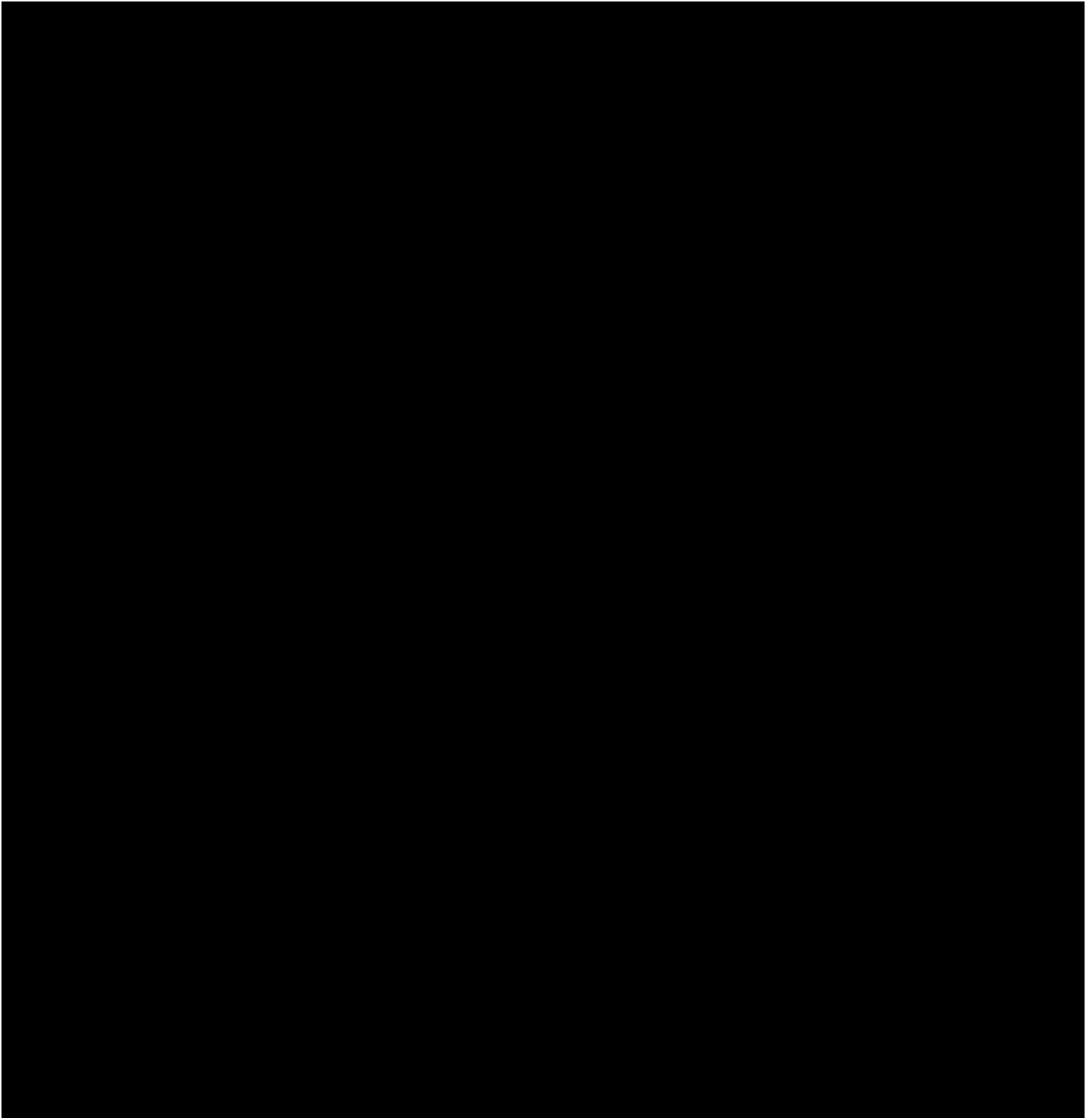


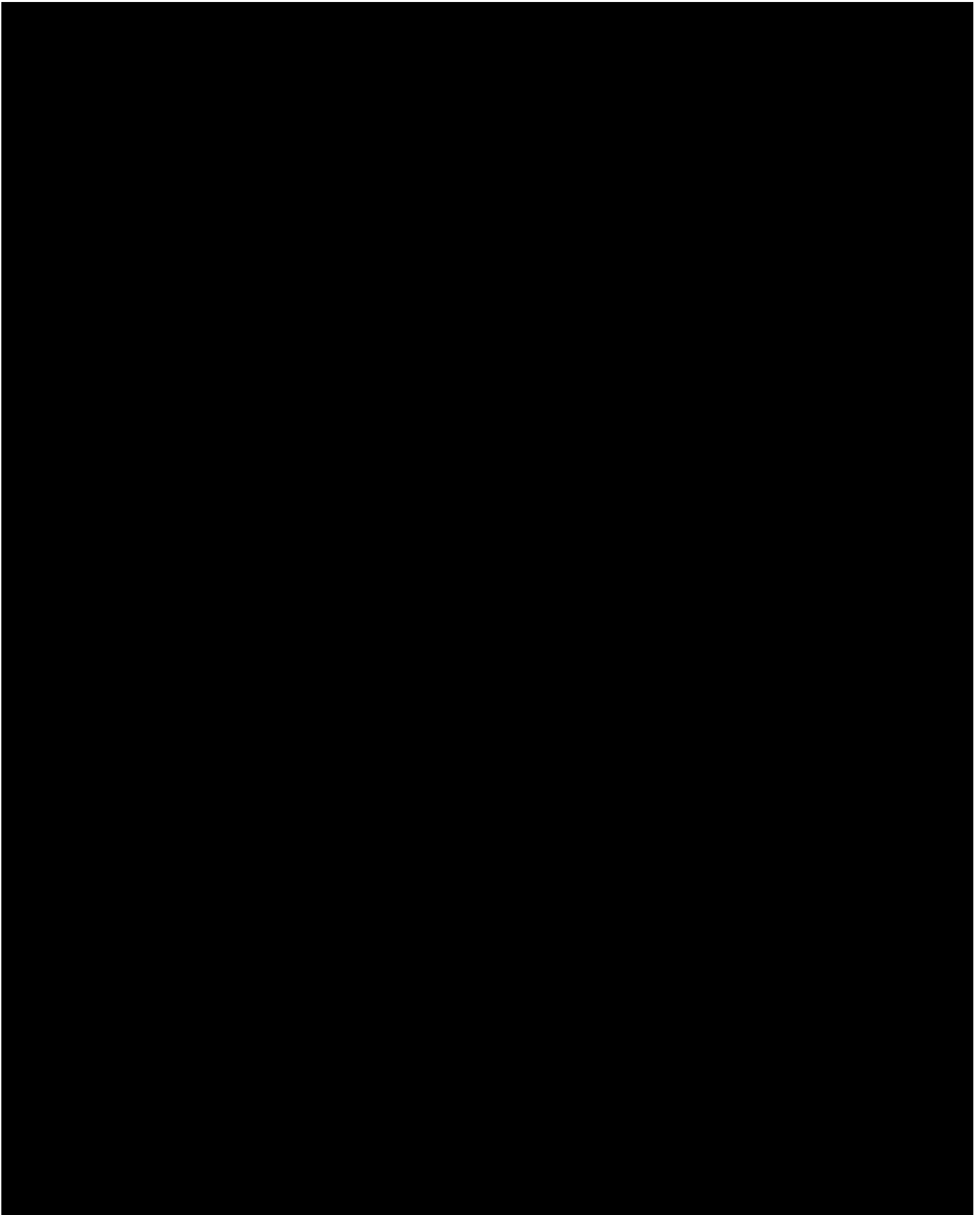


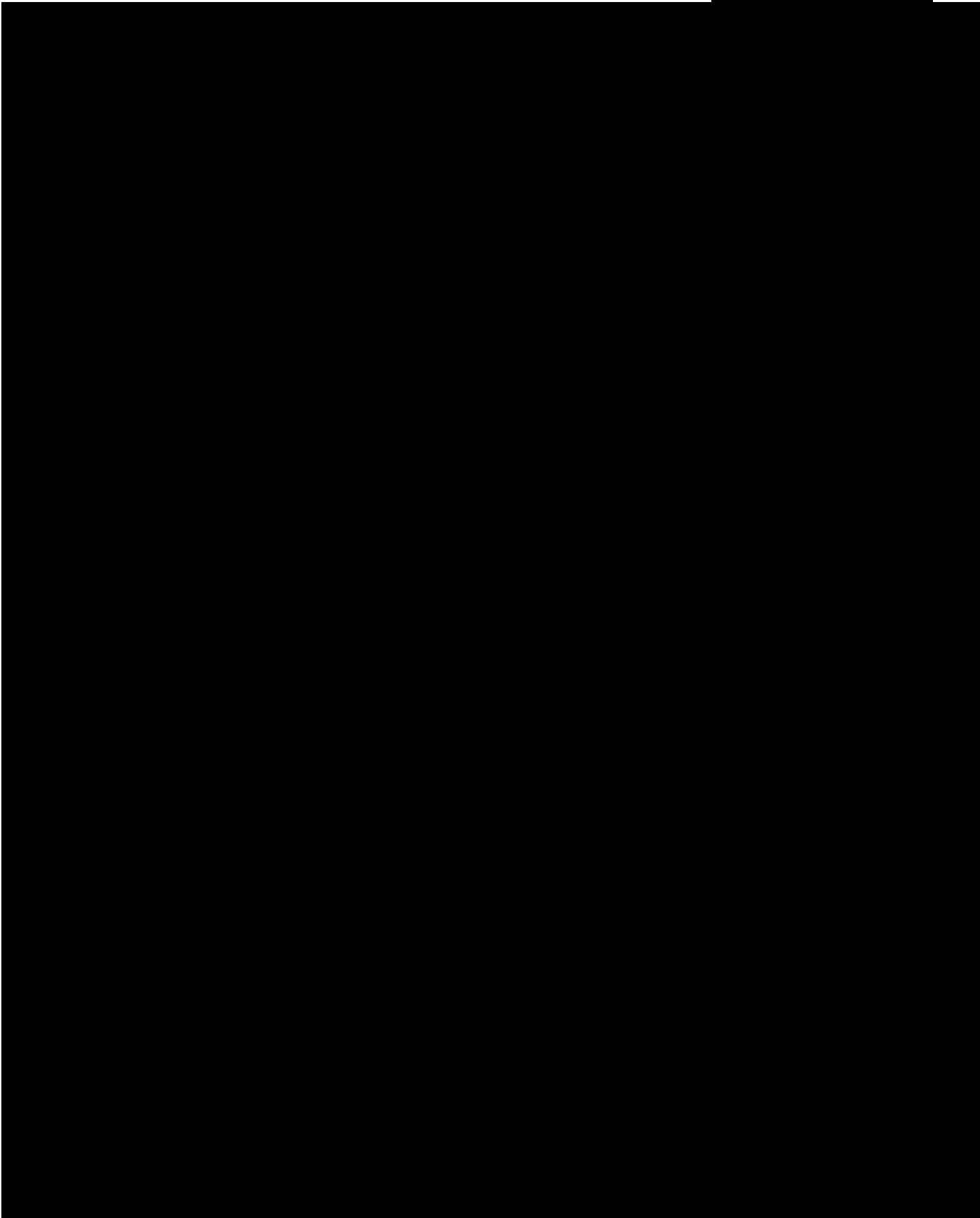


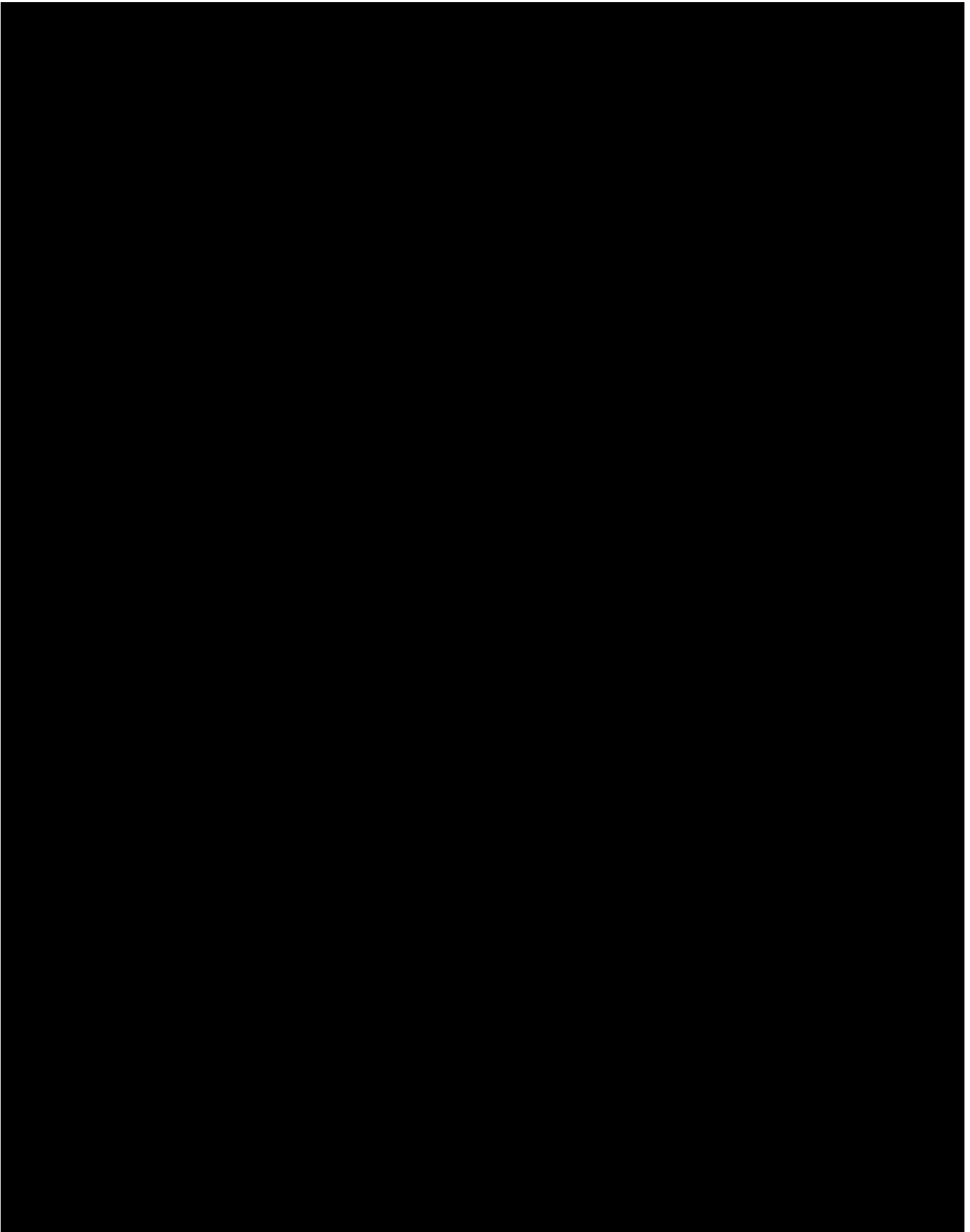


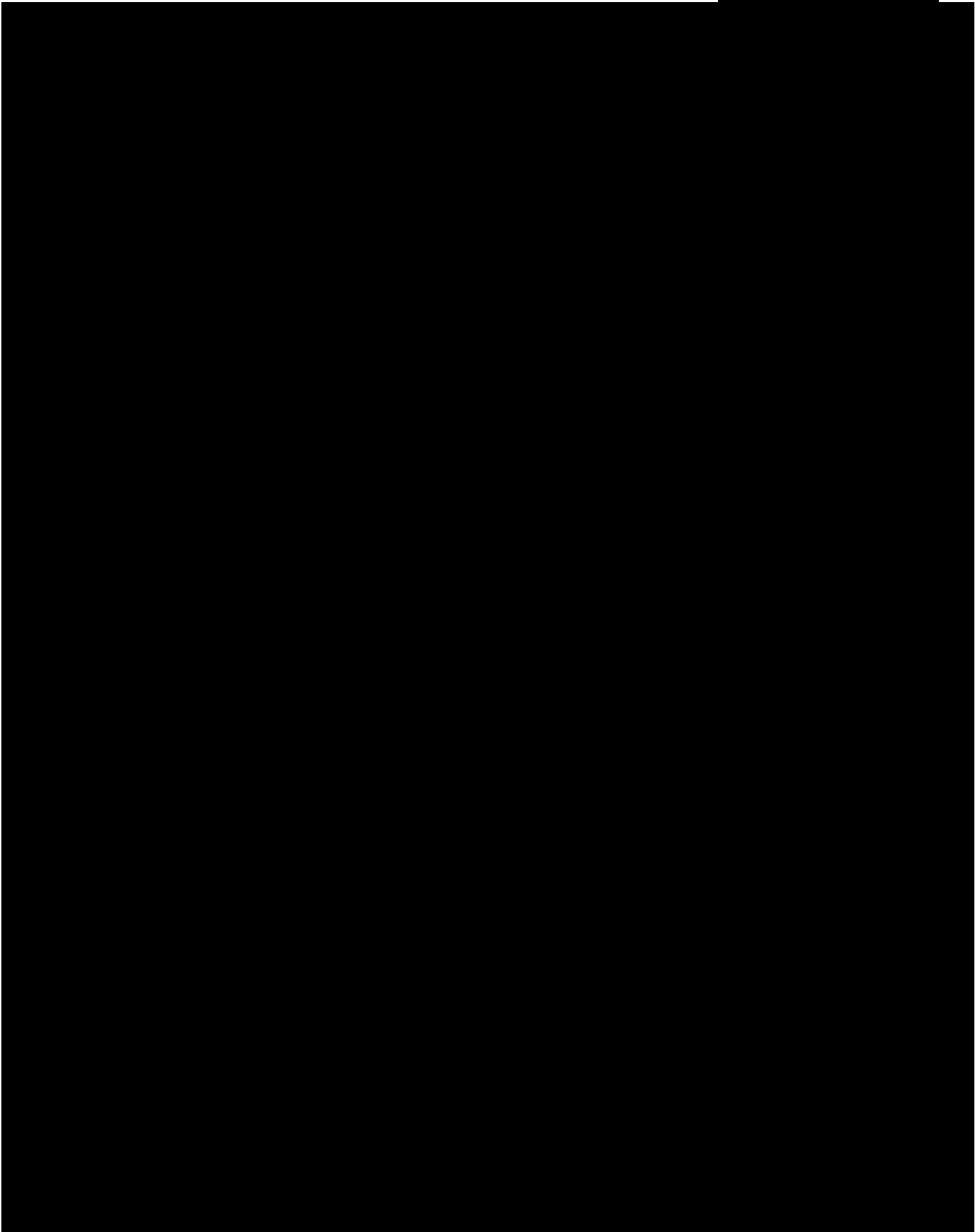
## Replacement MMIS Pricing Table I, Operations Phase – Fixed Price Per Day Due to Fixed Costs by State Fiscal Year

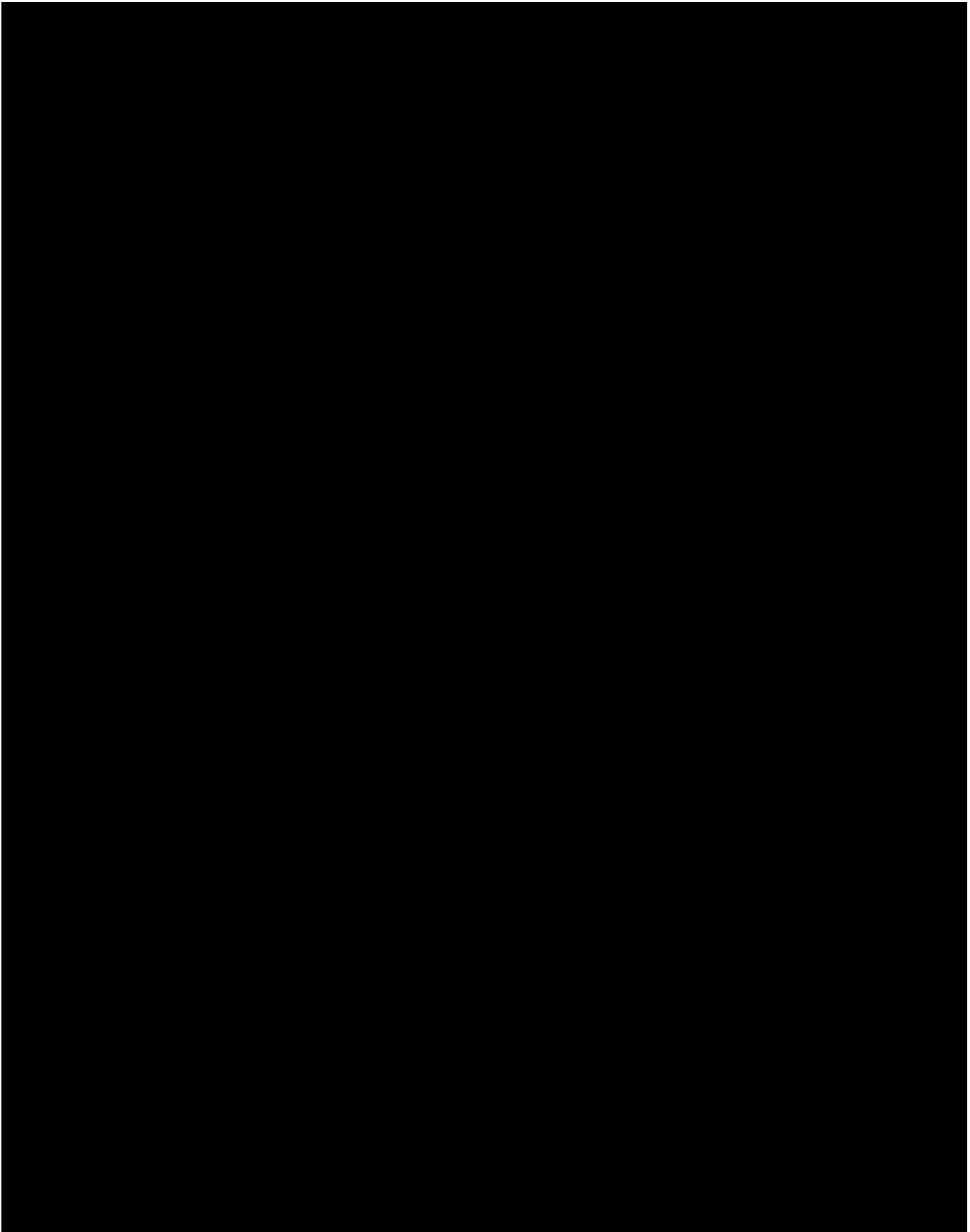


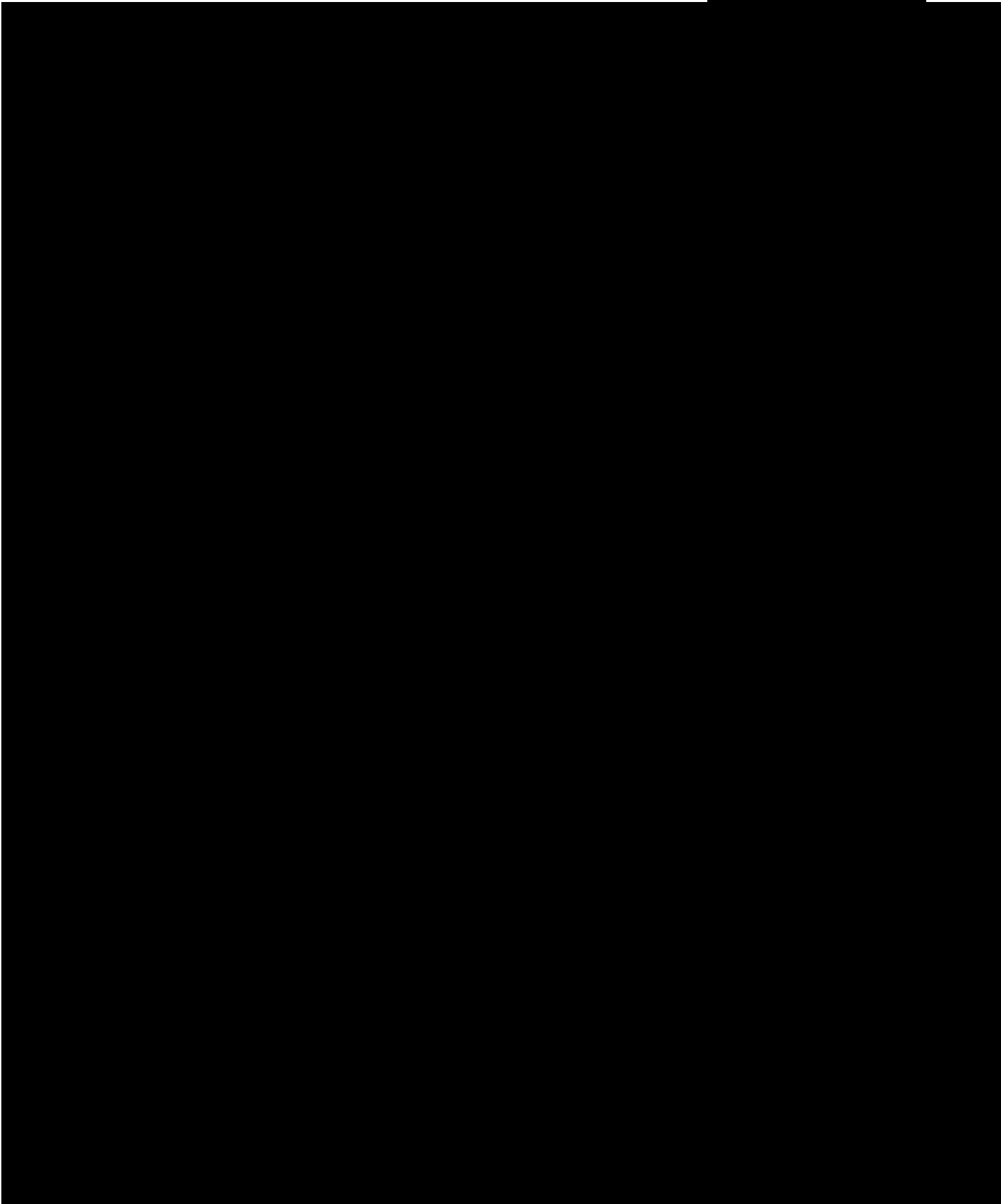


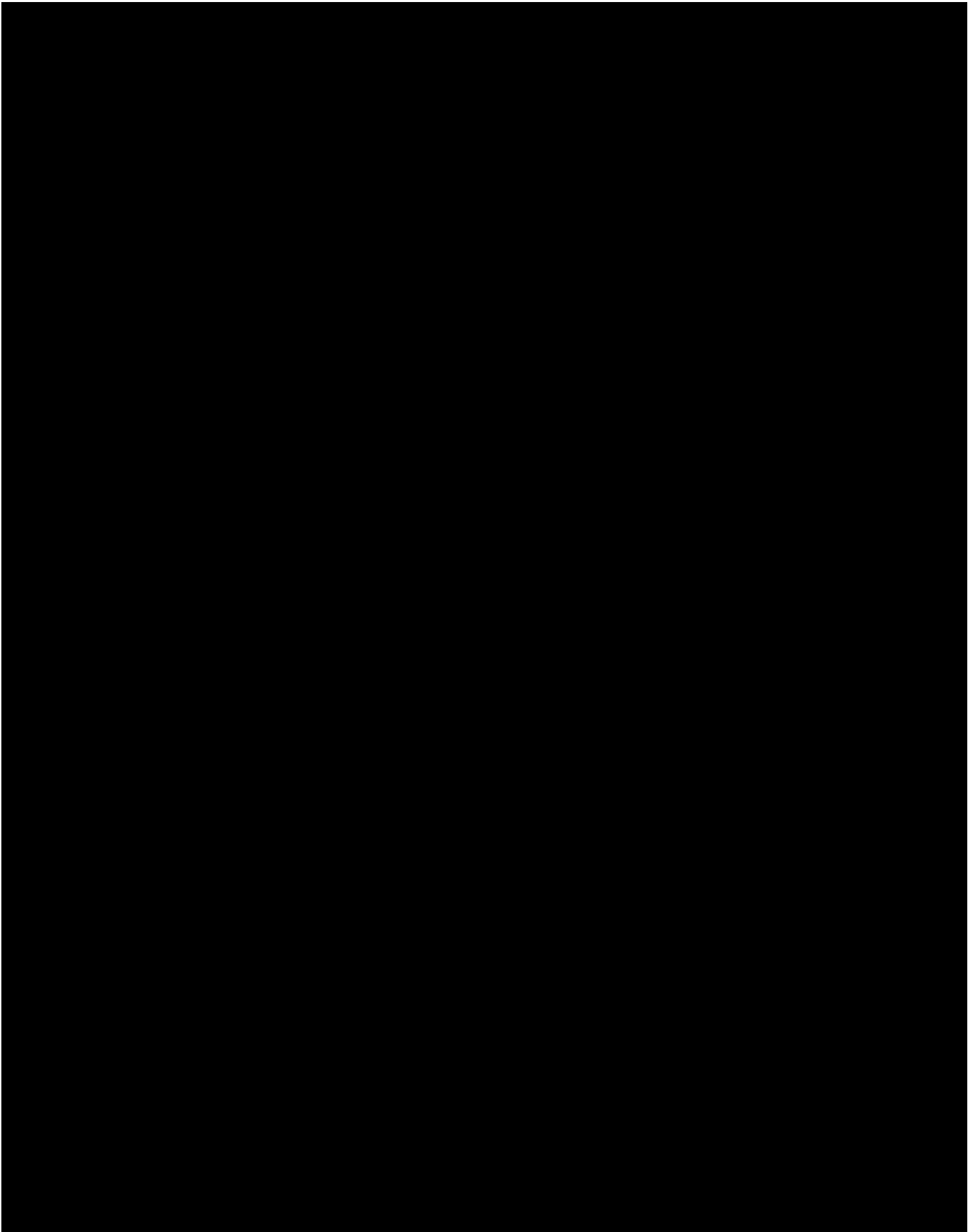




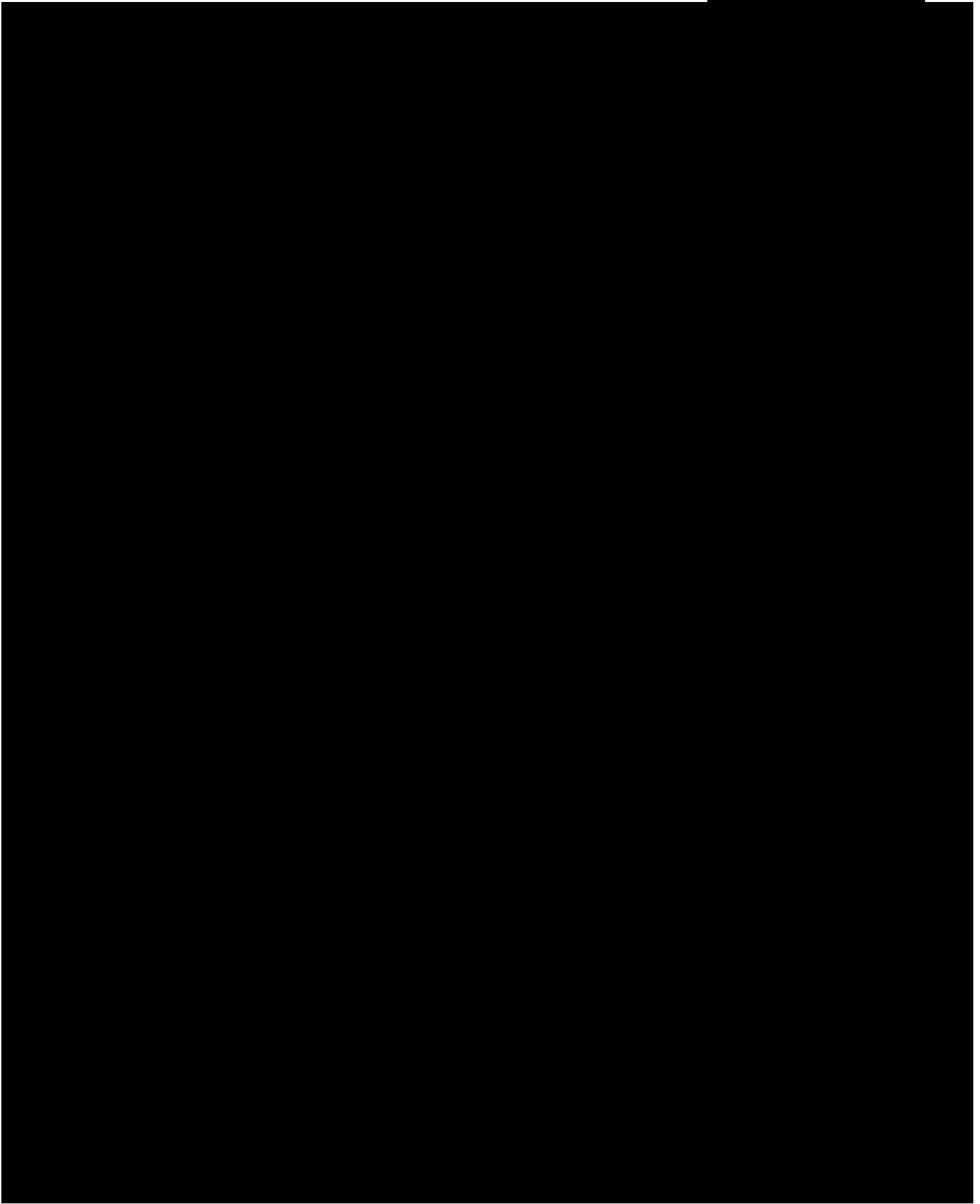


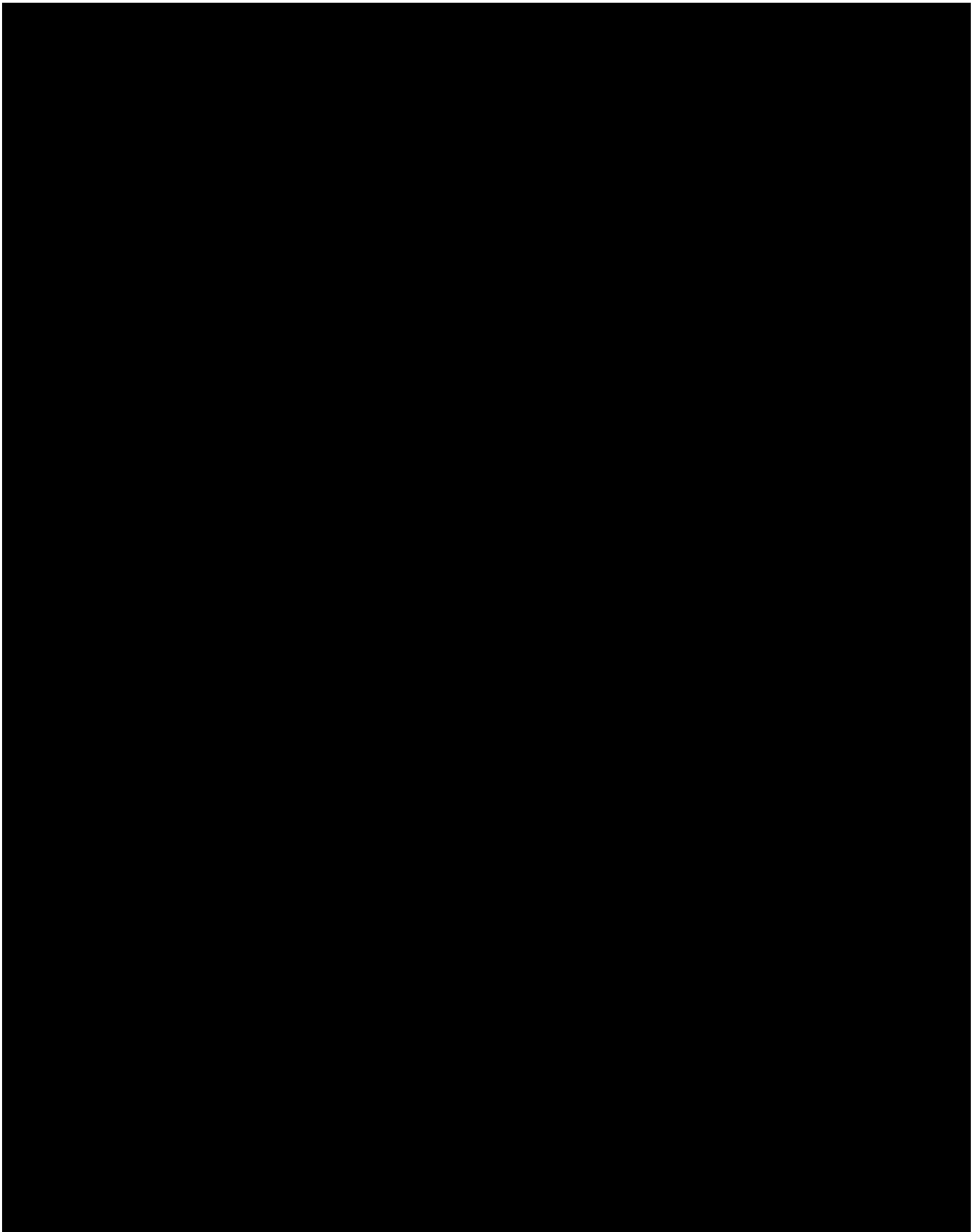


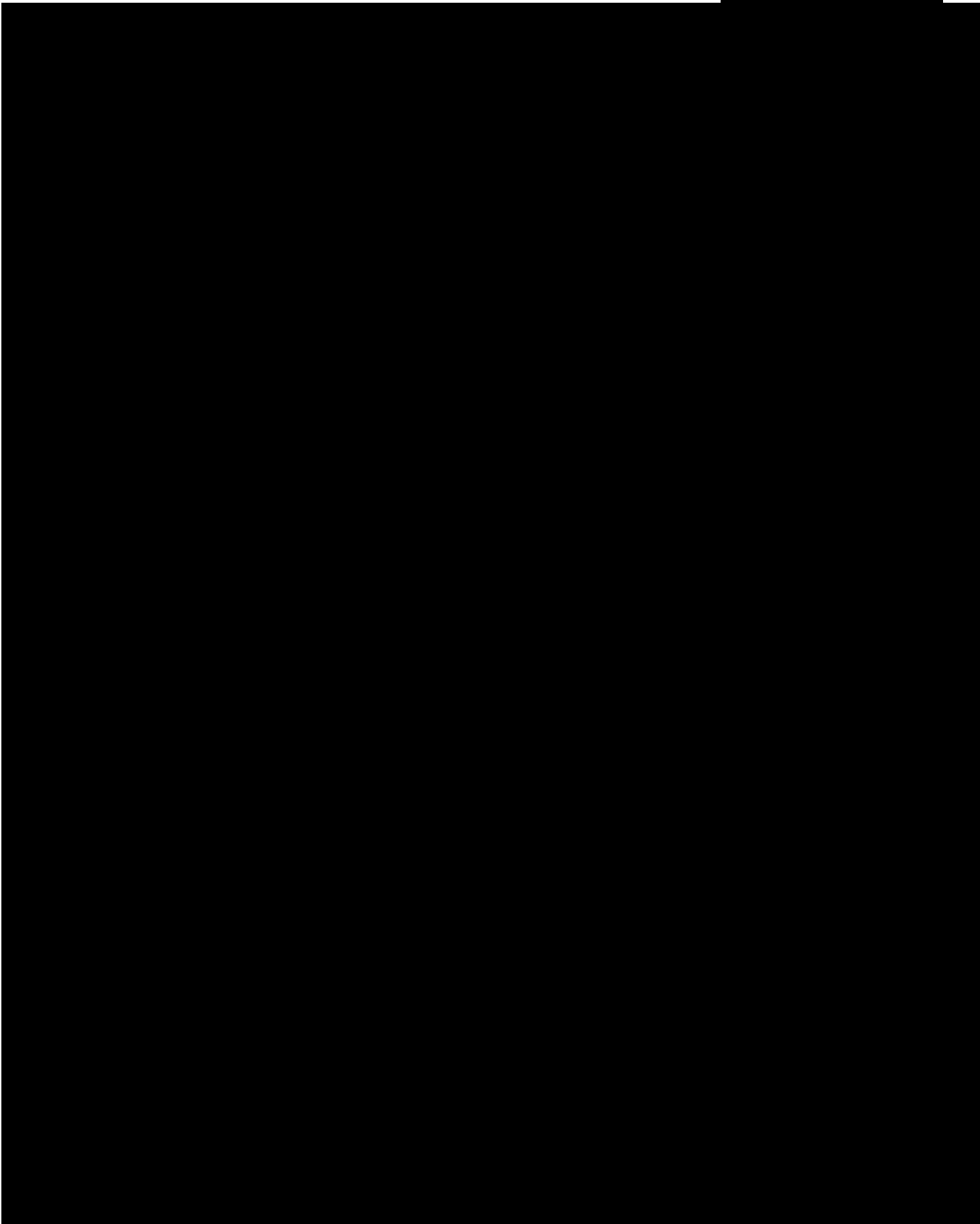


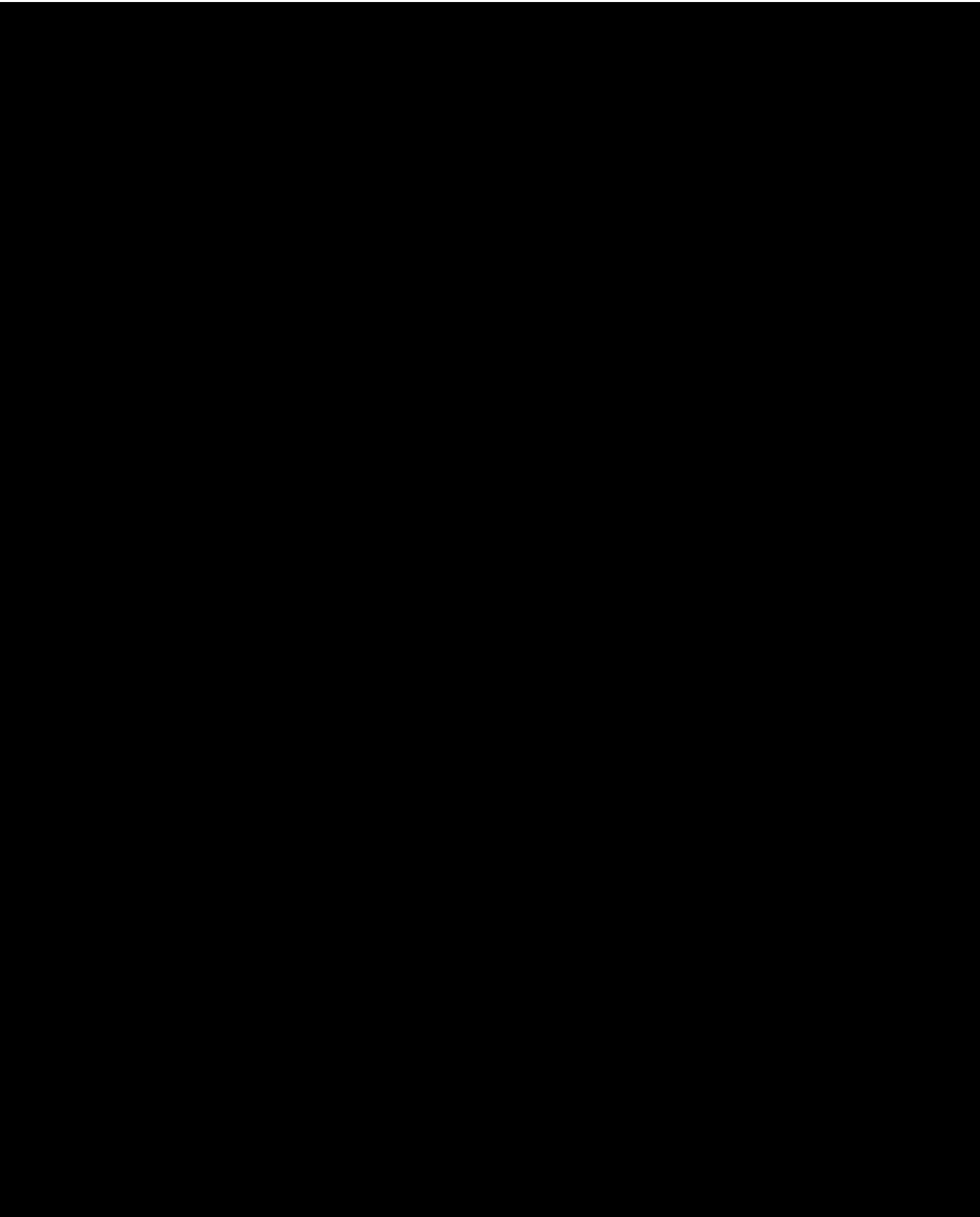


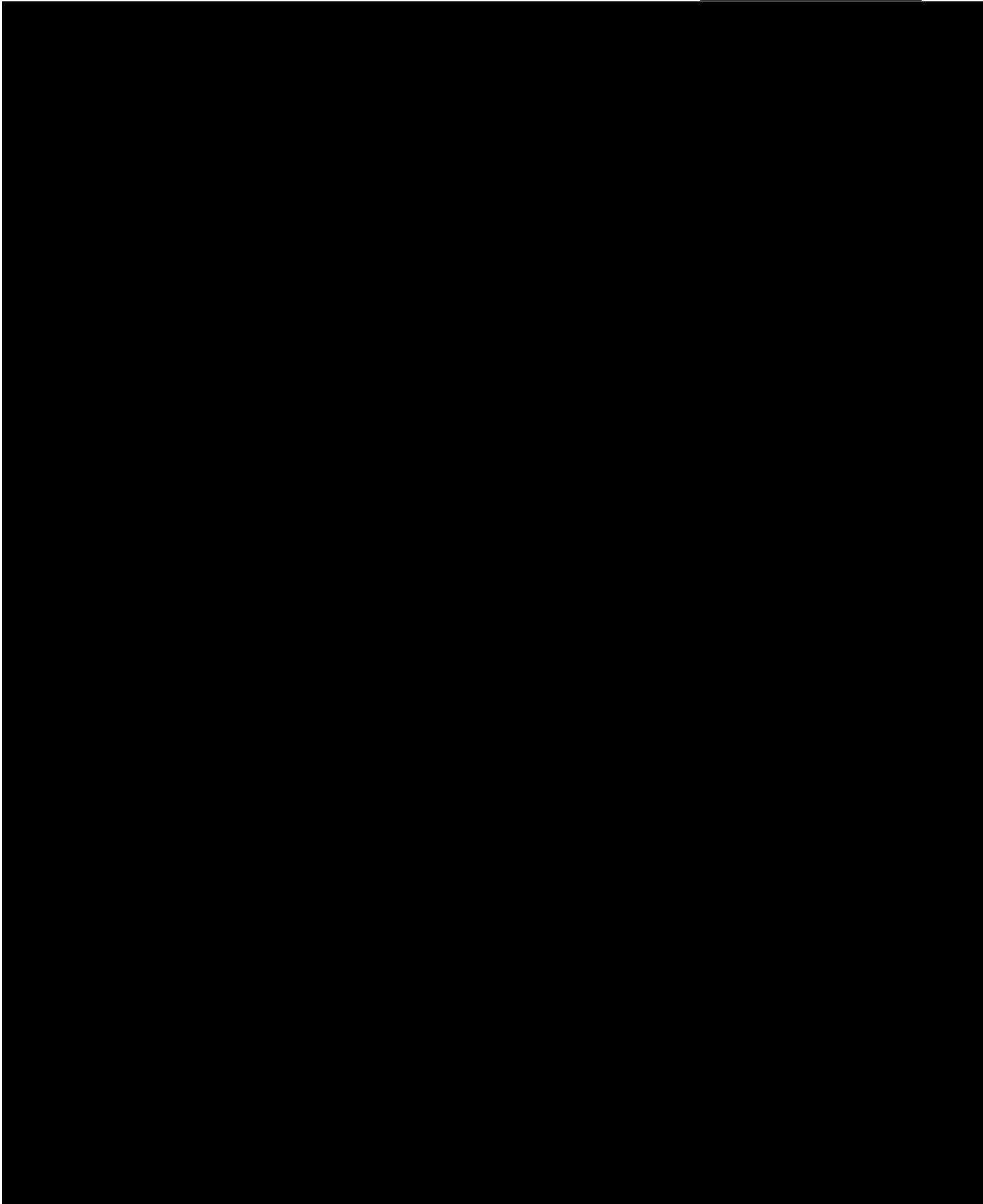


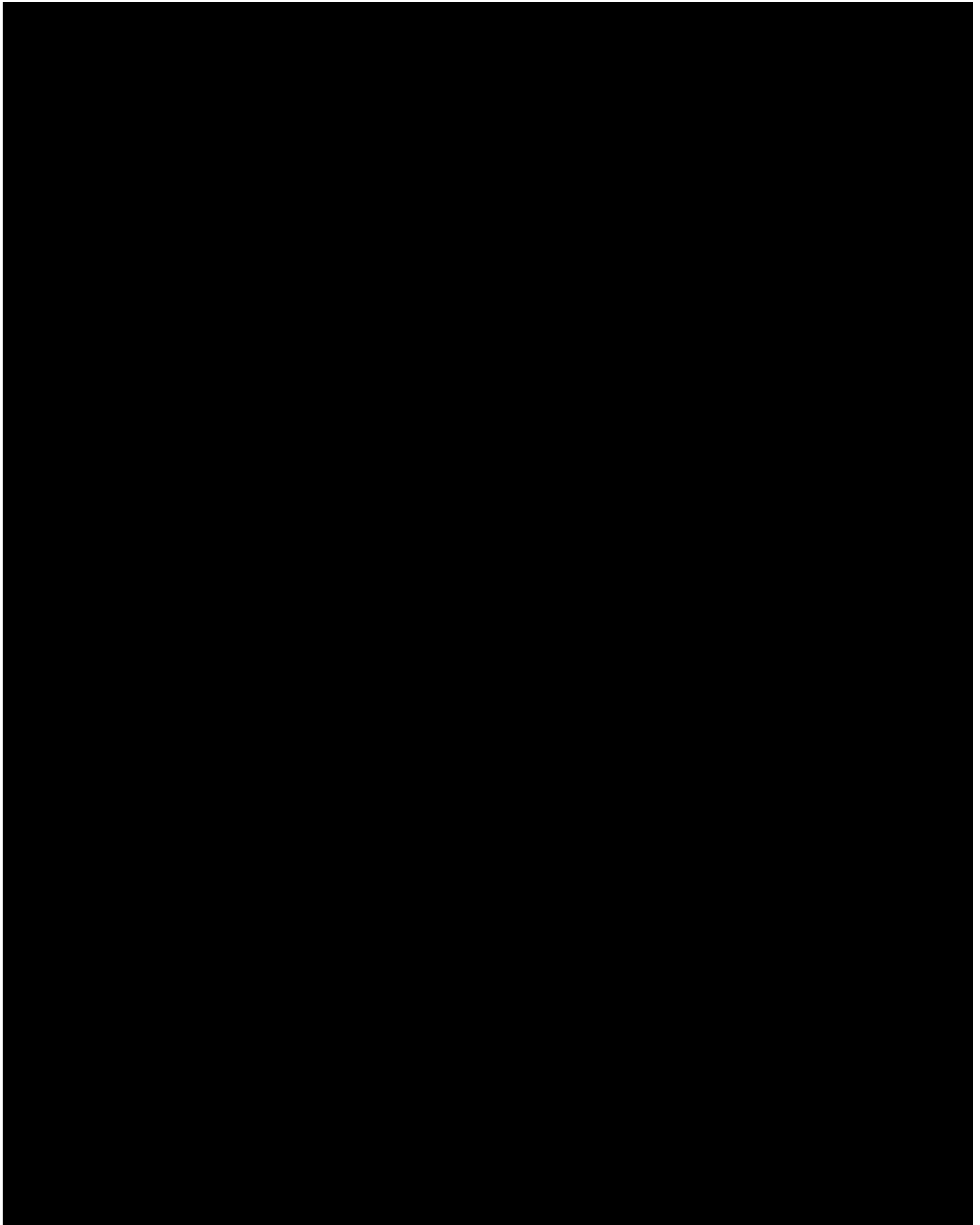


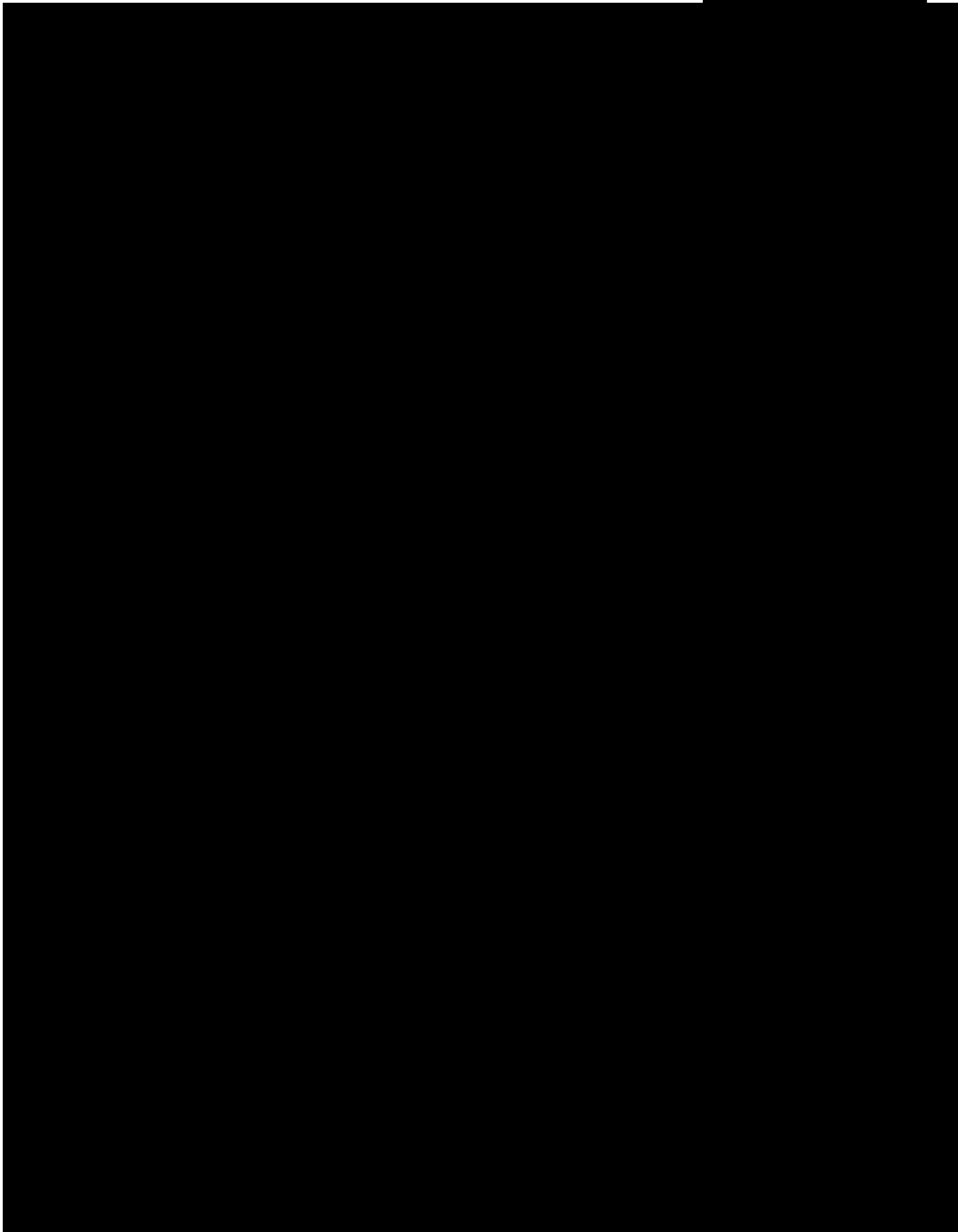


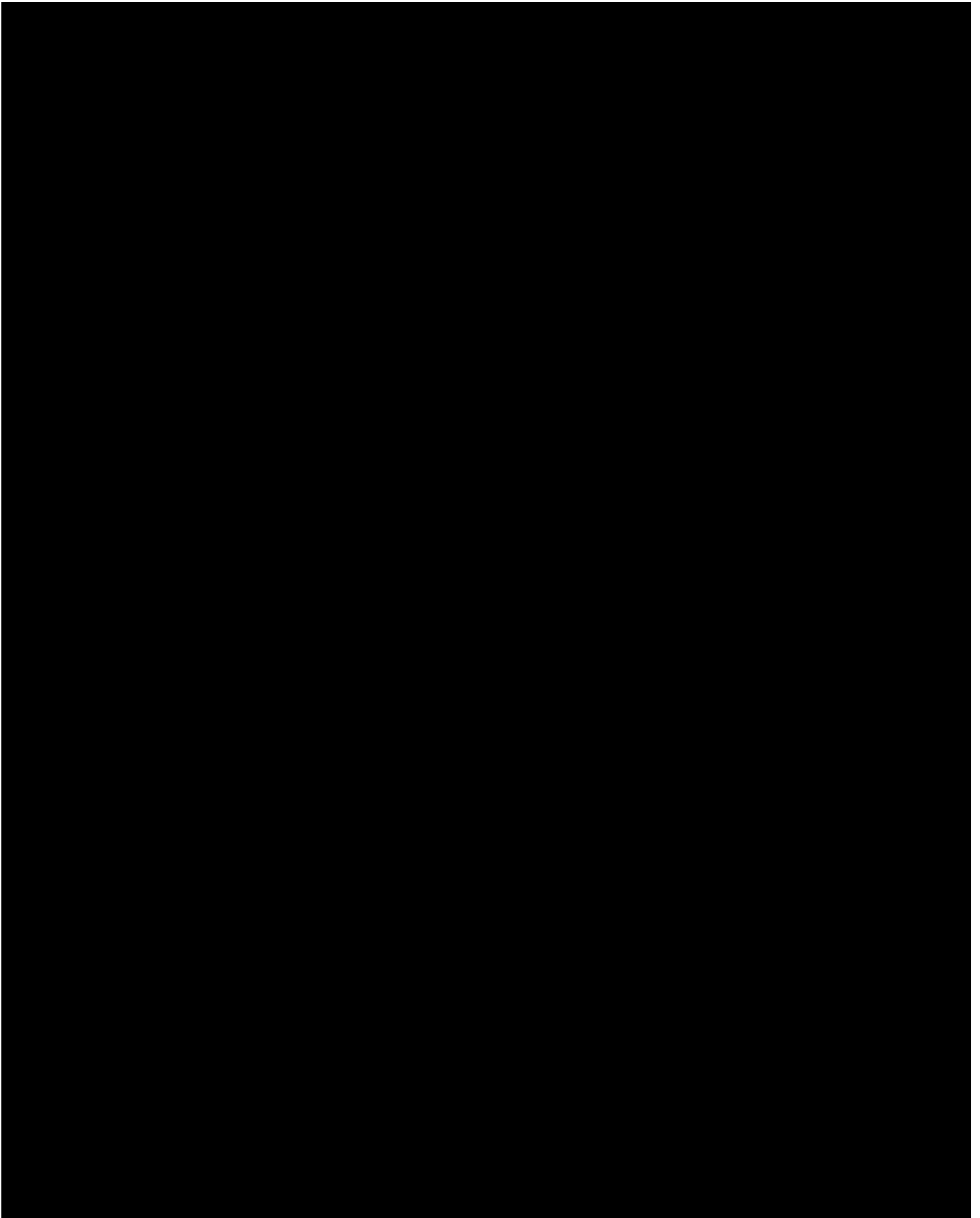




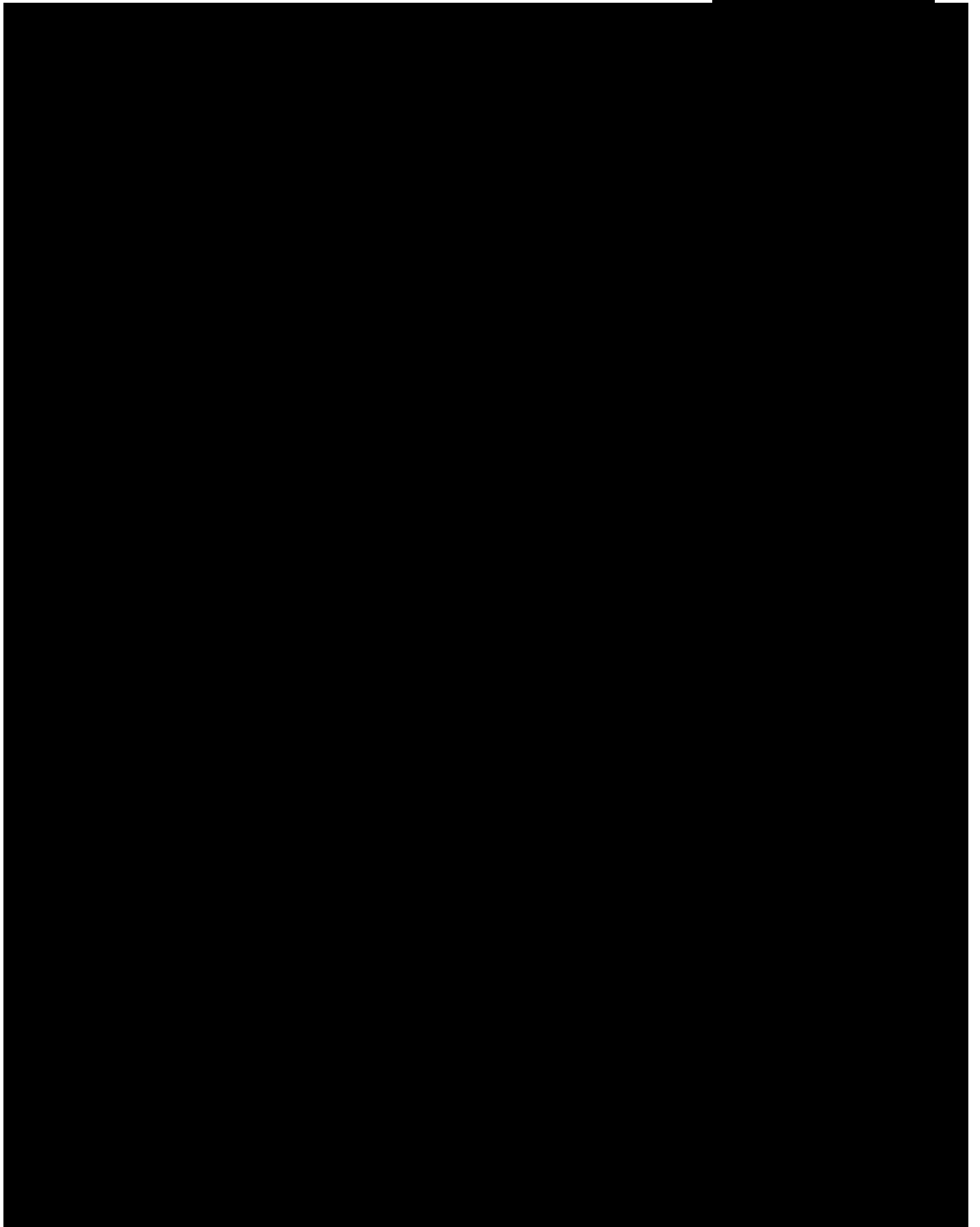


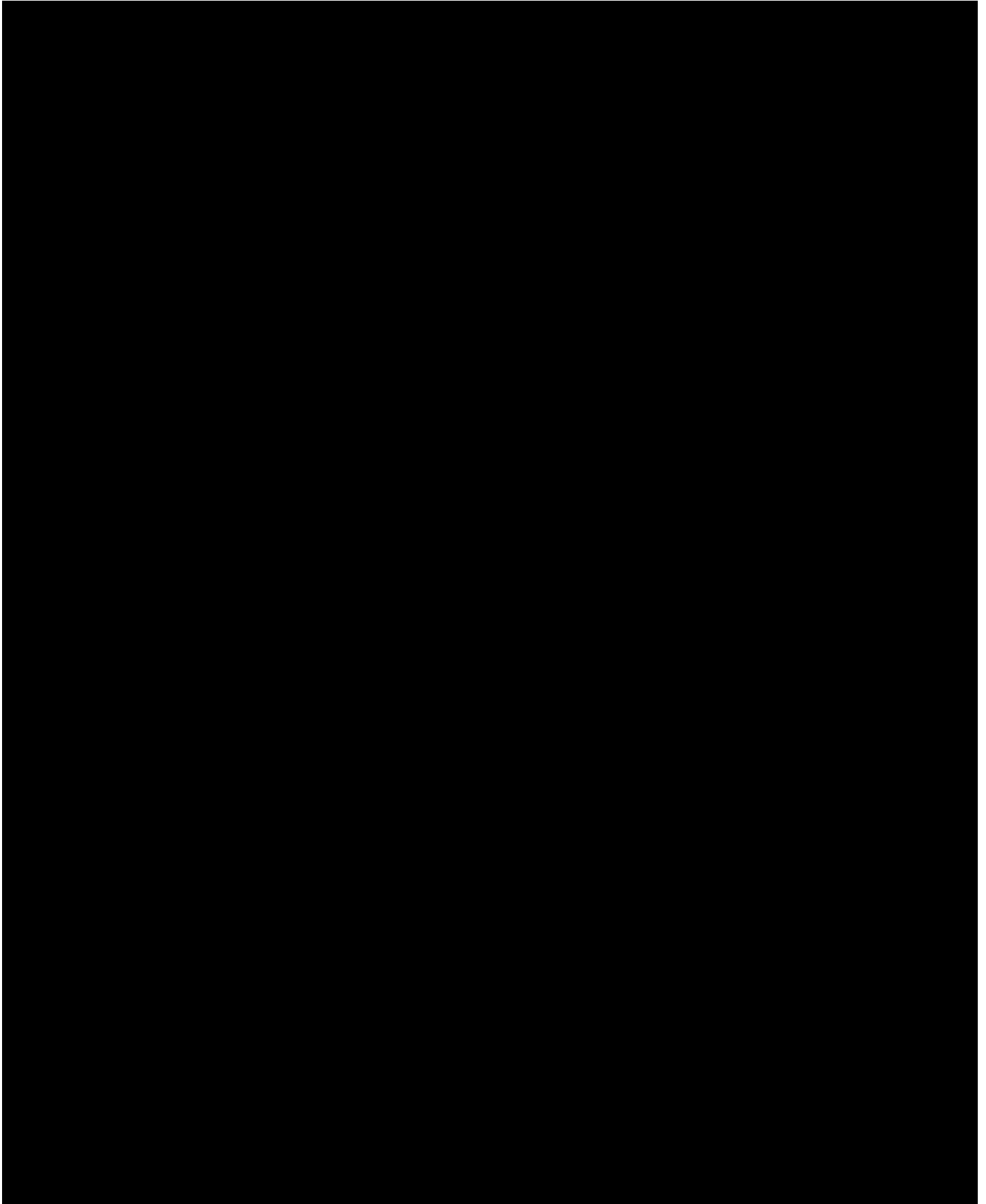


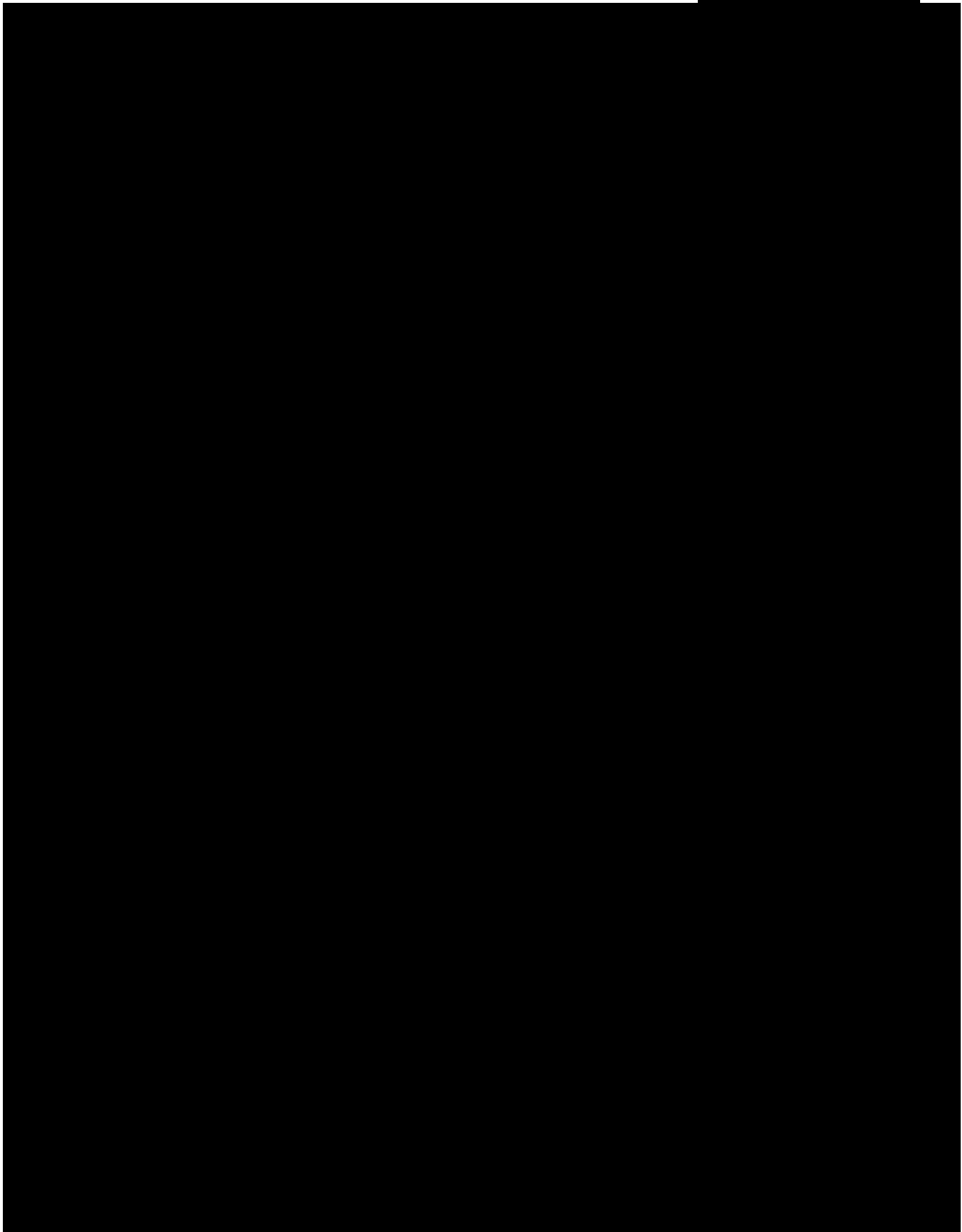


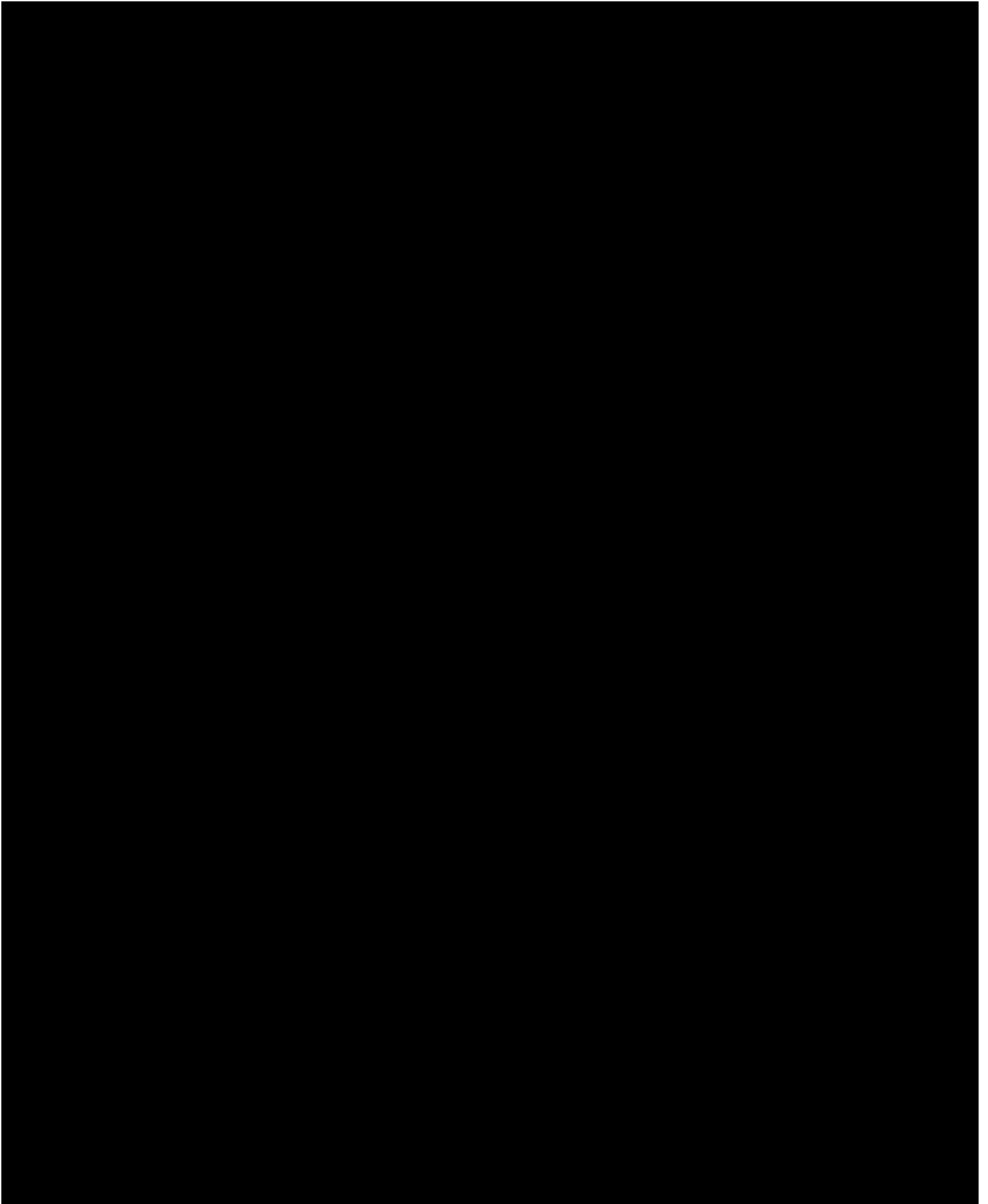


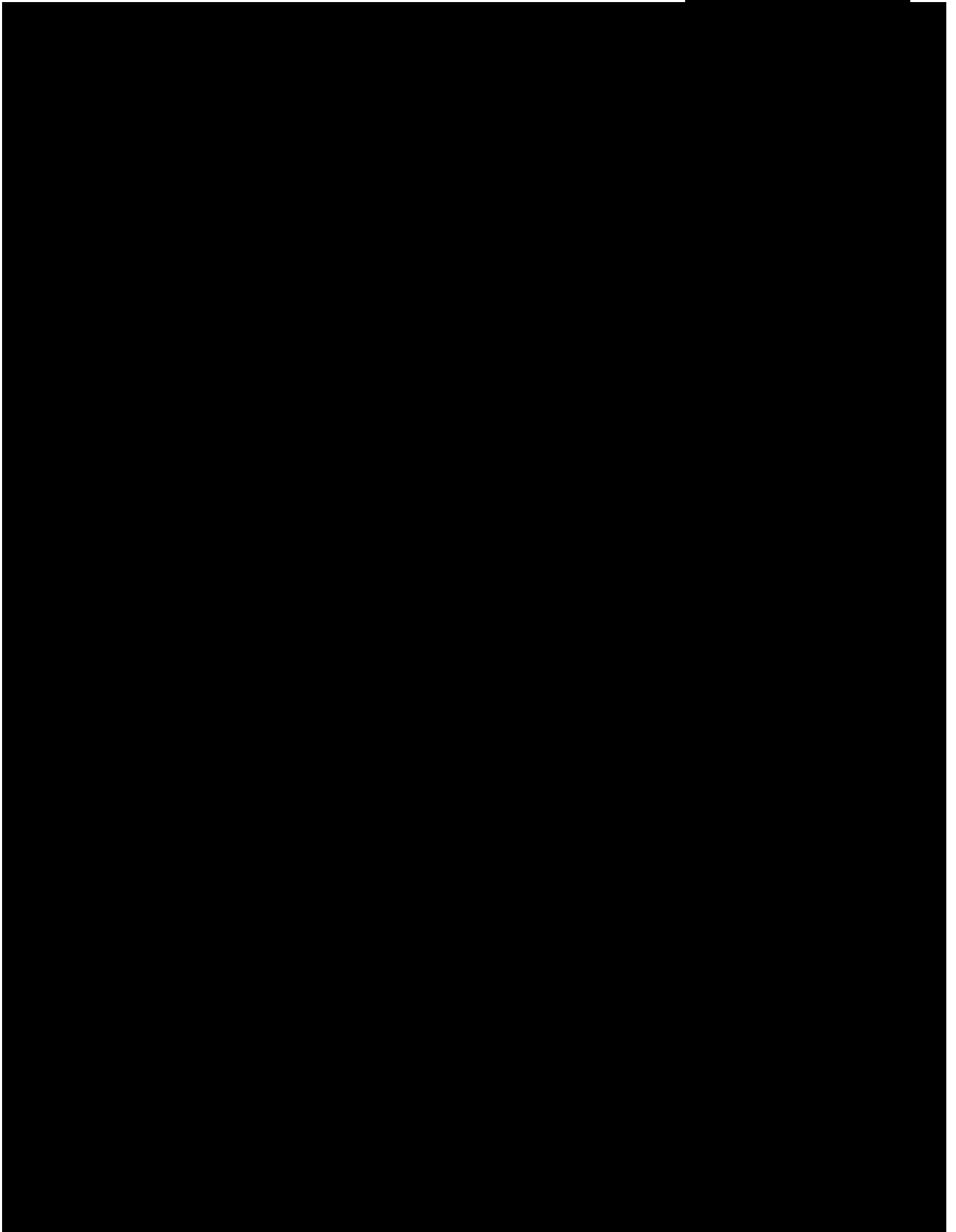


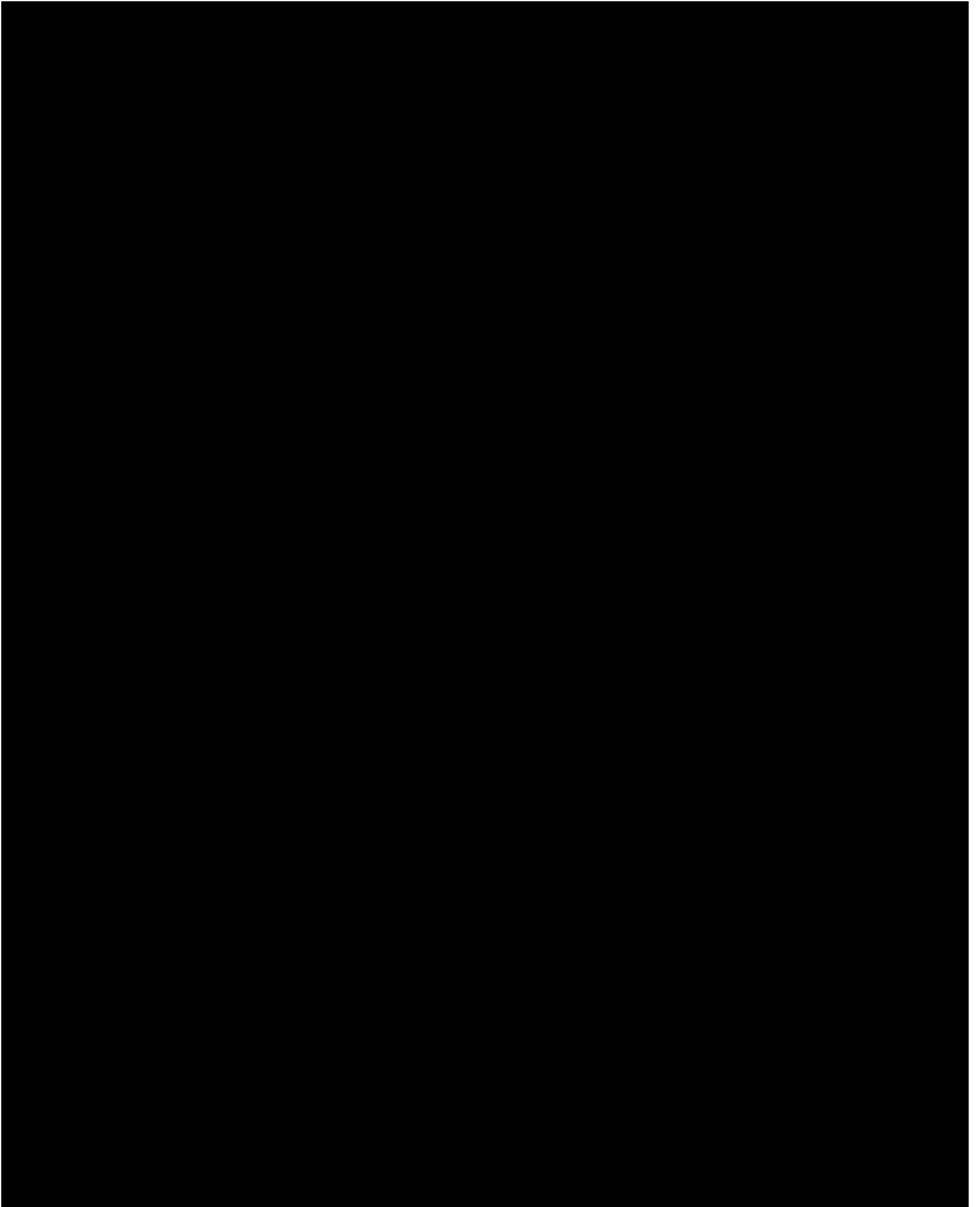


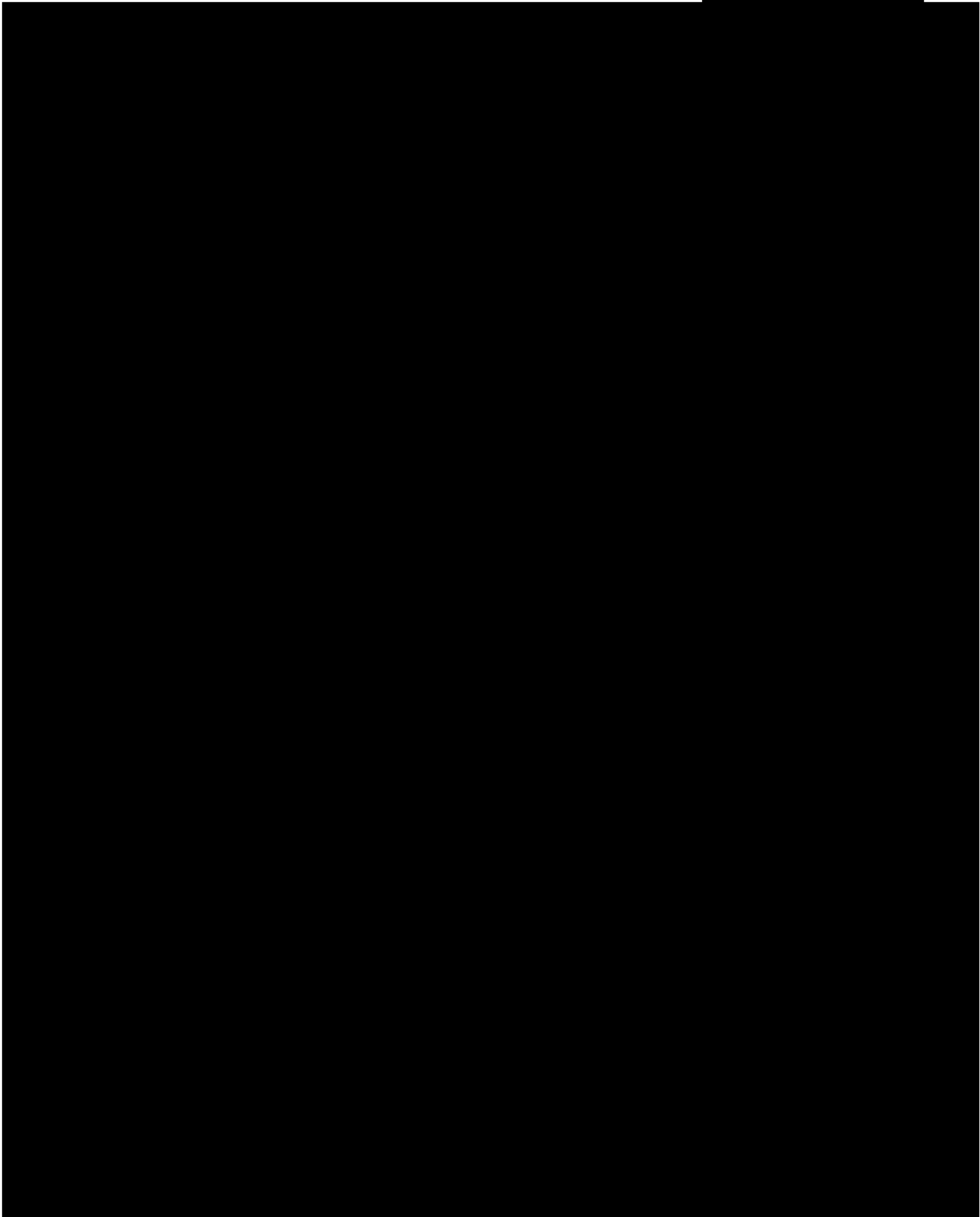


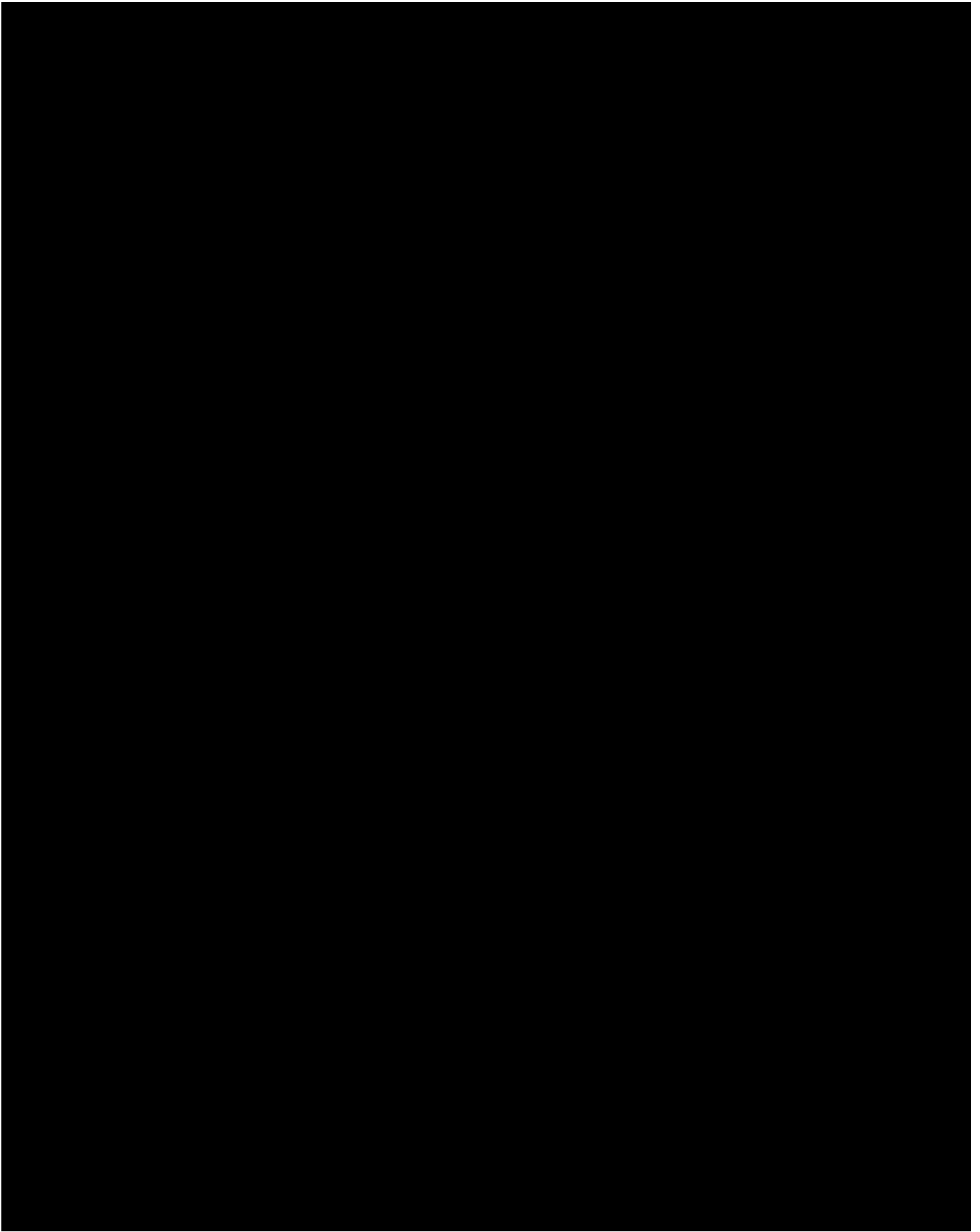




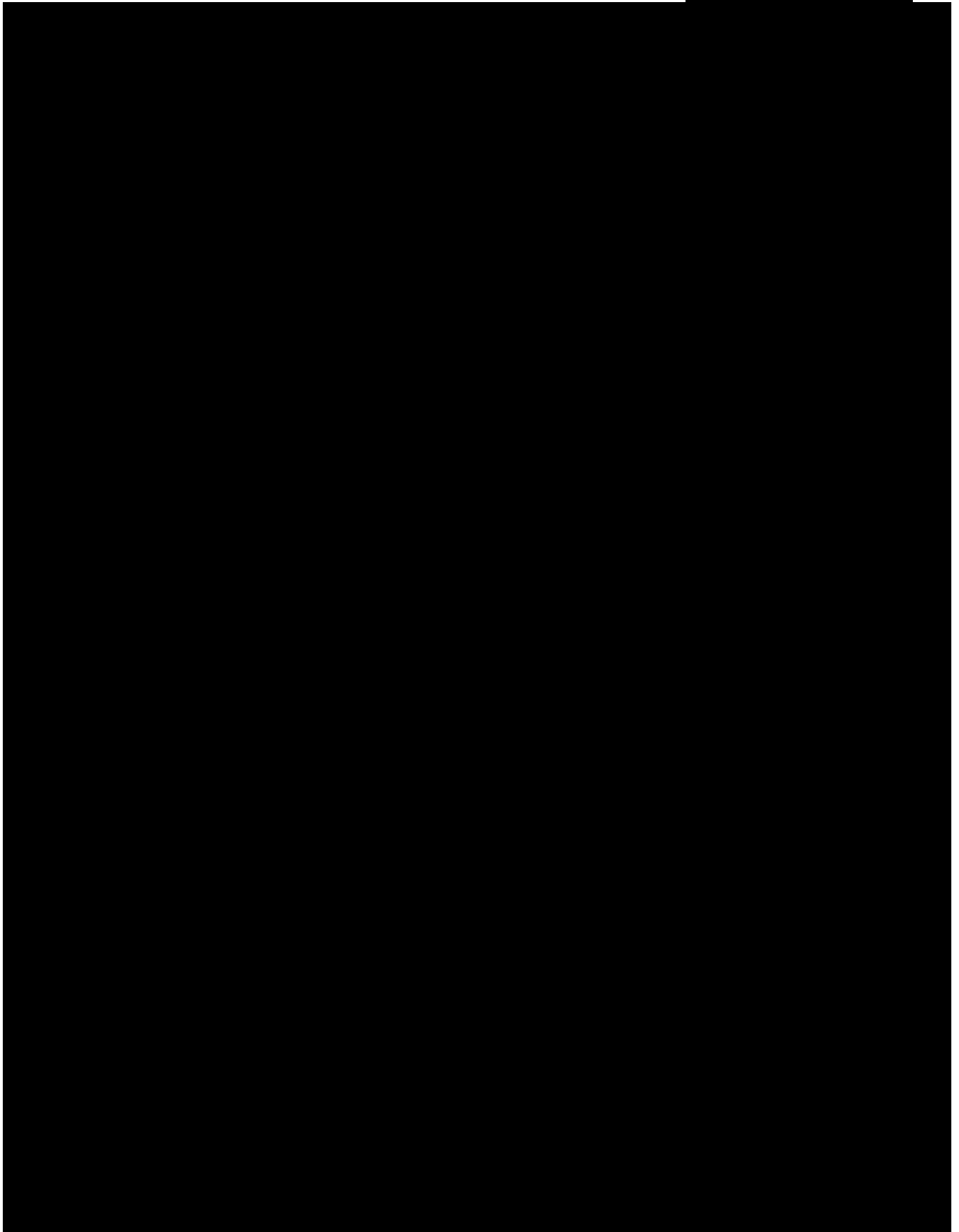


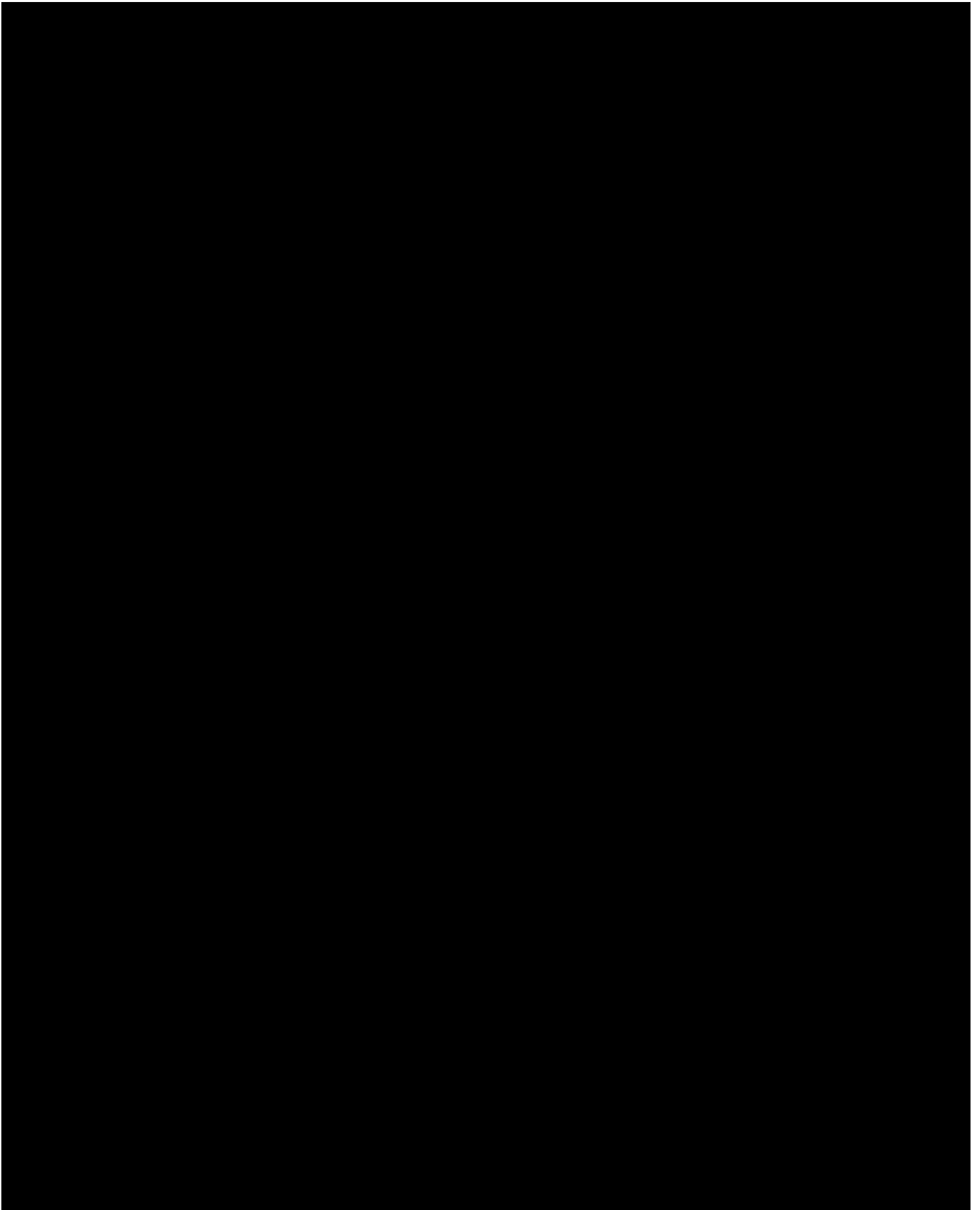


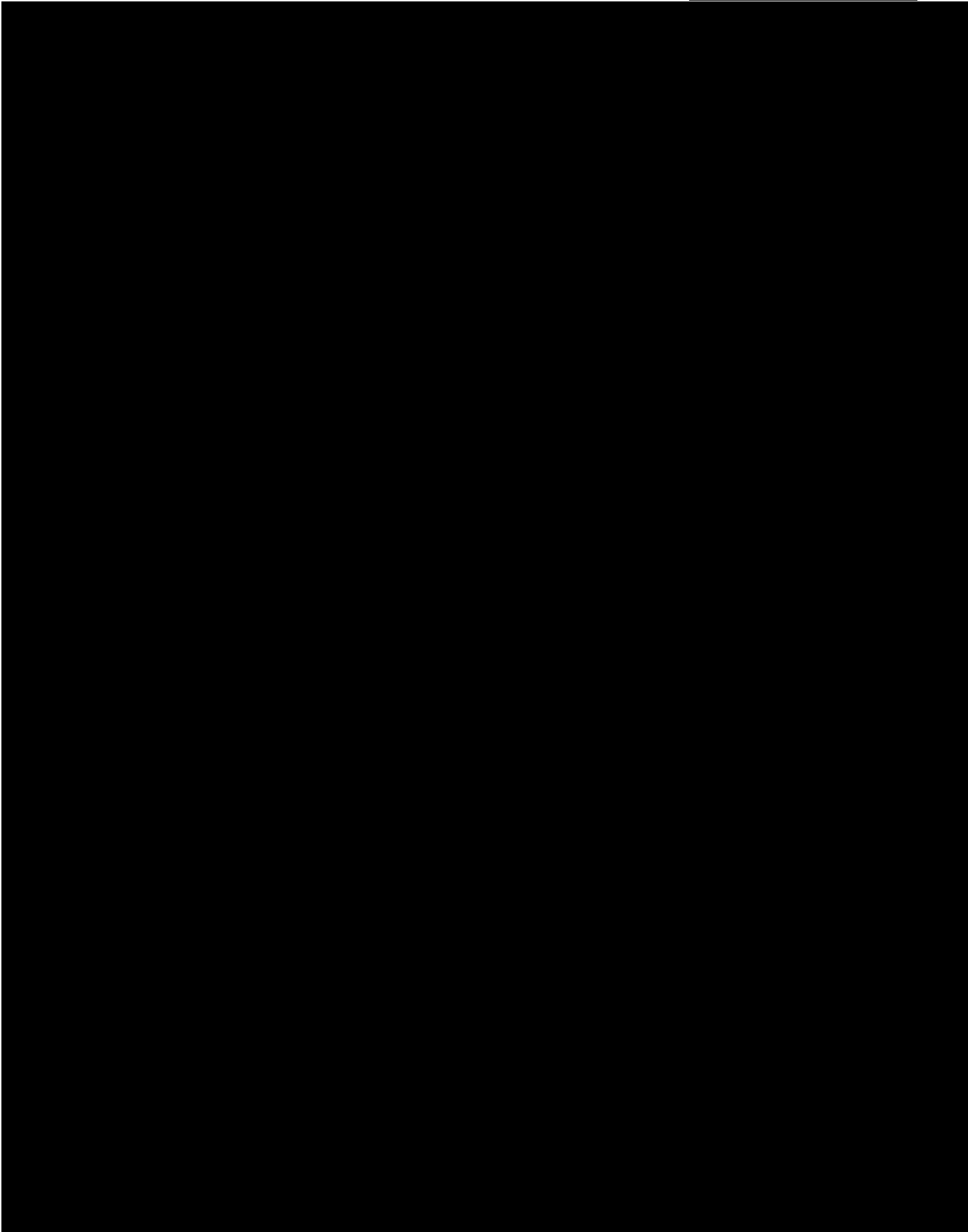


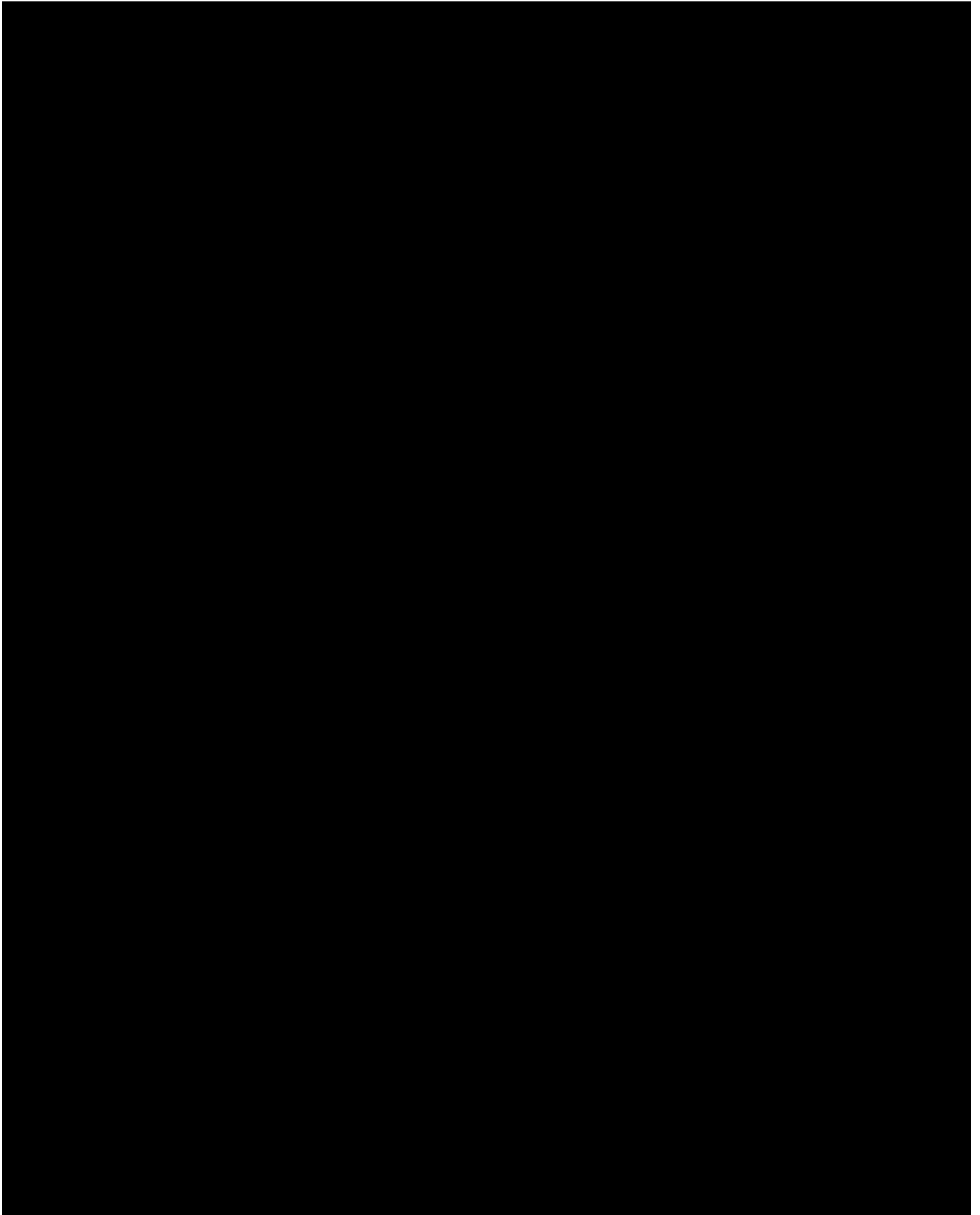


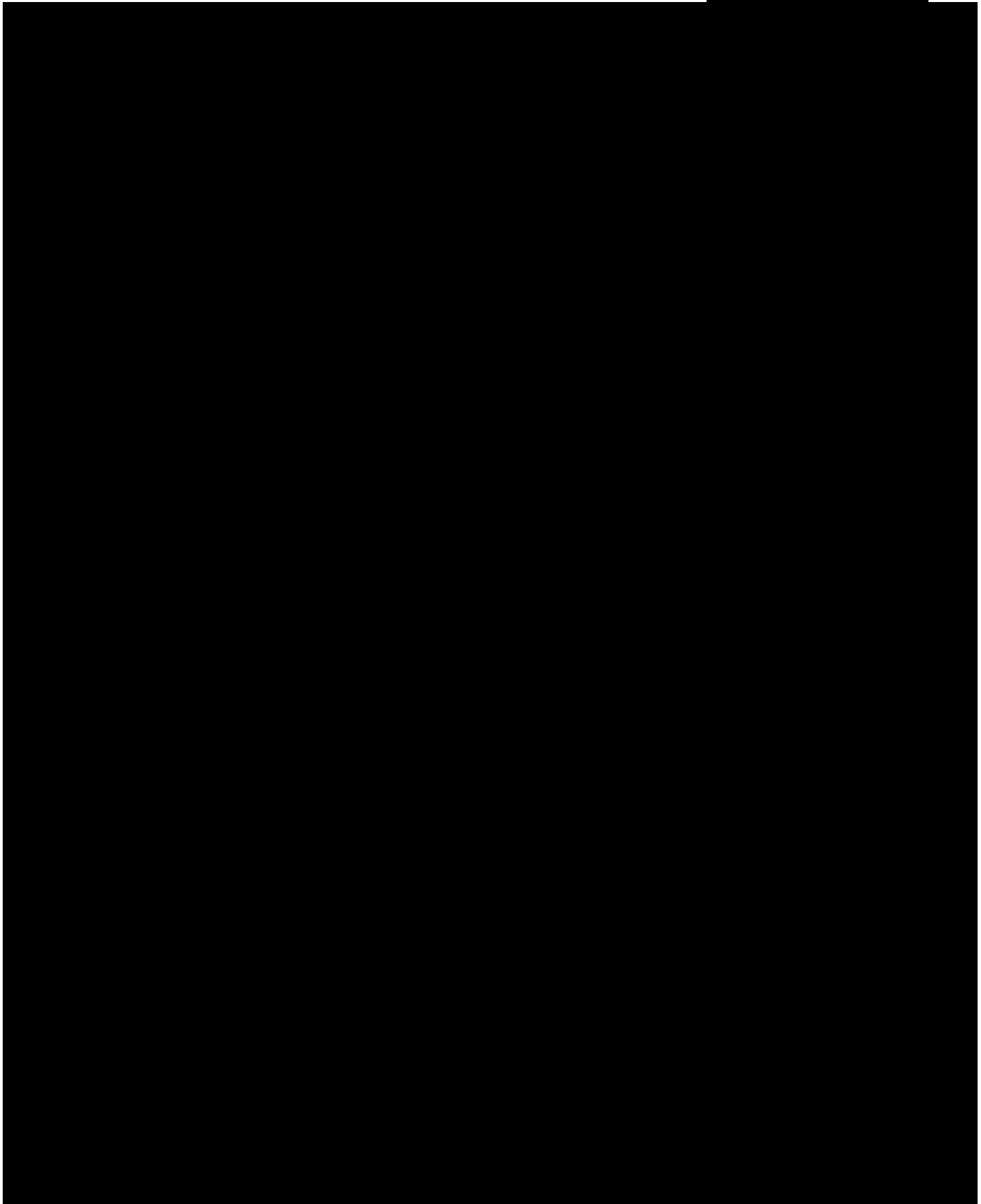


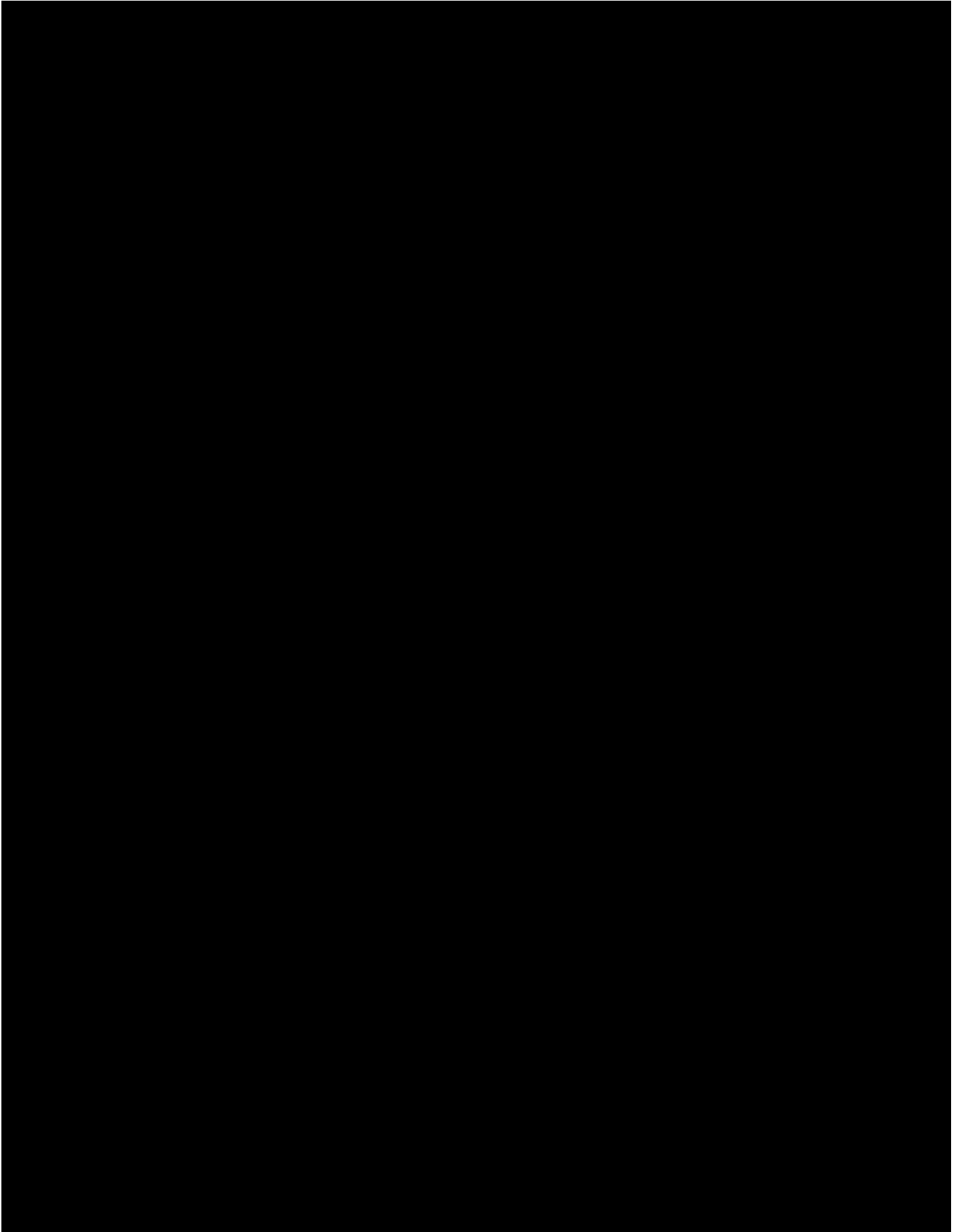


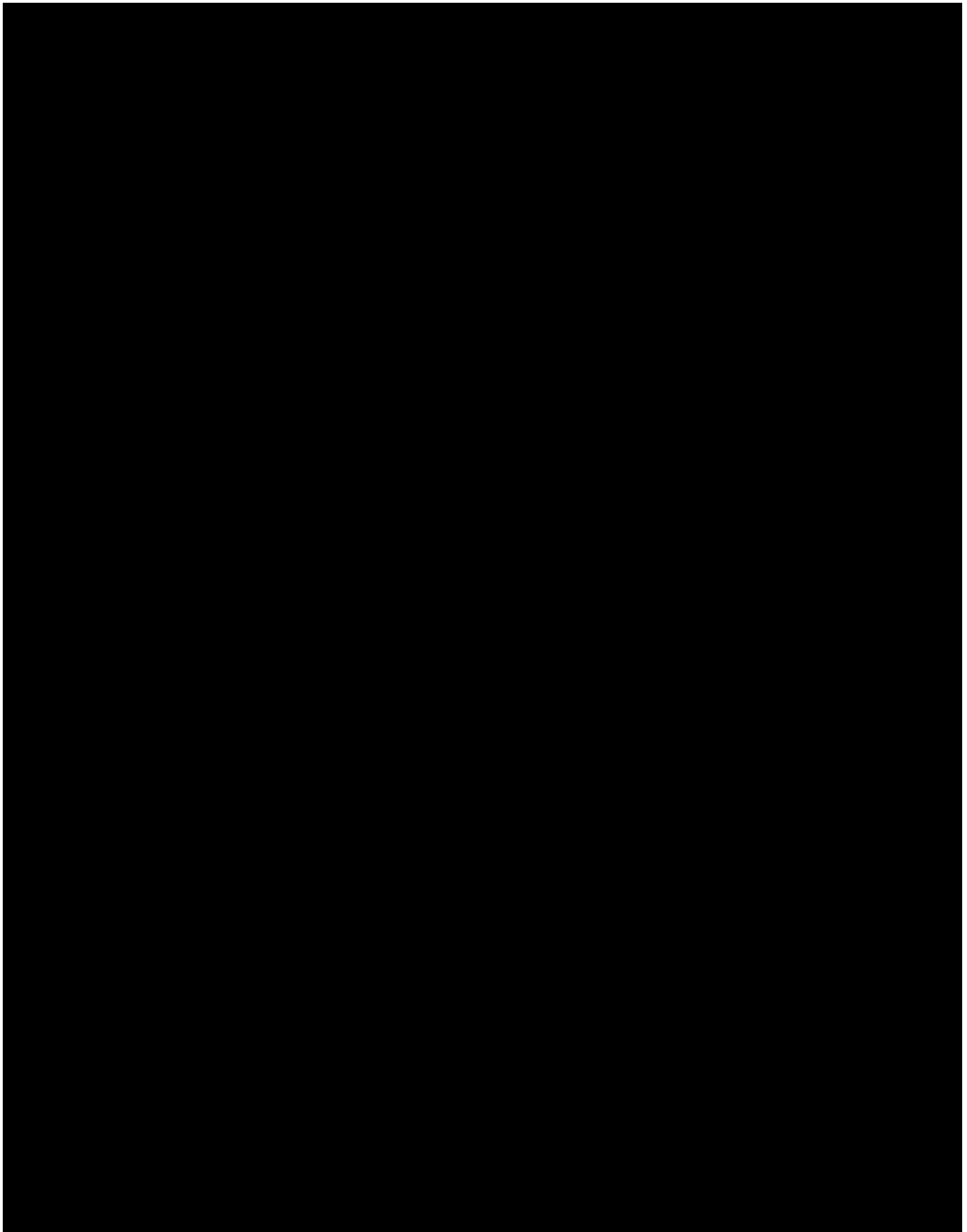


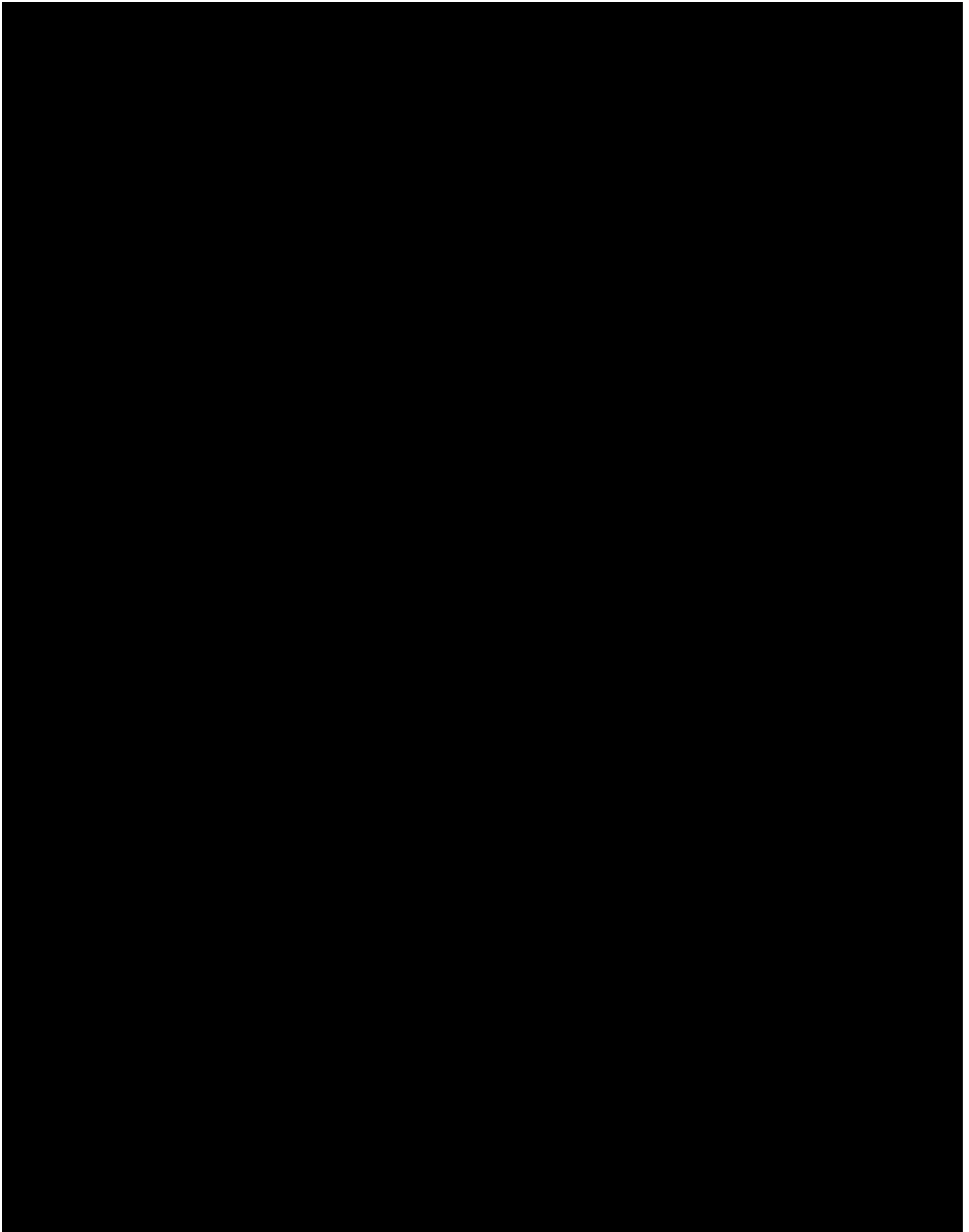




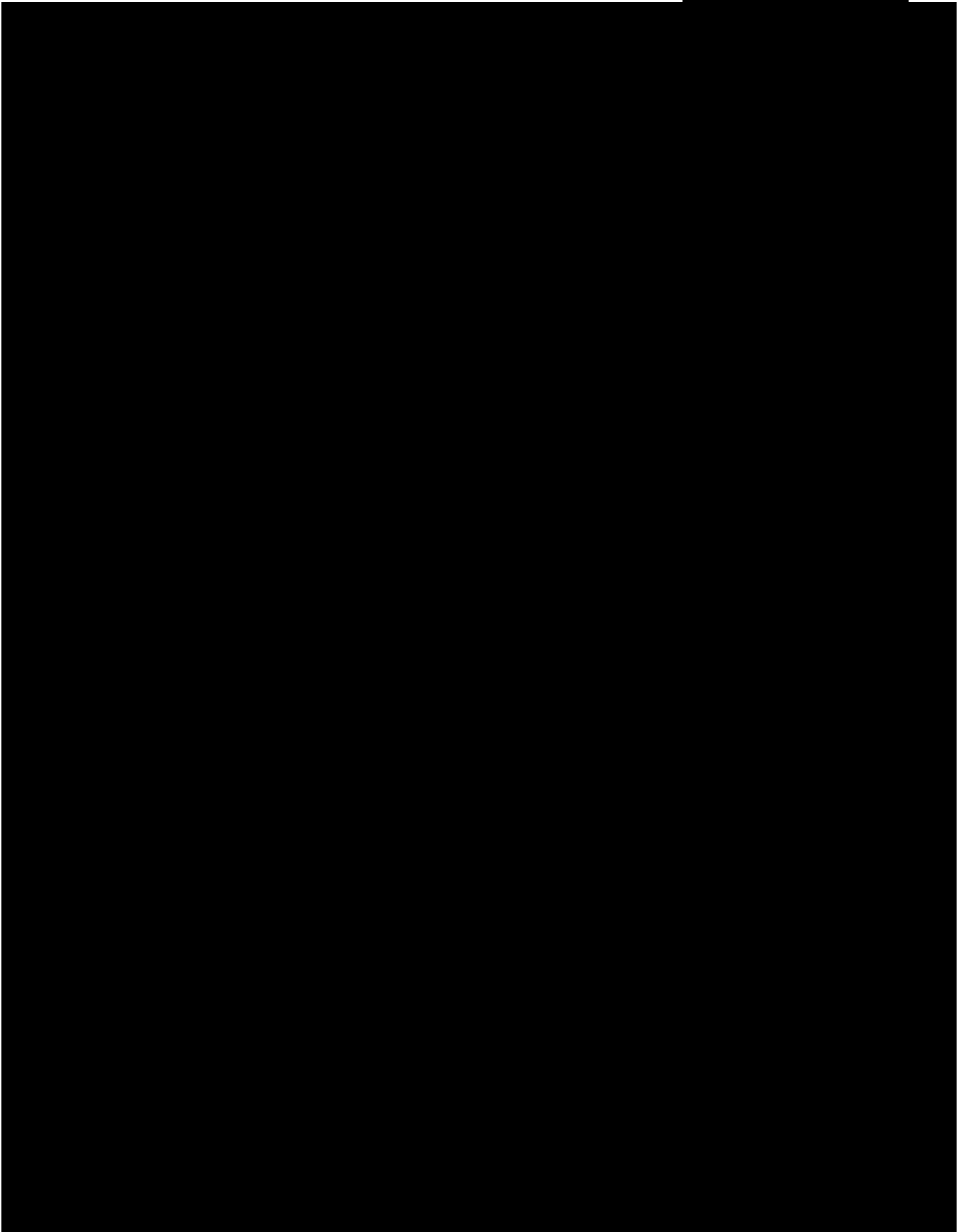


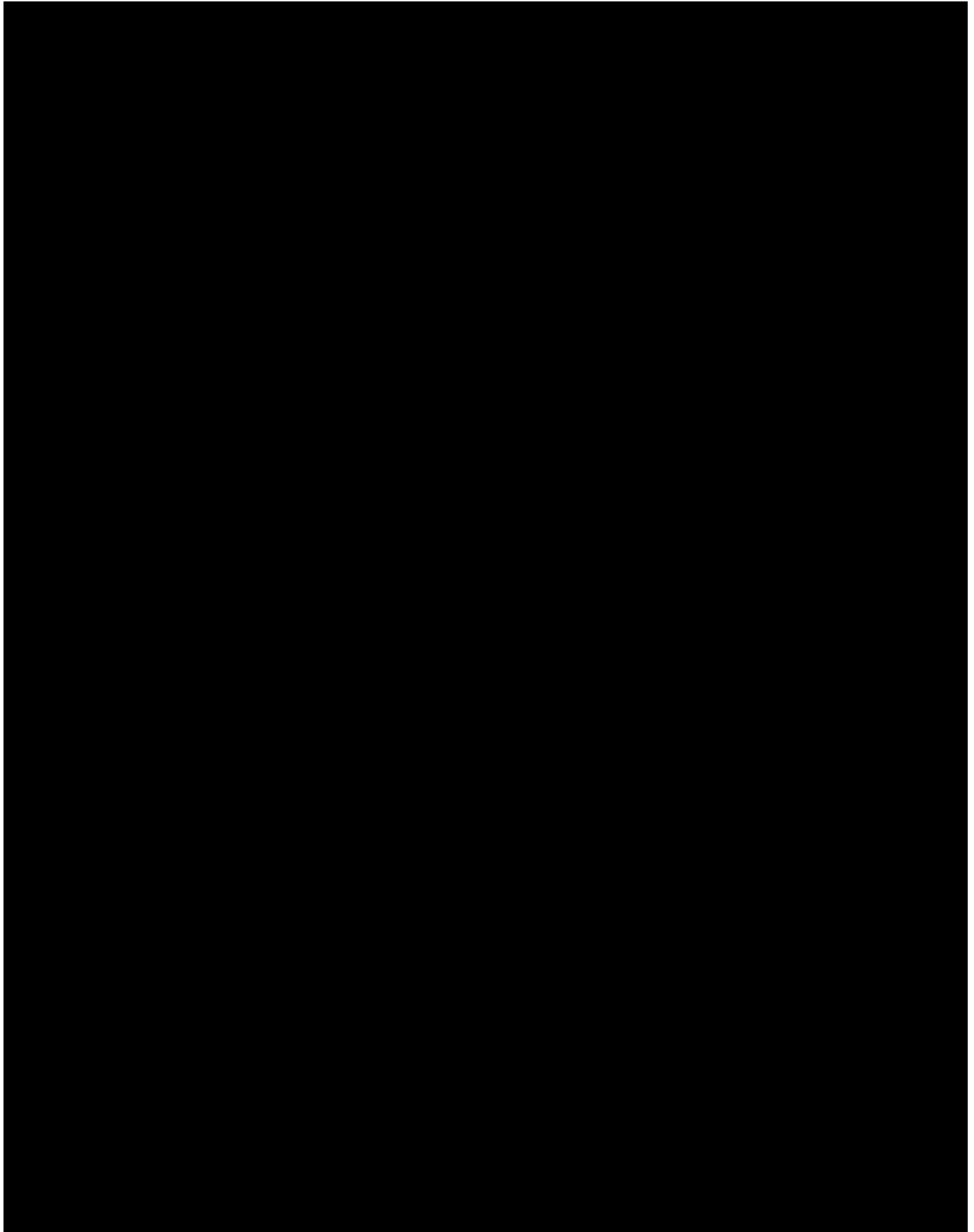


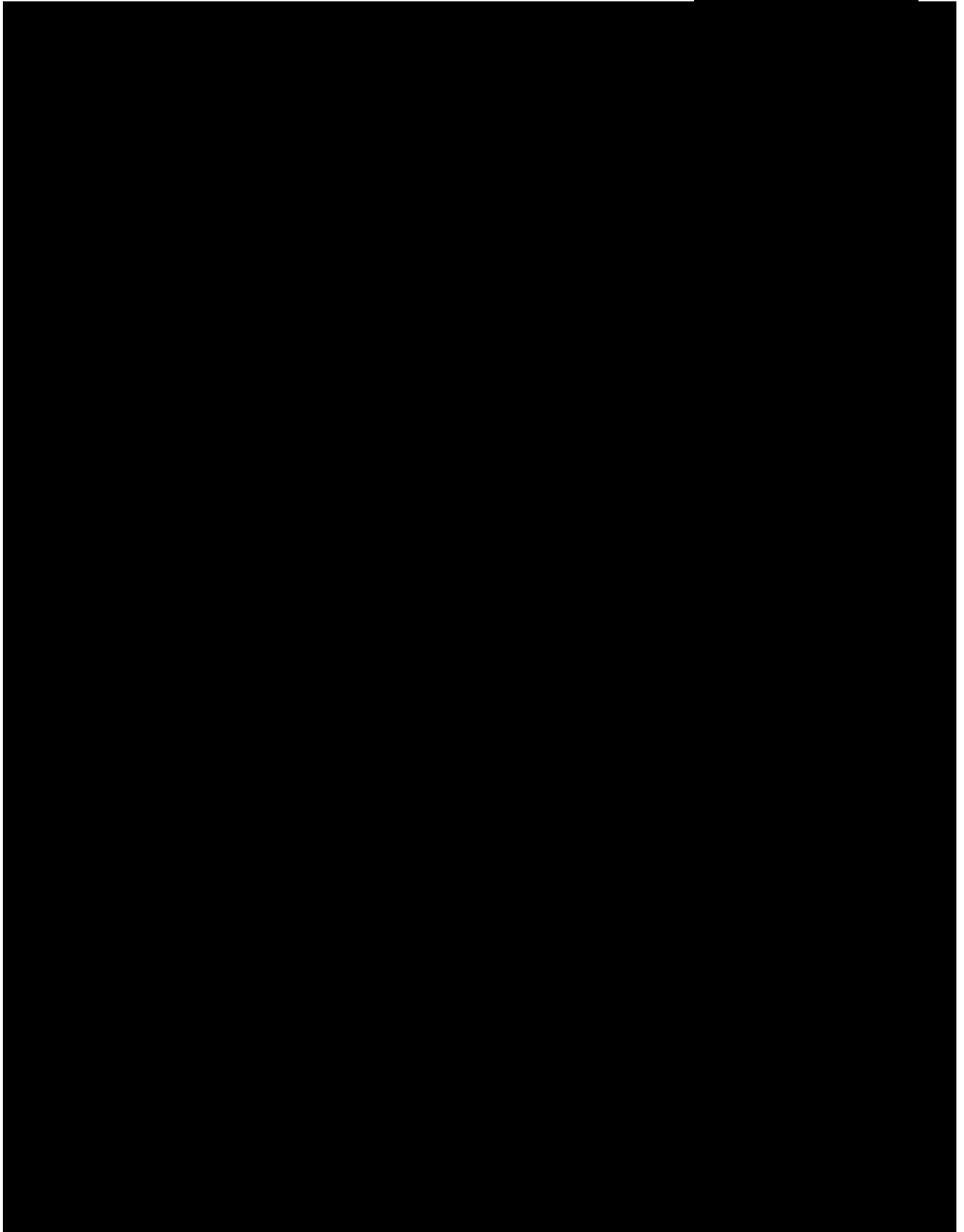


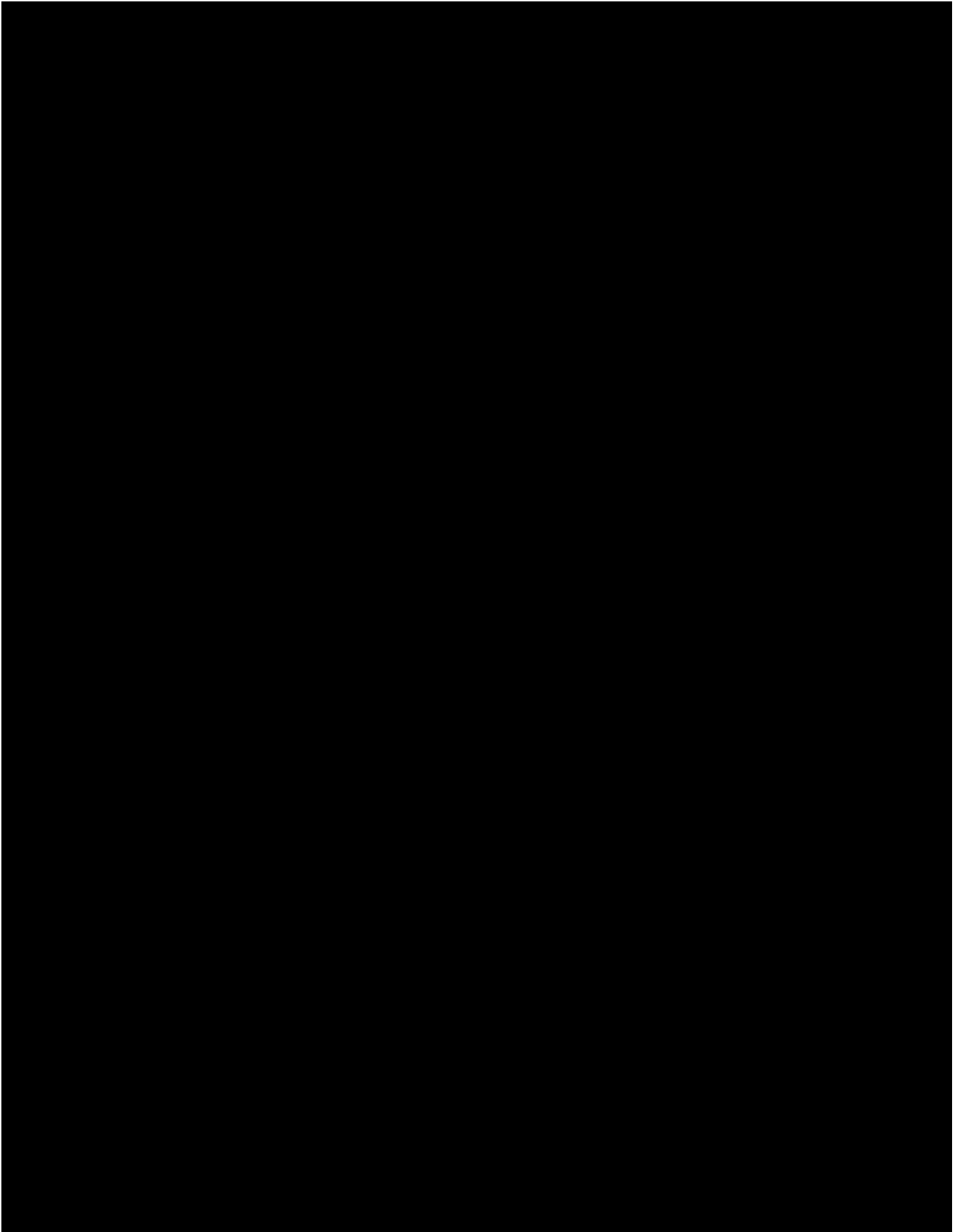


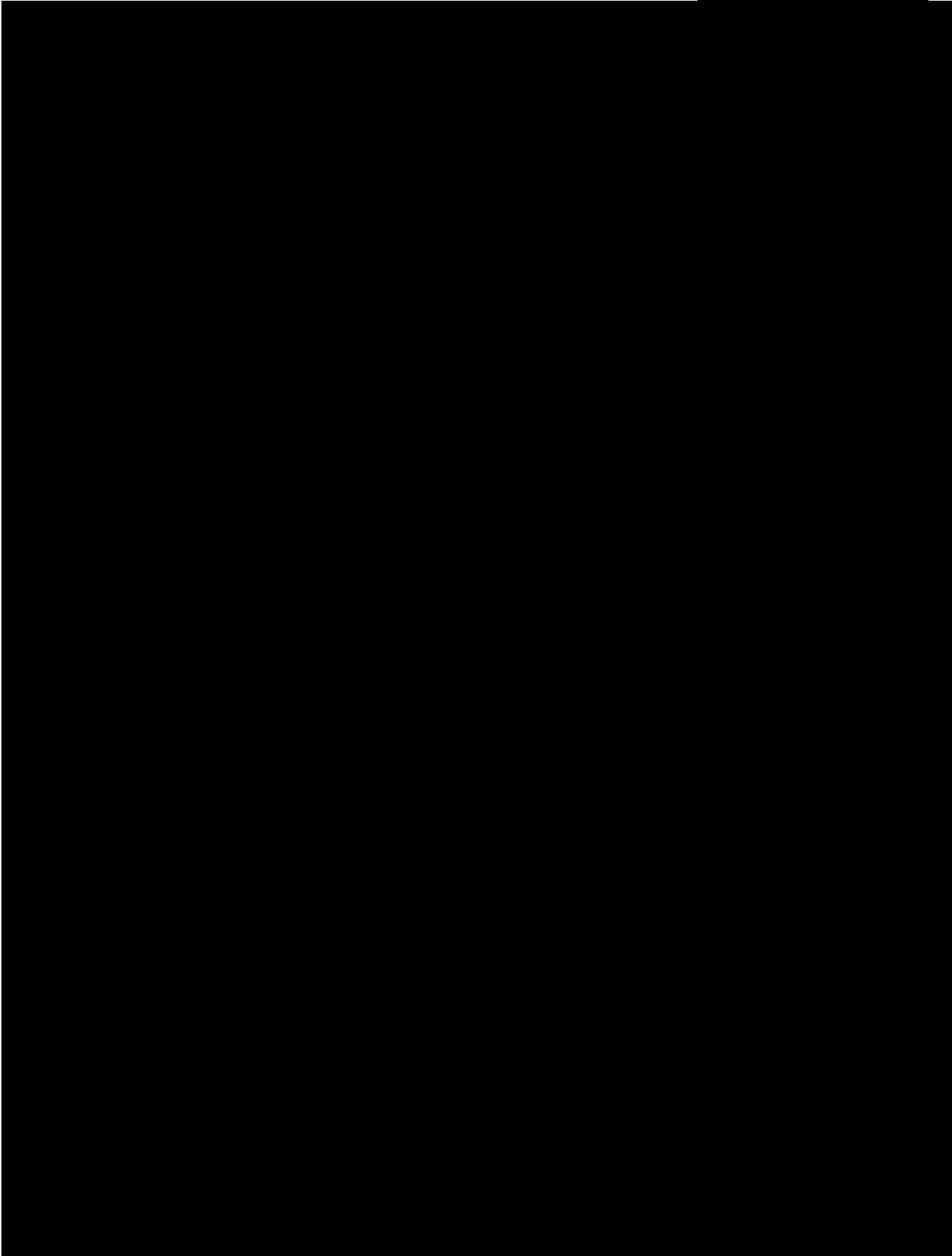


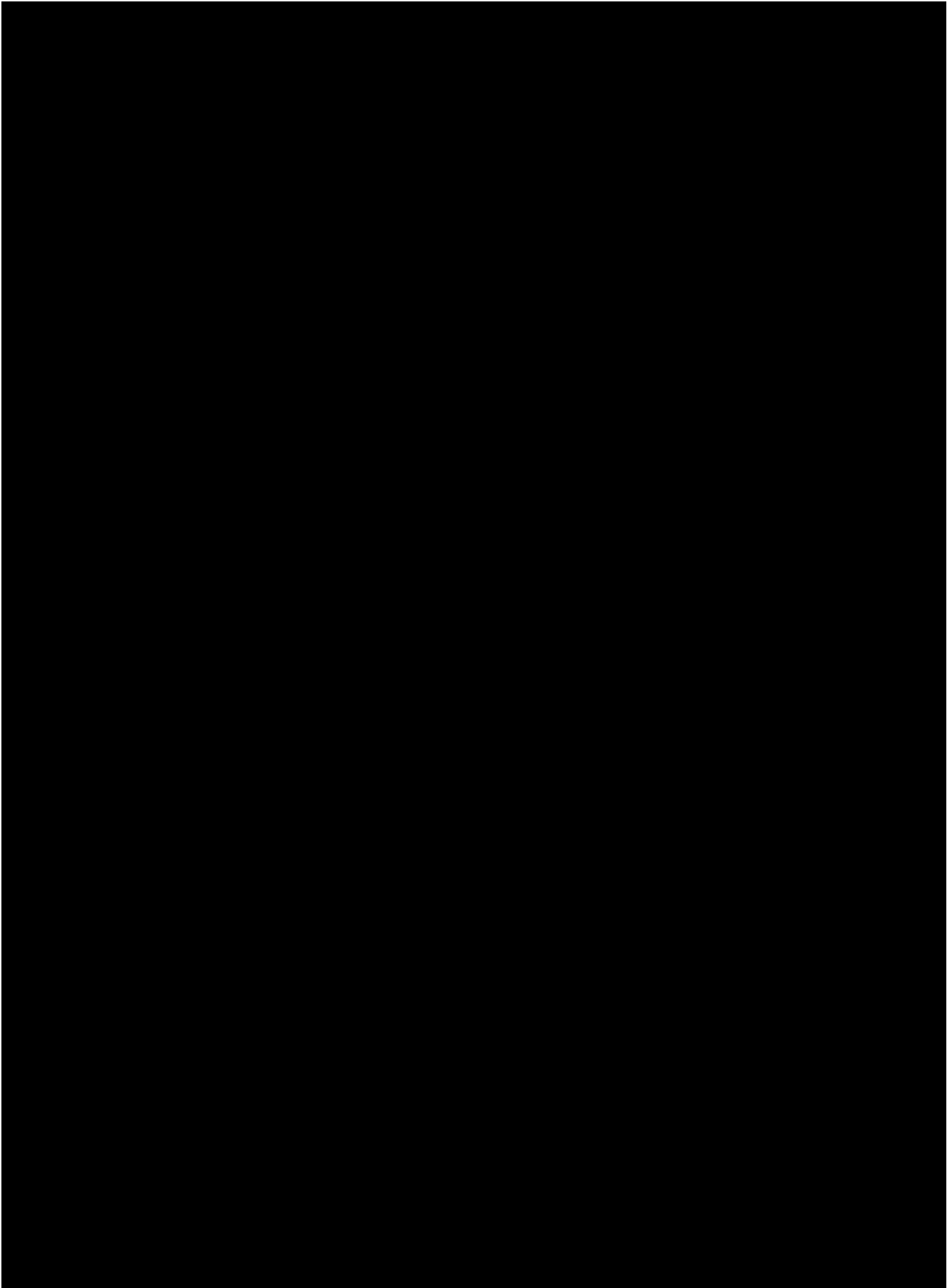




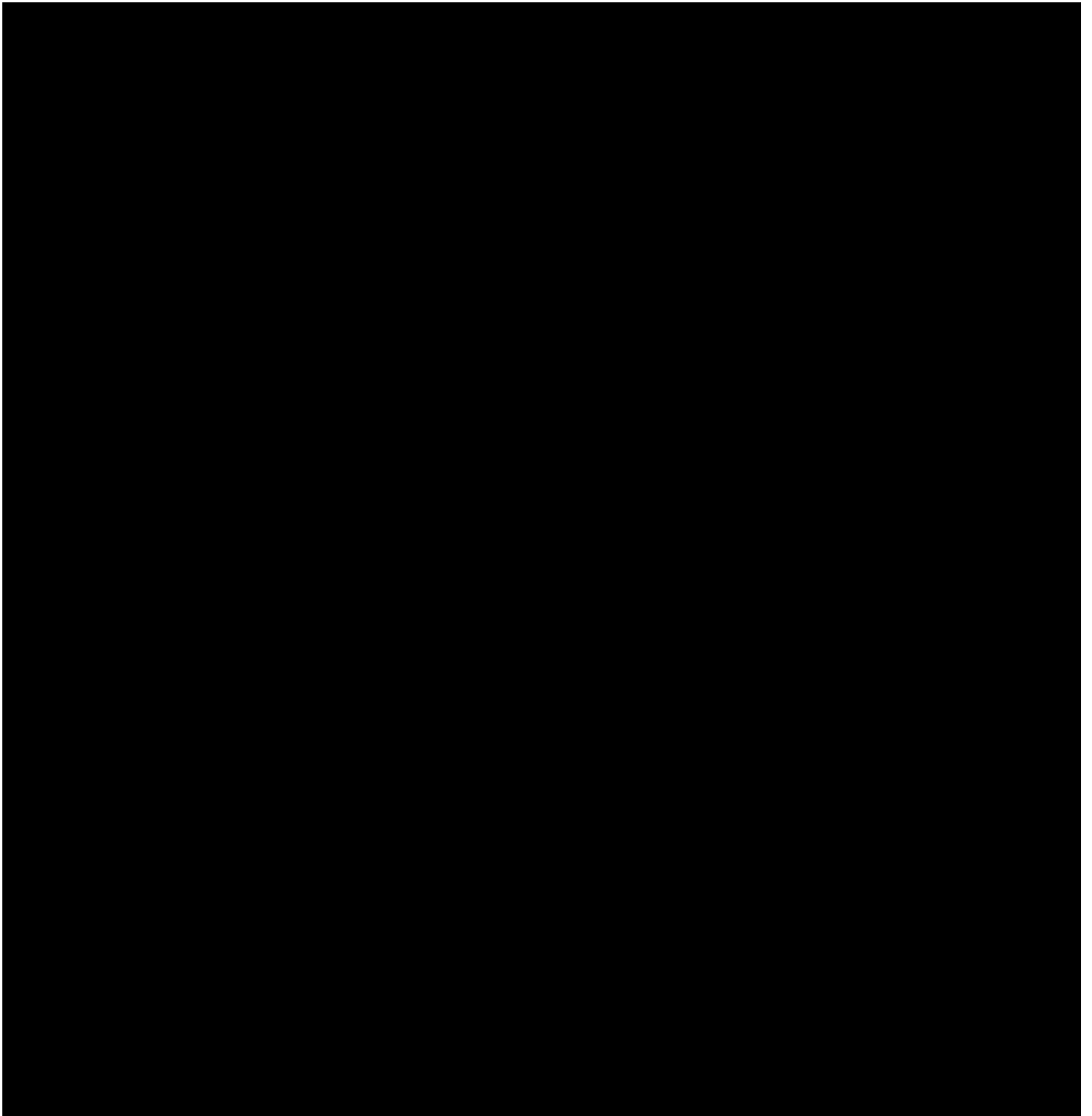


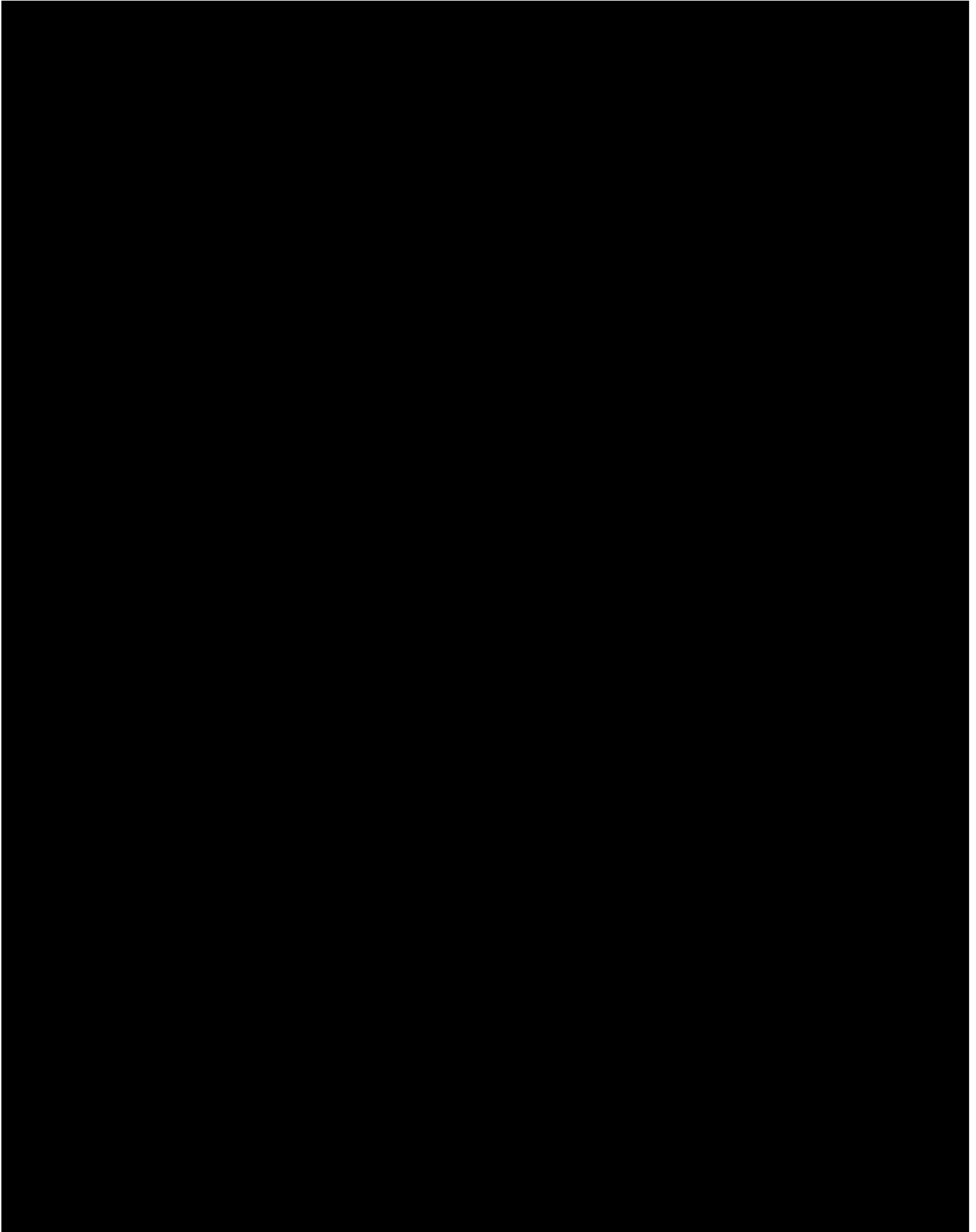




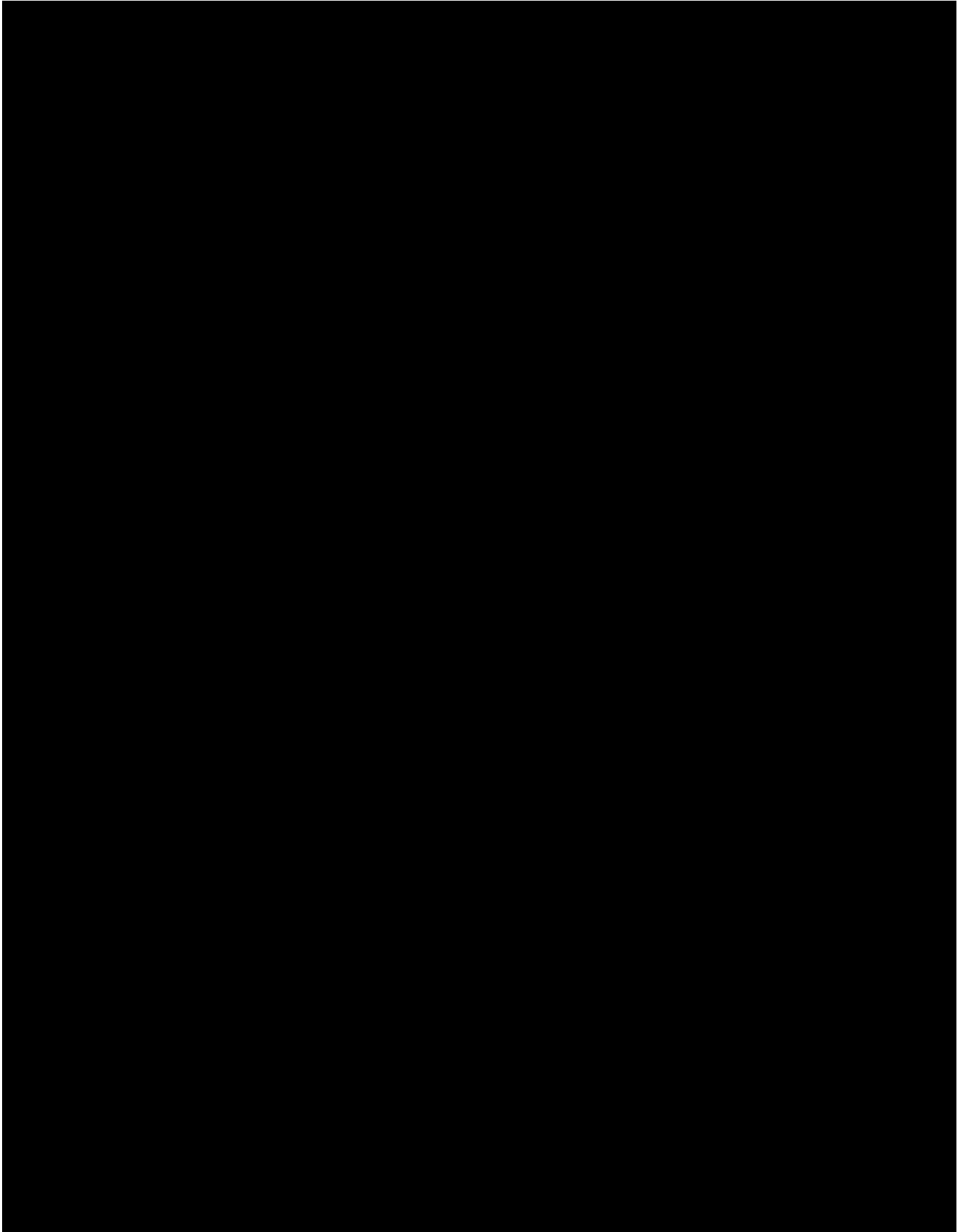


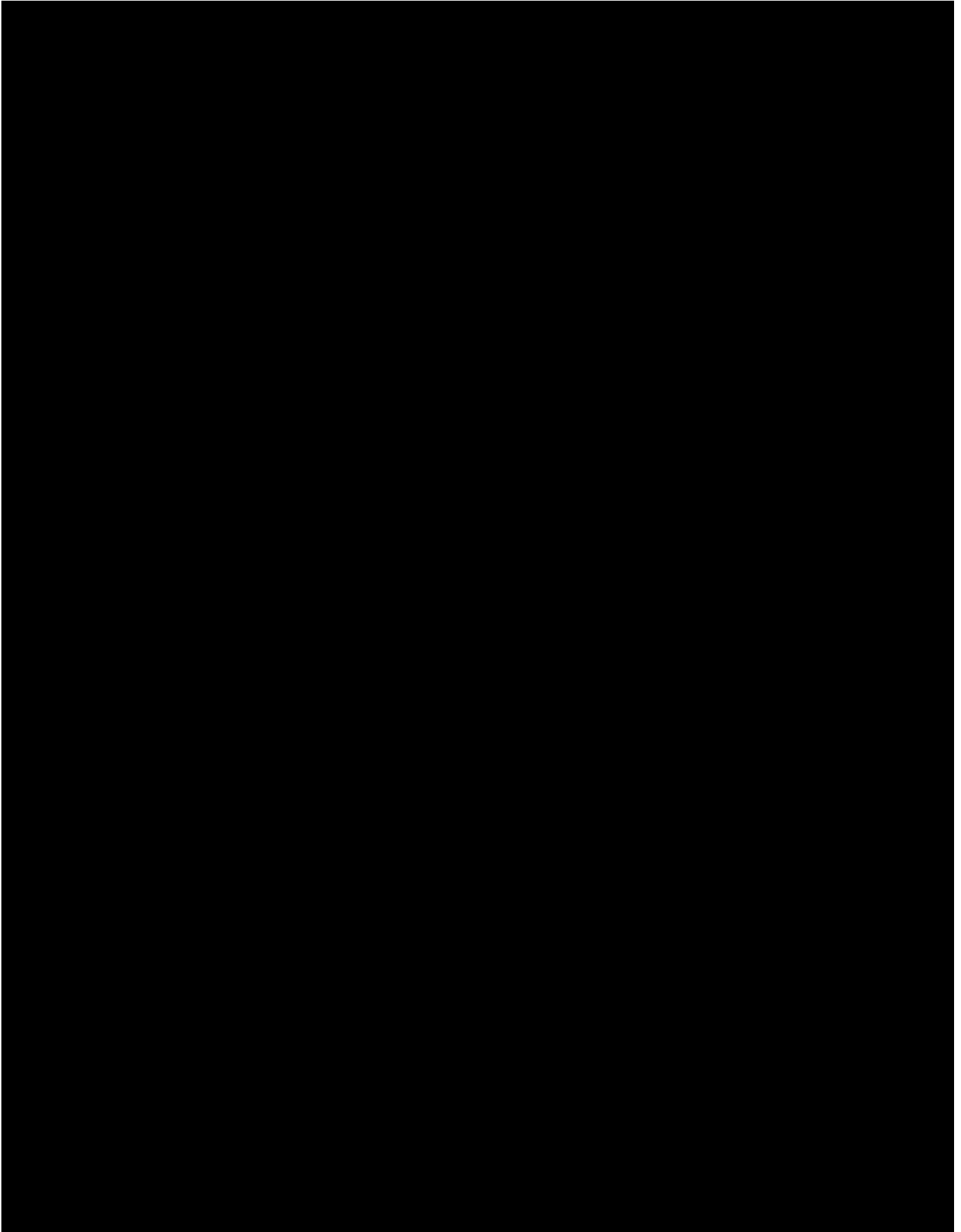
## Replacement MMIS Pricing Table J, Operations Phase – Variable Pricing for Non-Pharmacy FCBU and ECBU by State Fiscal Year

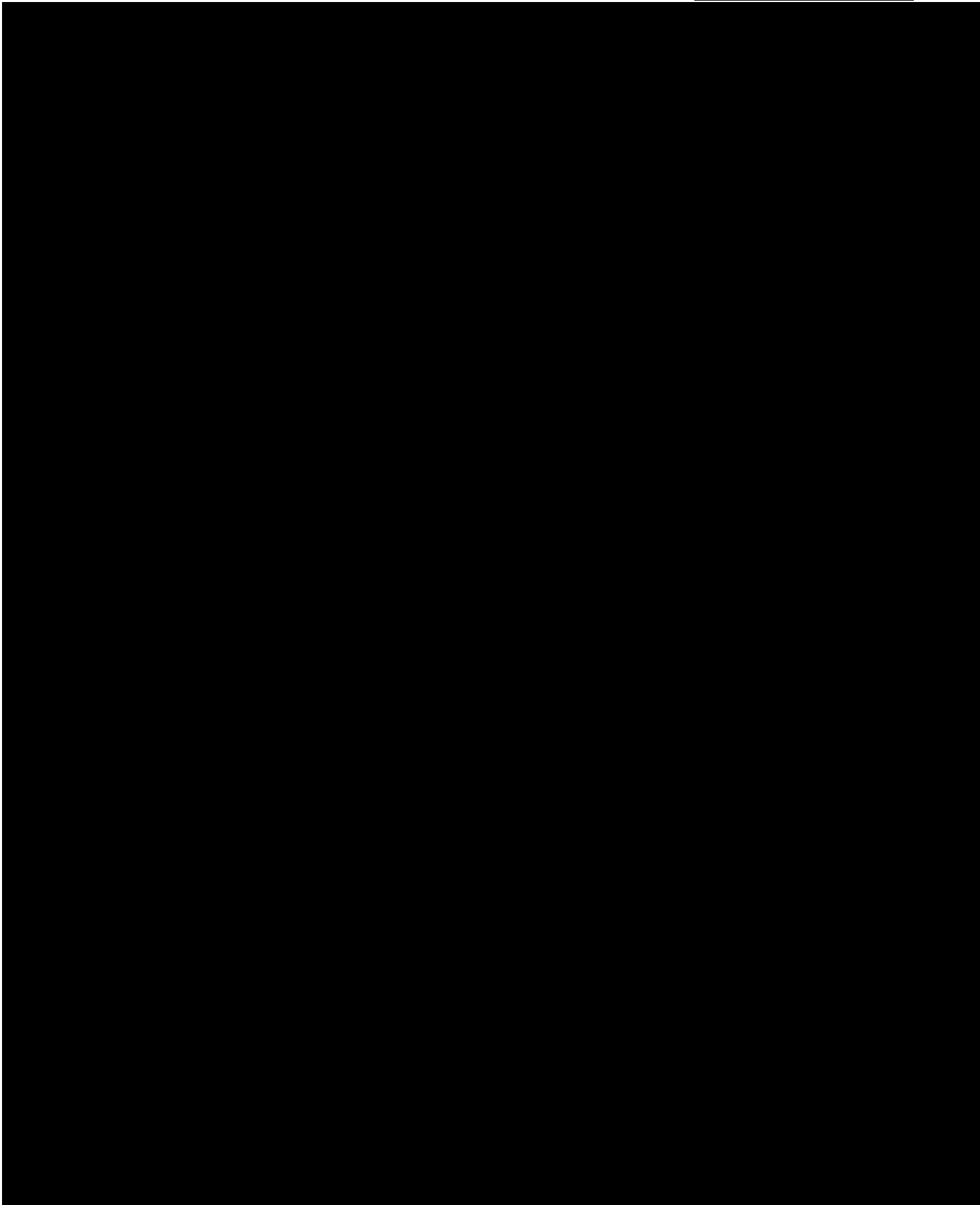


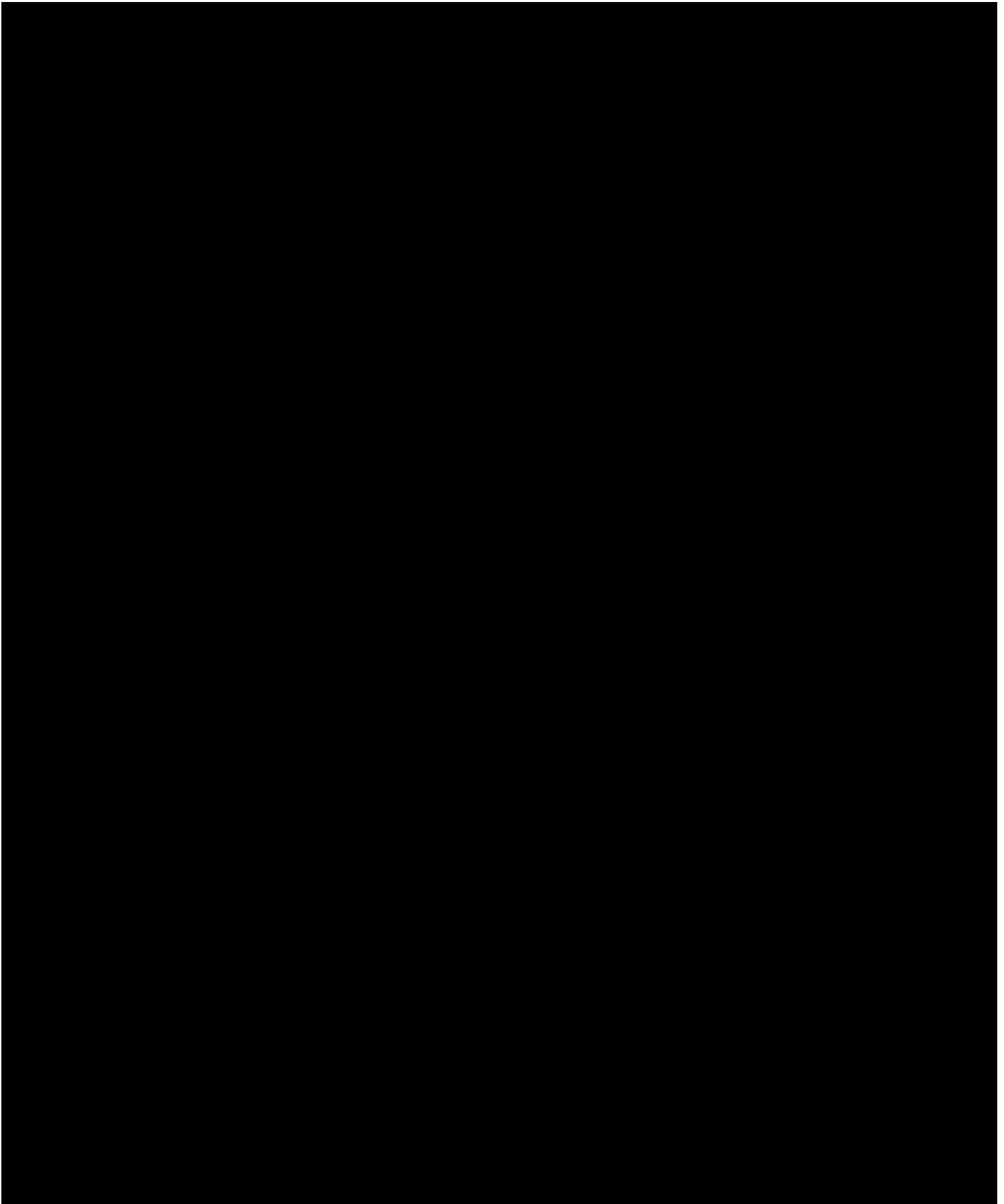


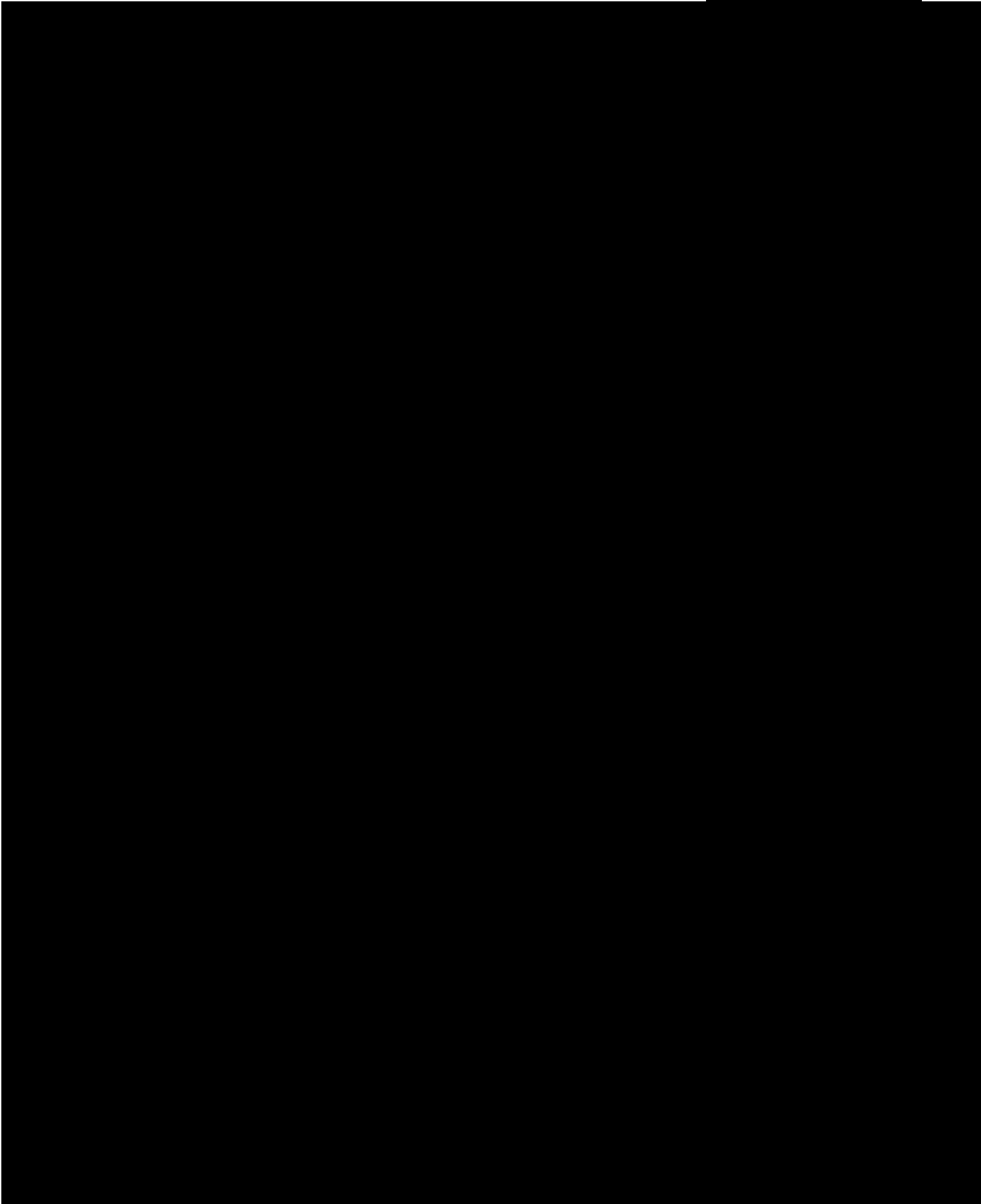


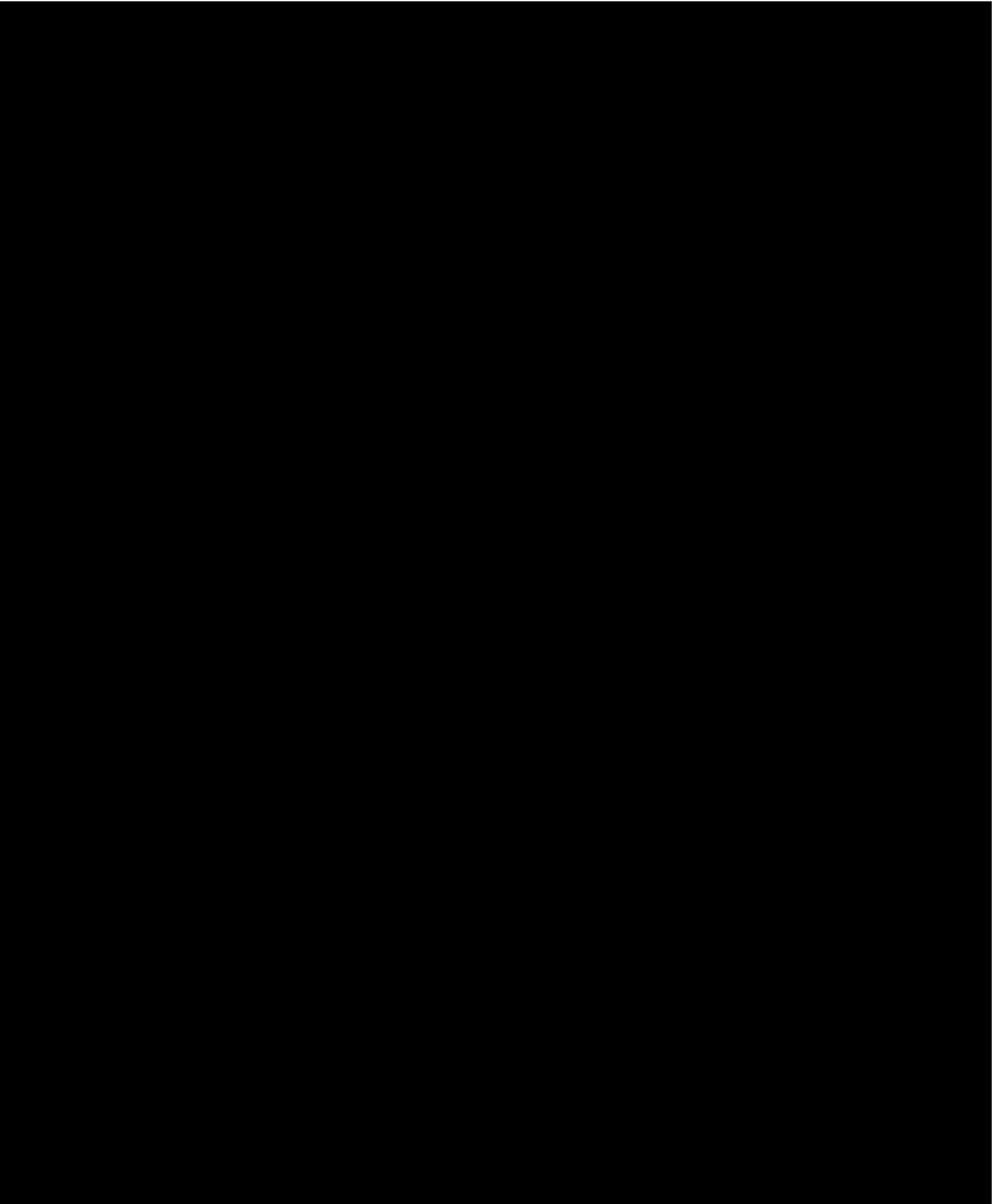


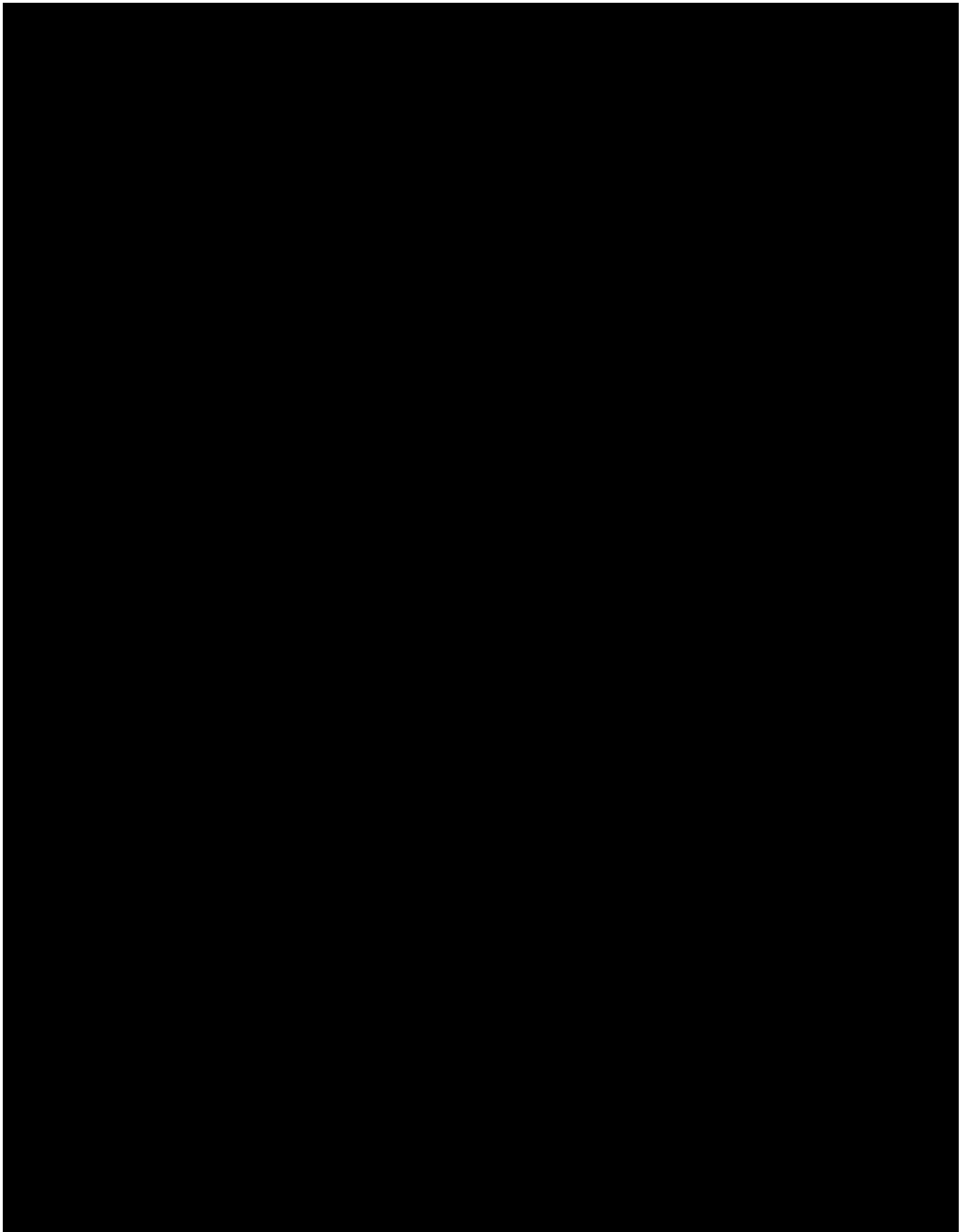


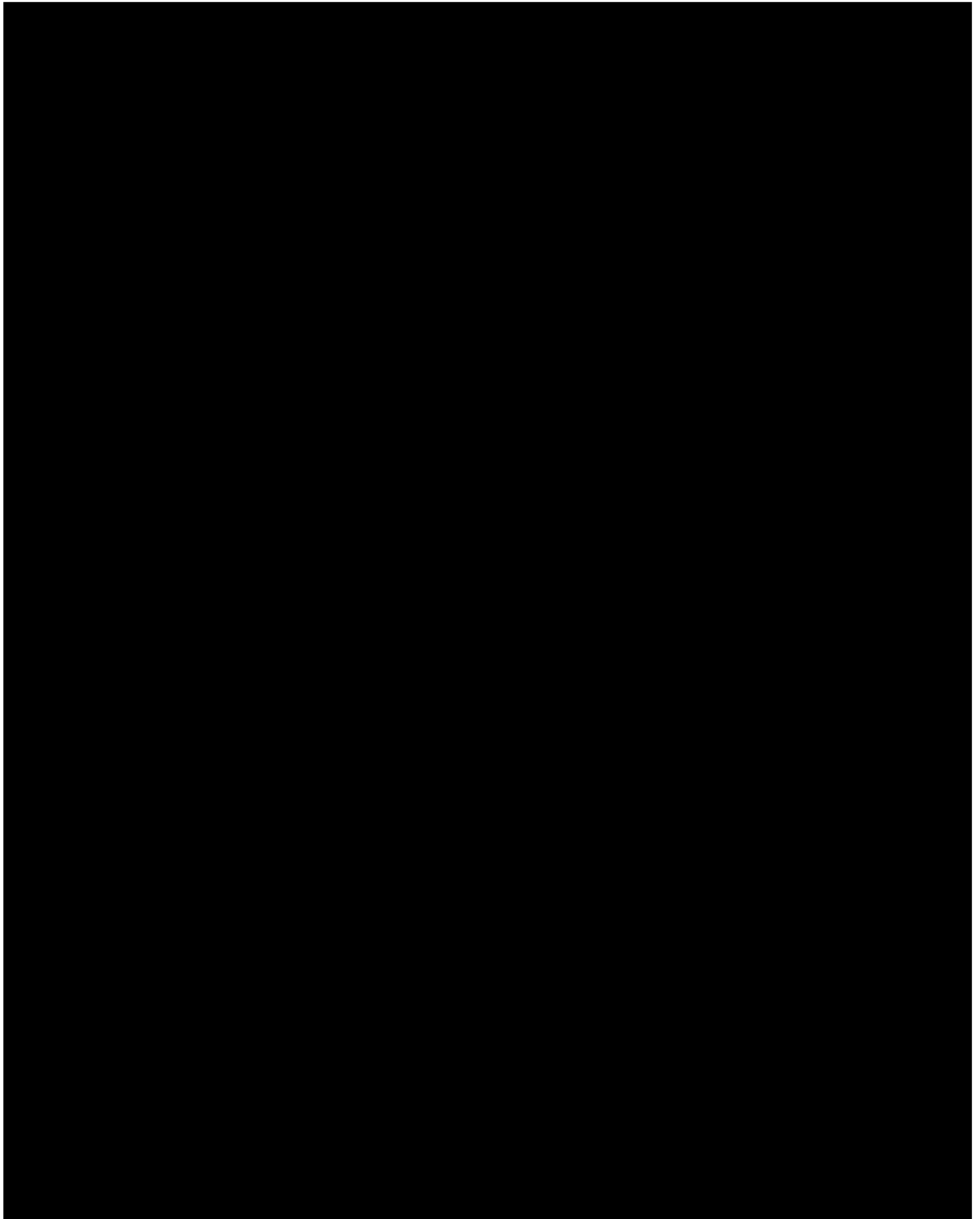




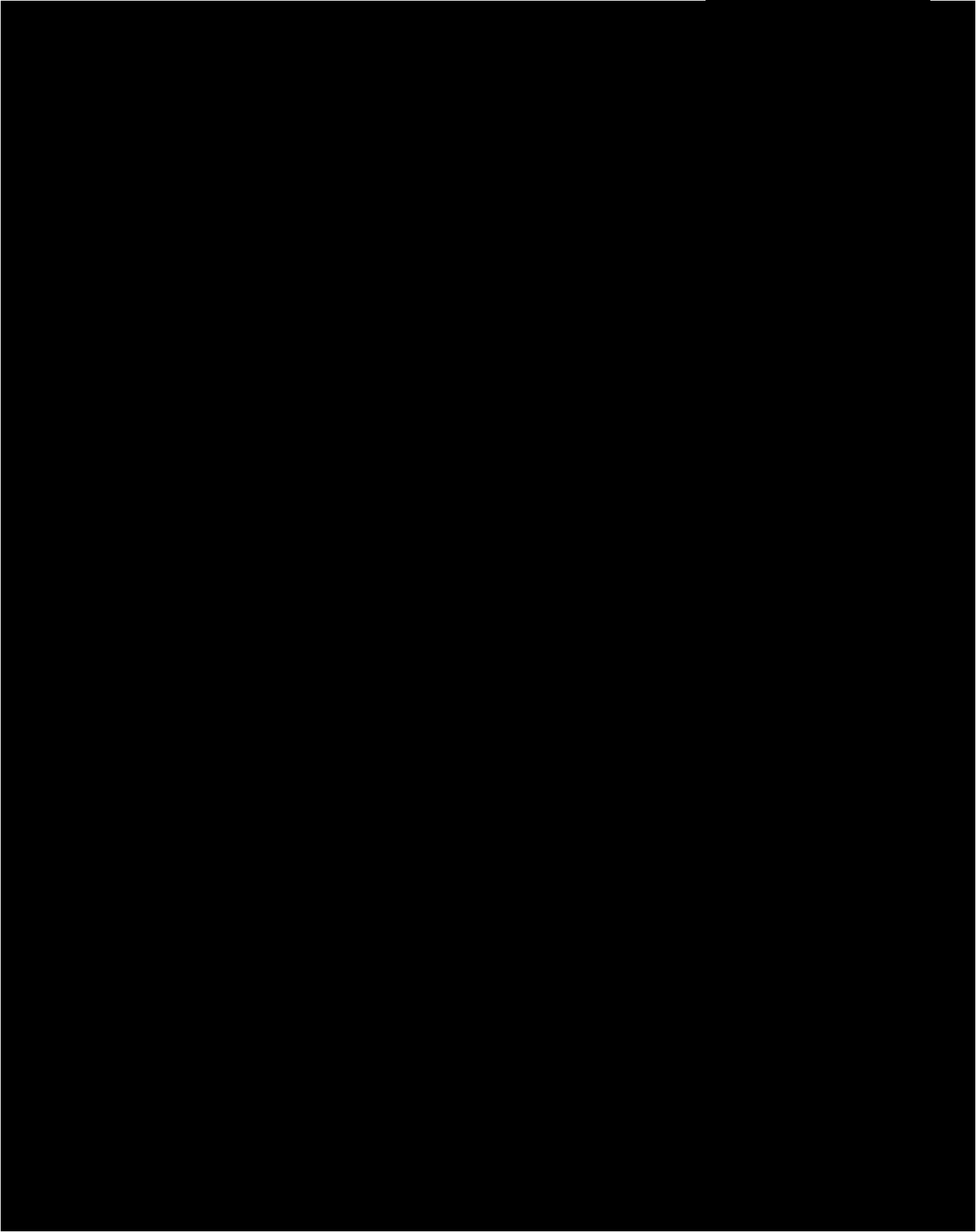


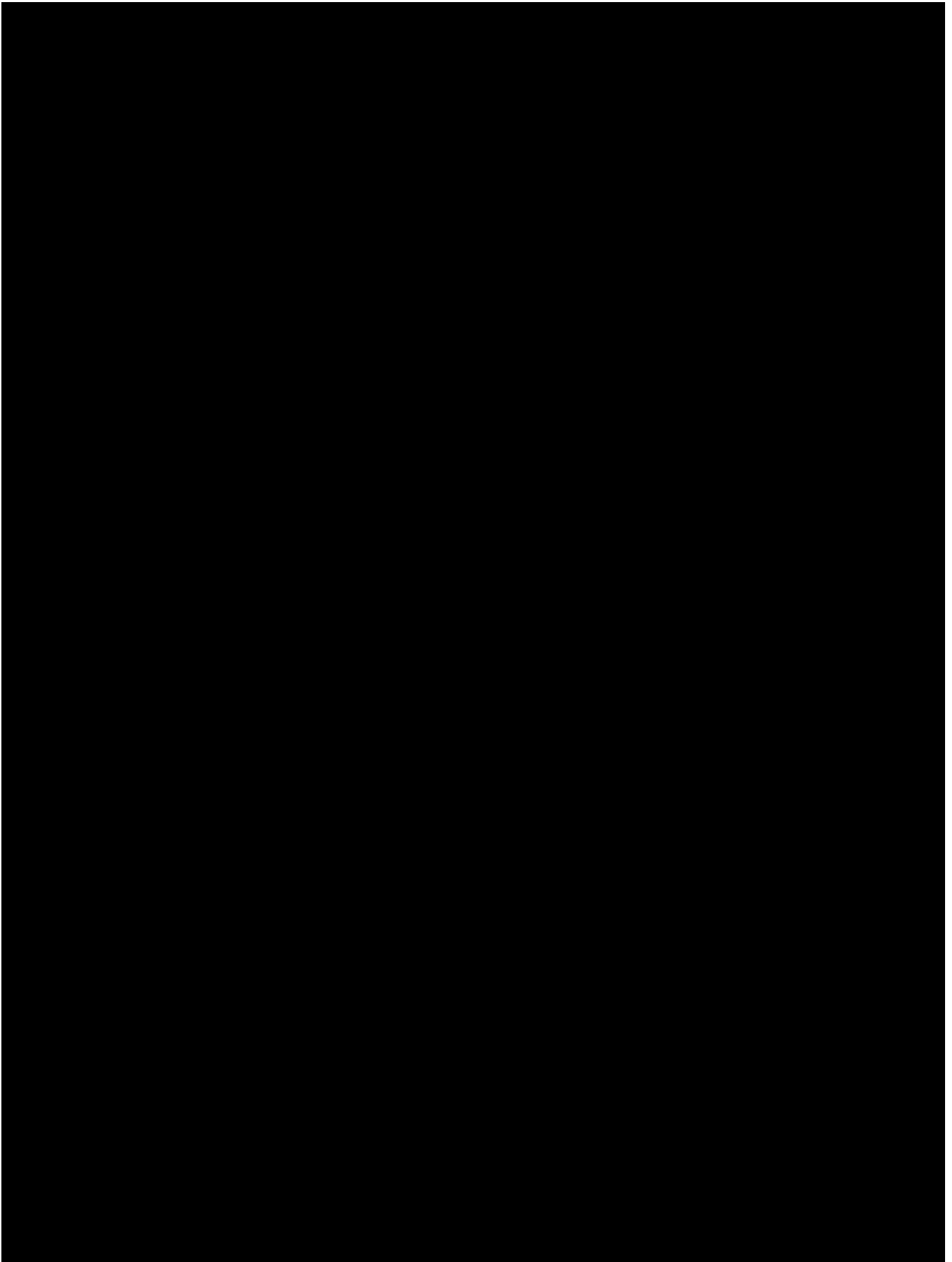


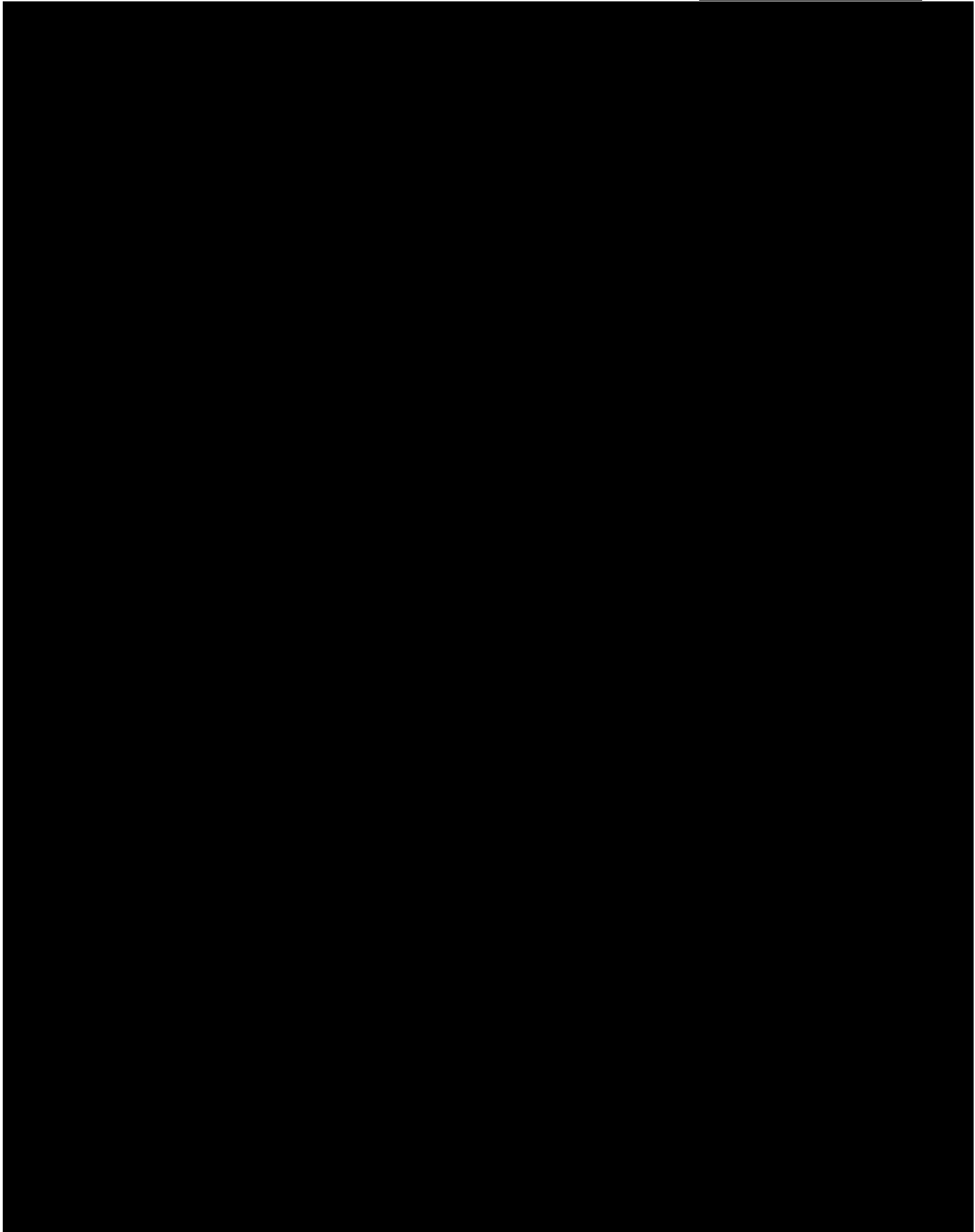


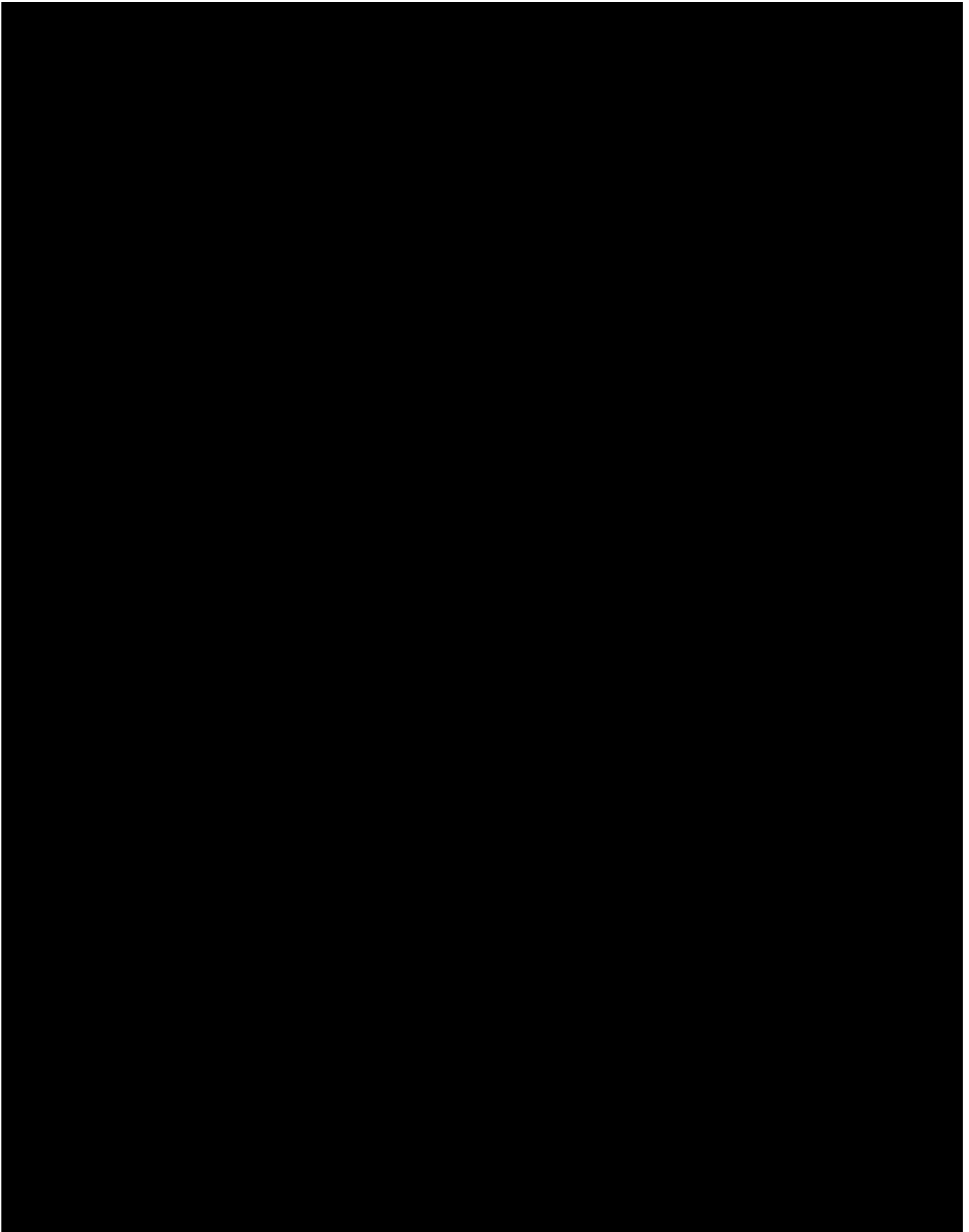


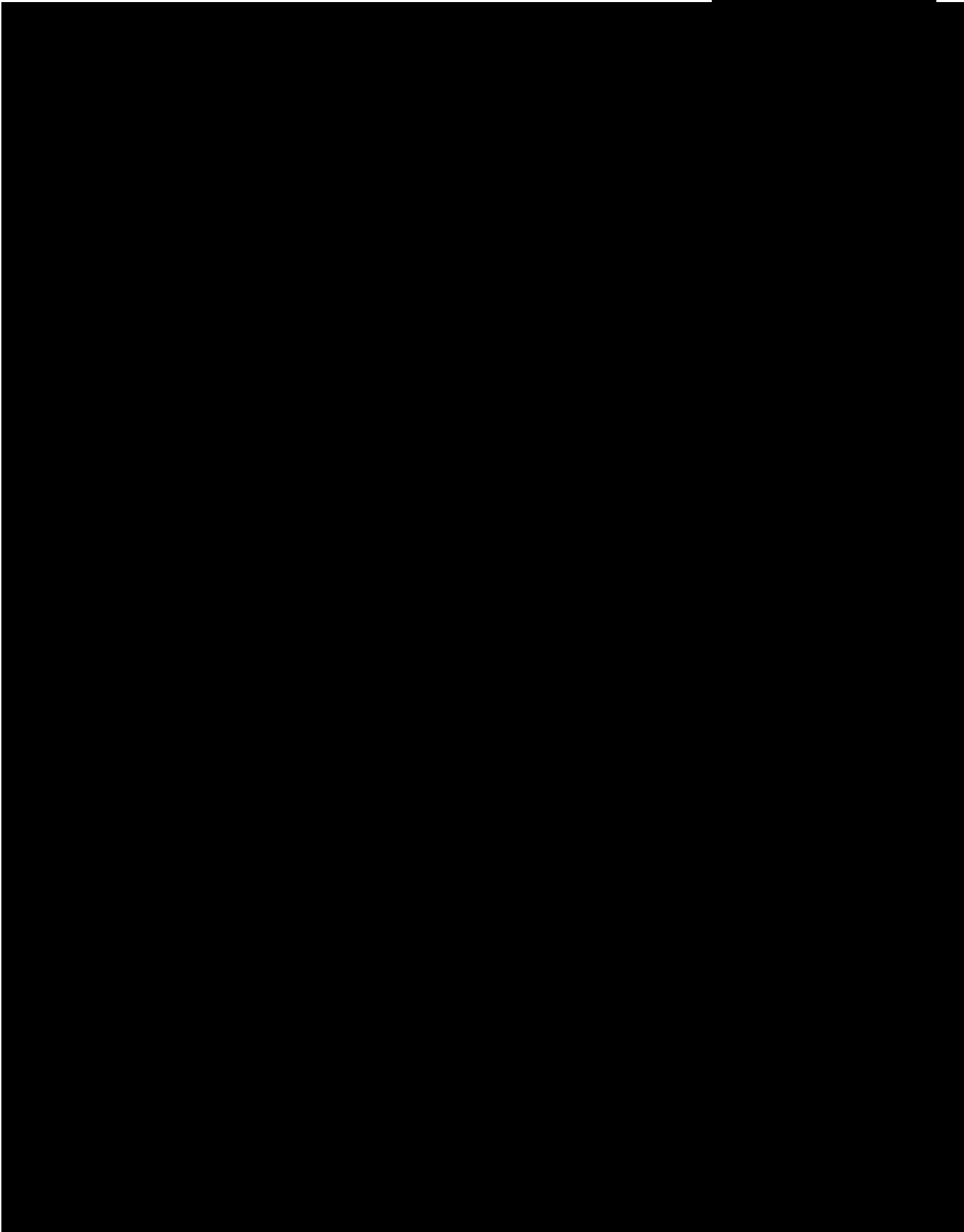


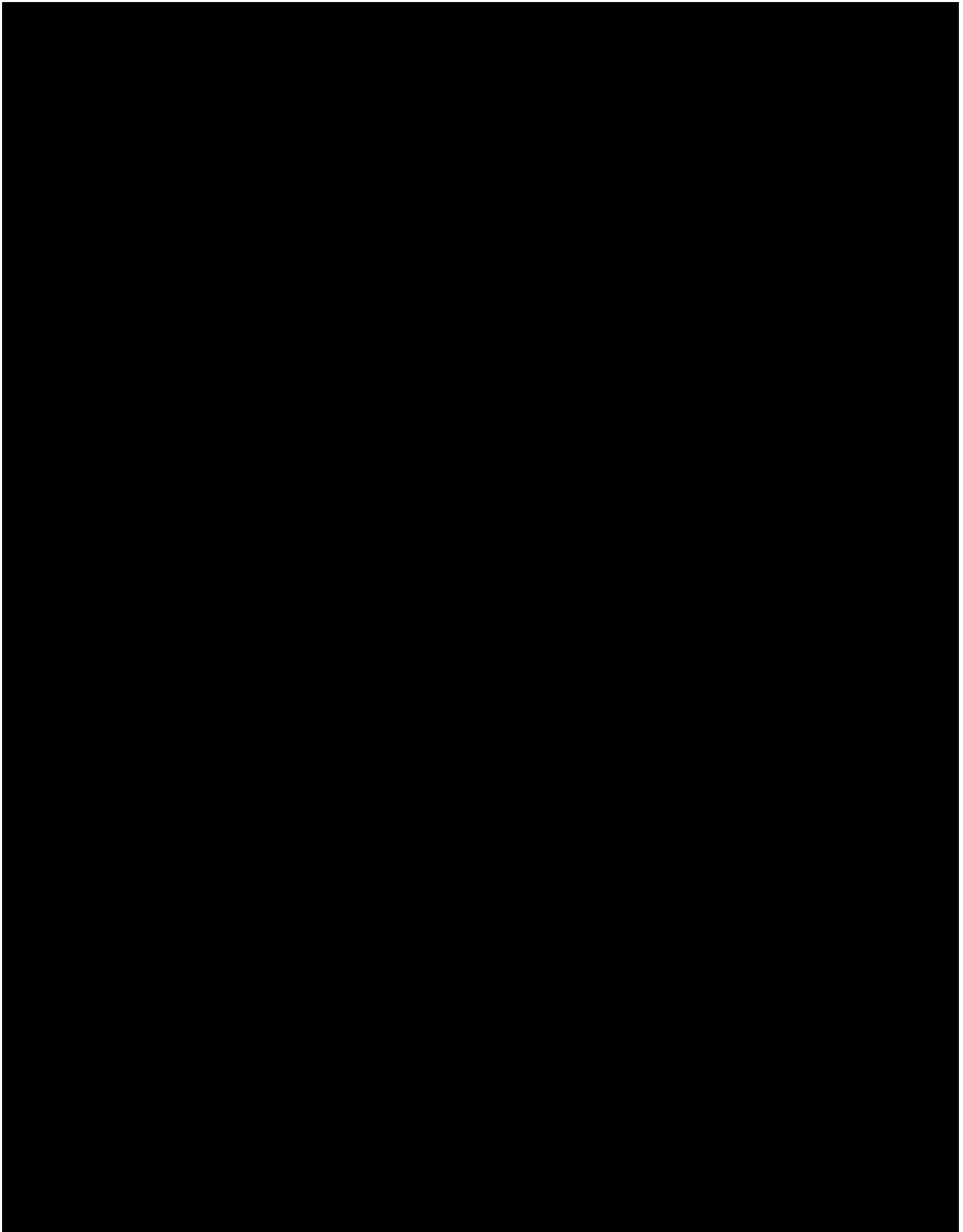


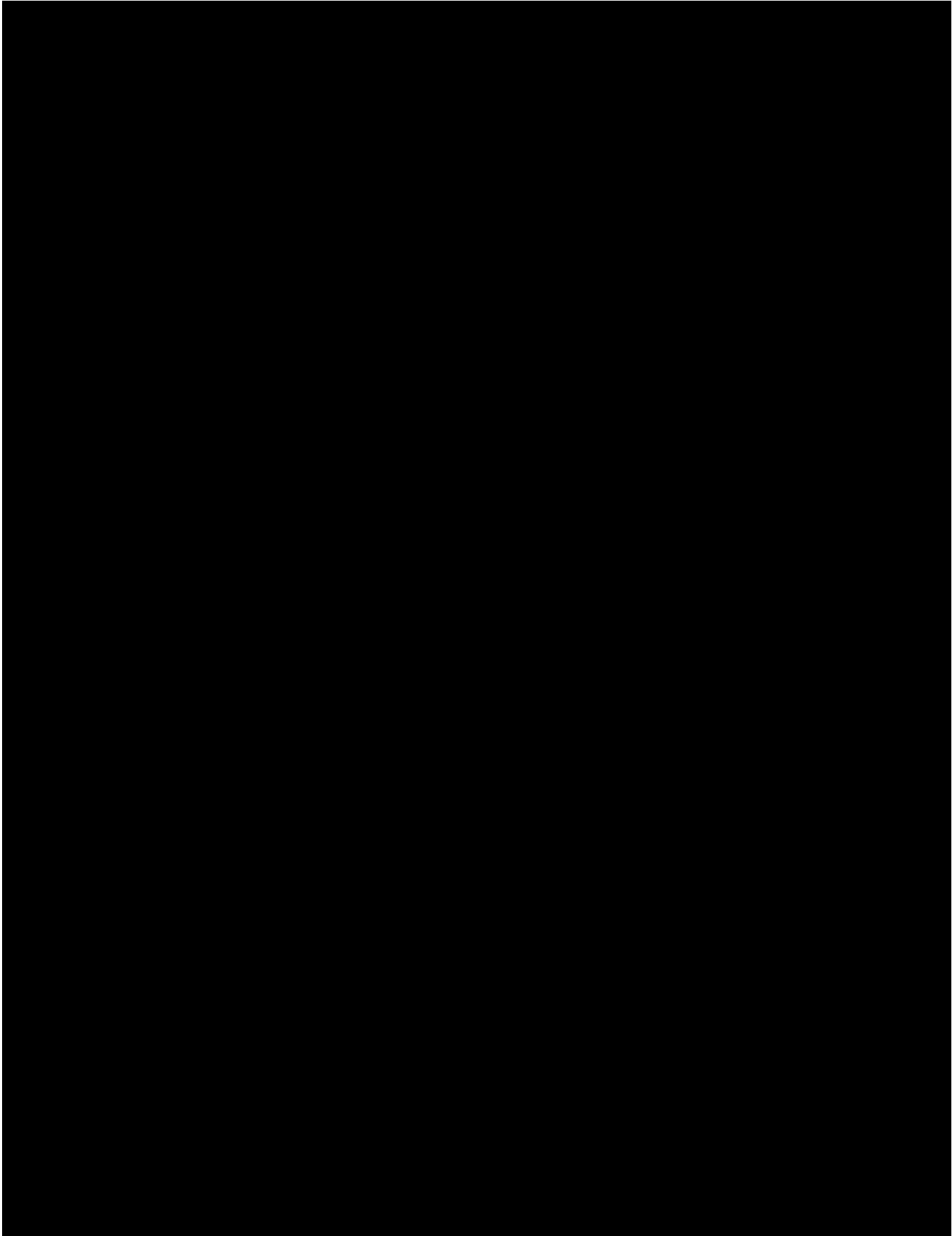


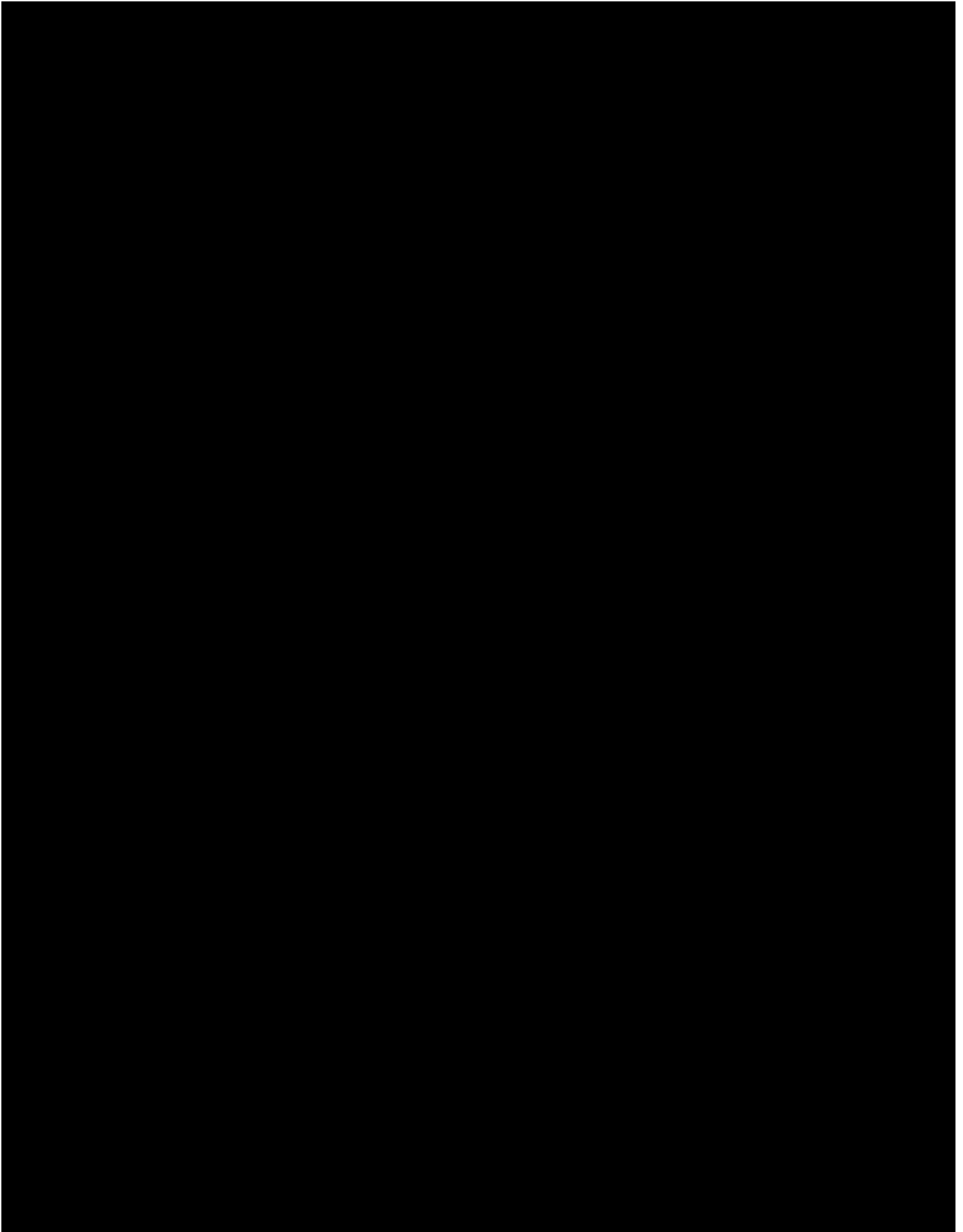






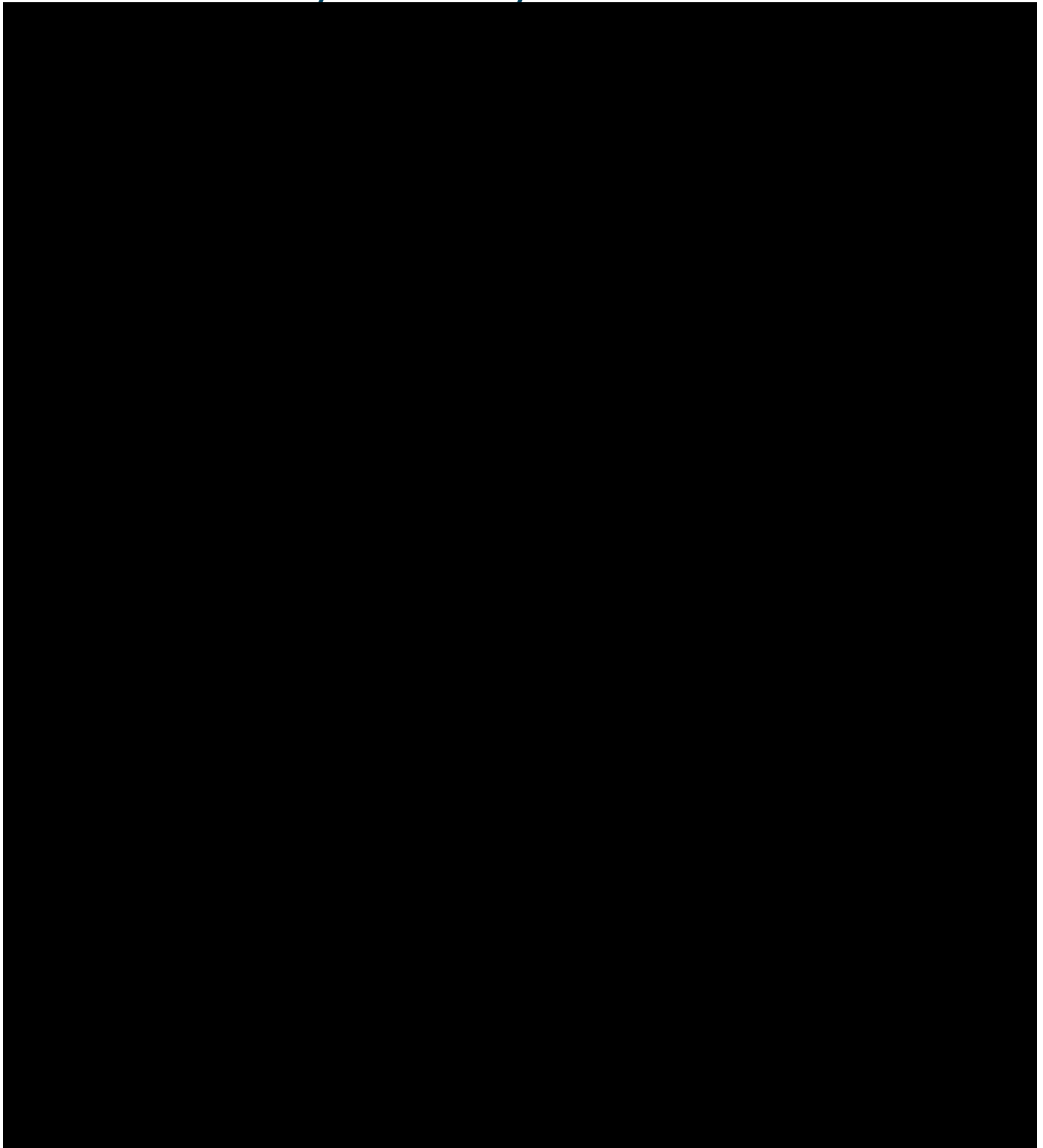


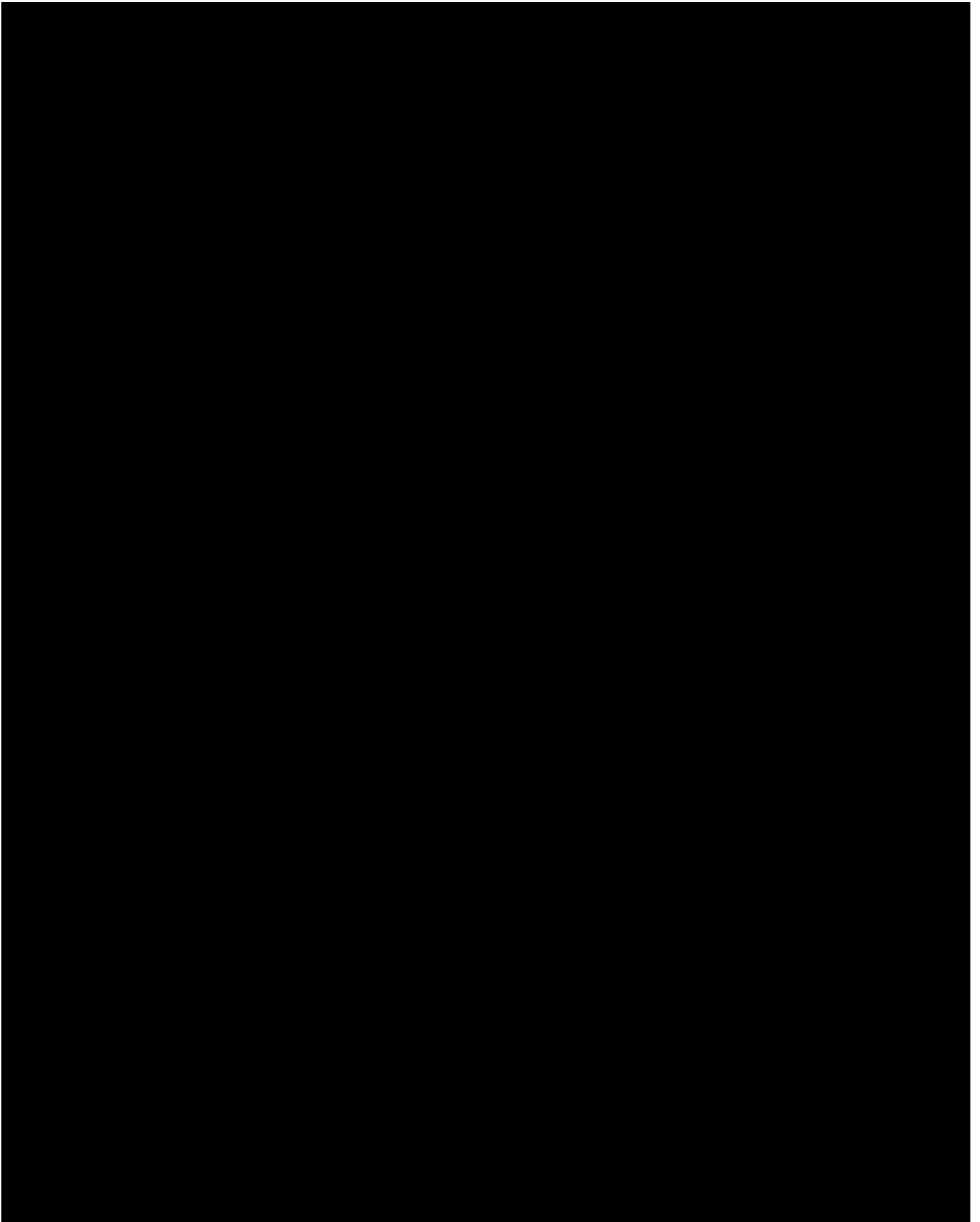


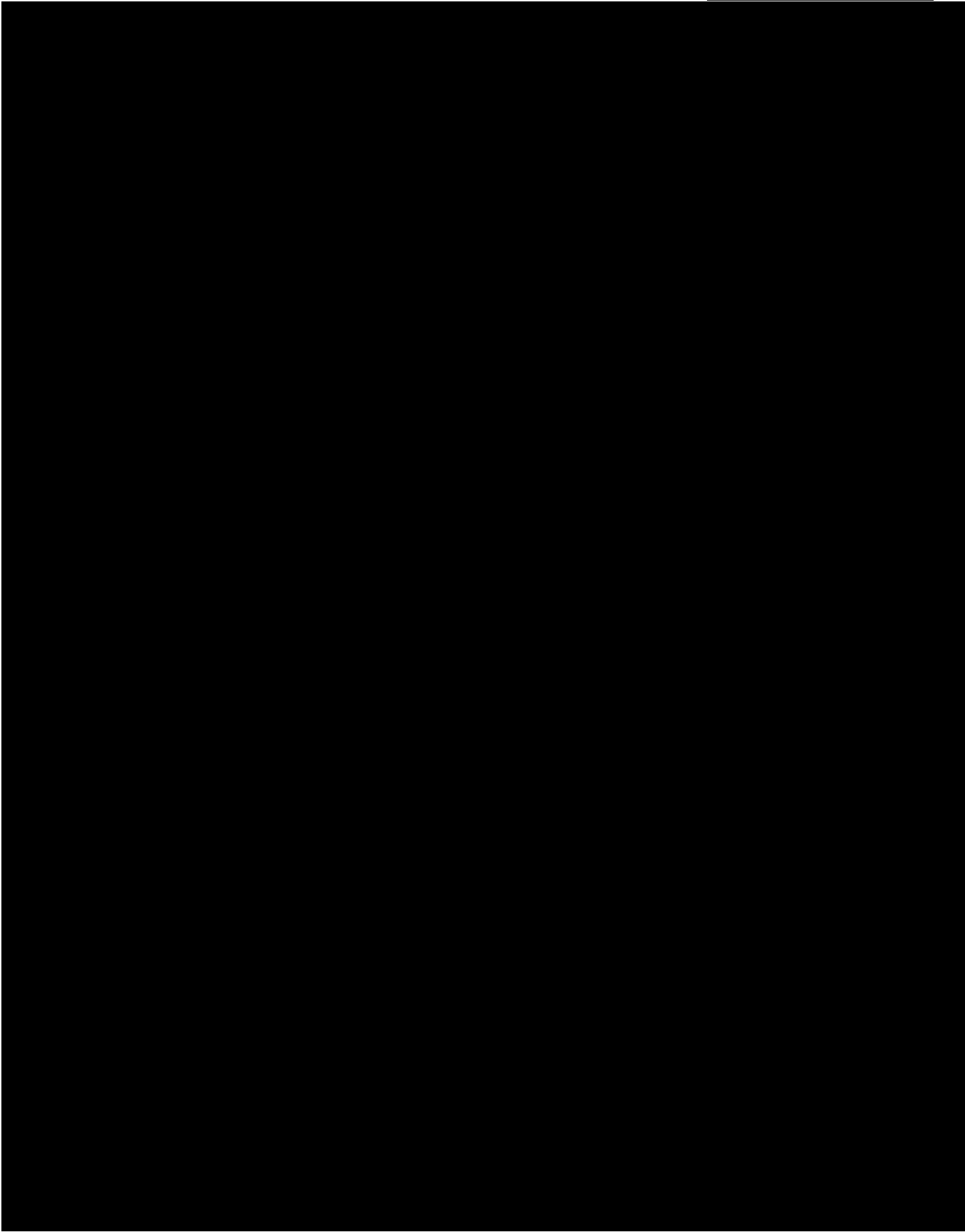


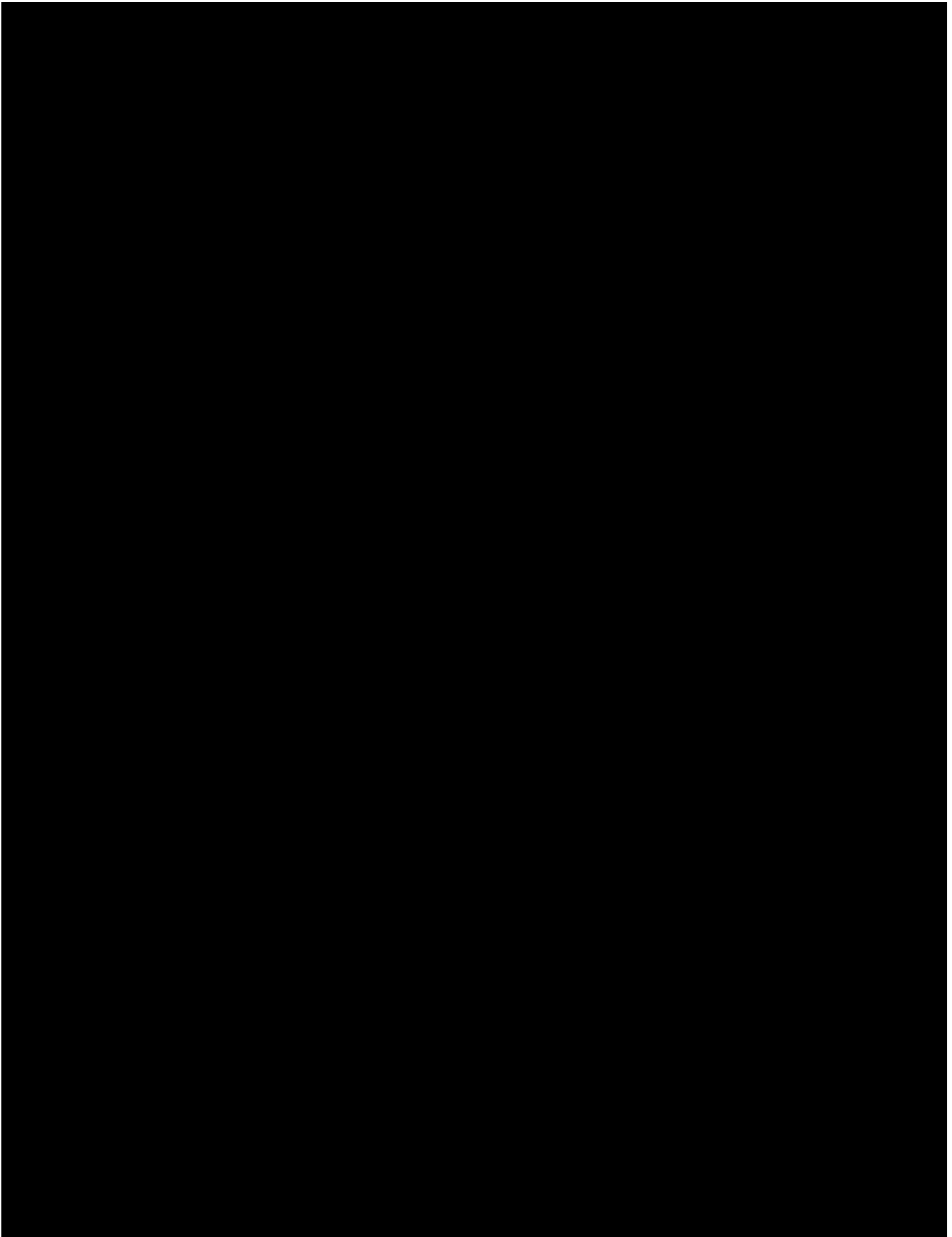


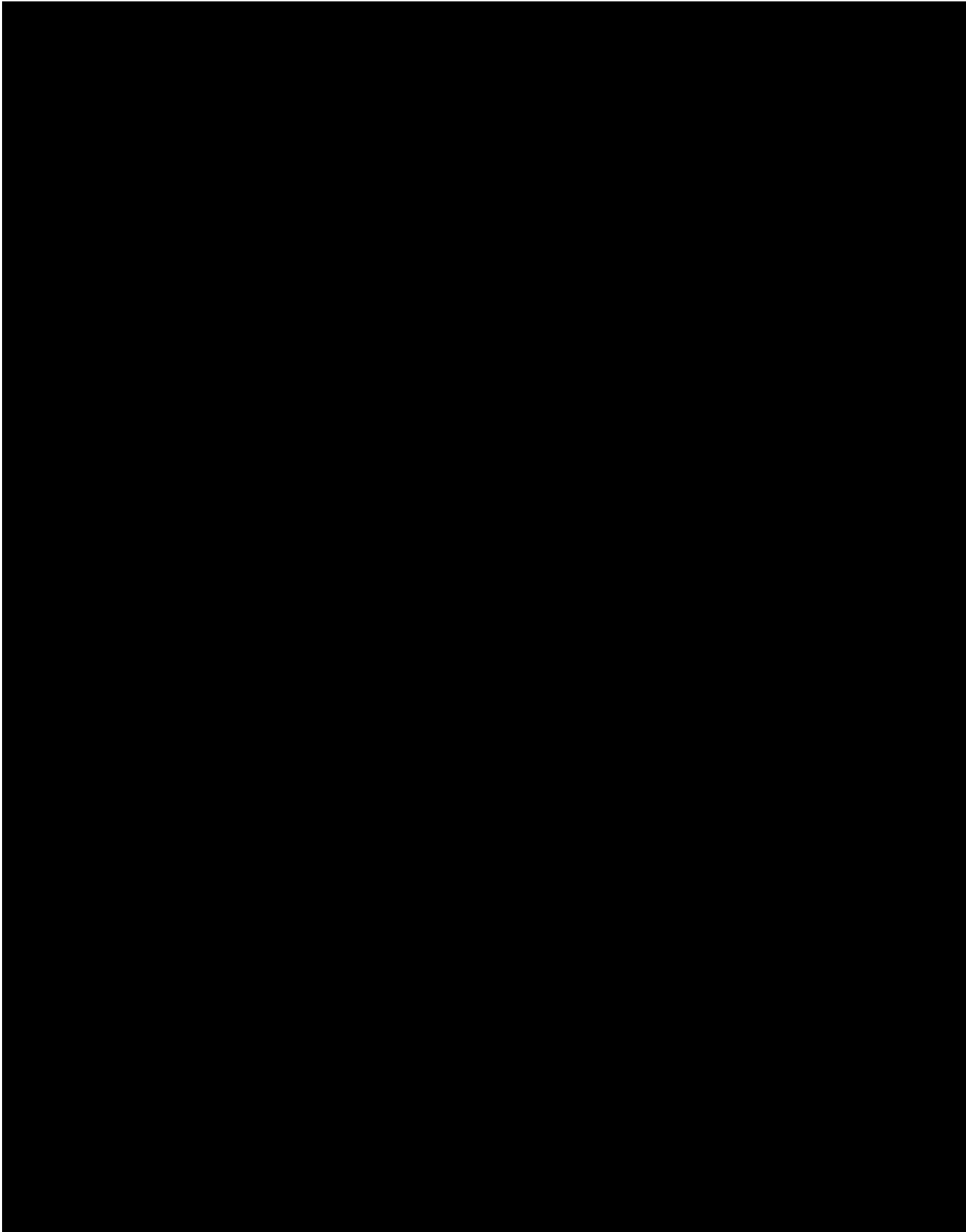
## Replacement MMIS Pricing Table K, Operations Phase – Variable Pricing for Pharmacy FCBU by State Fiscal Year

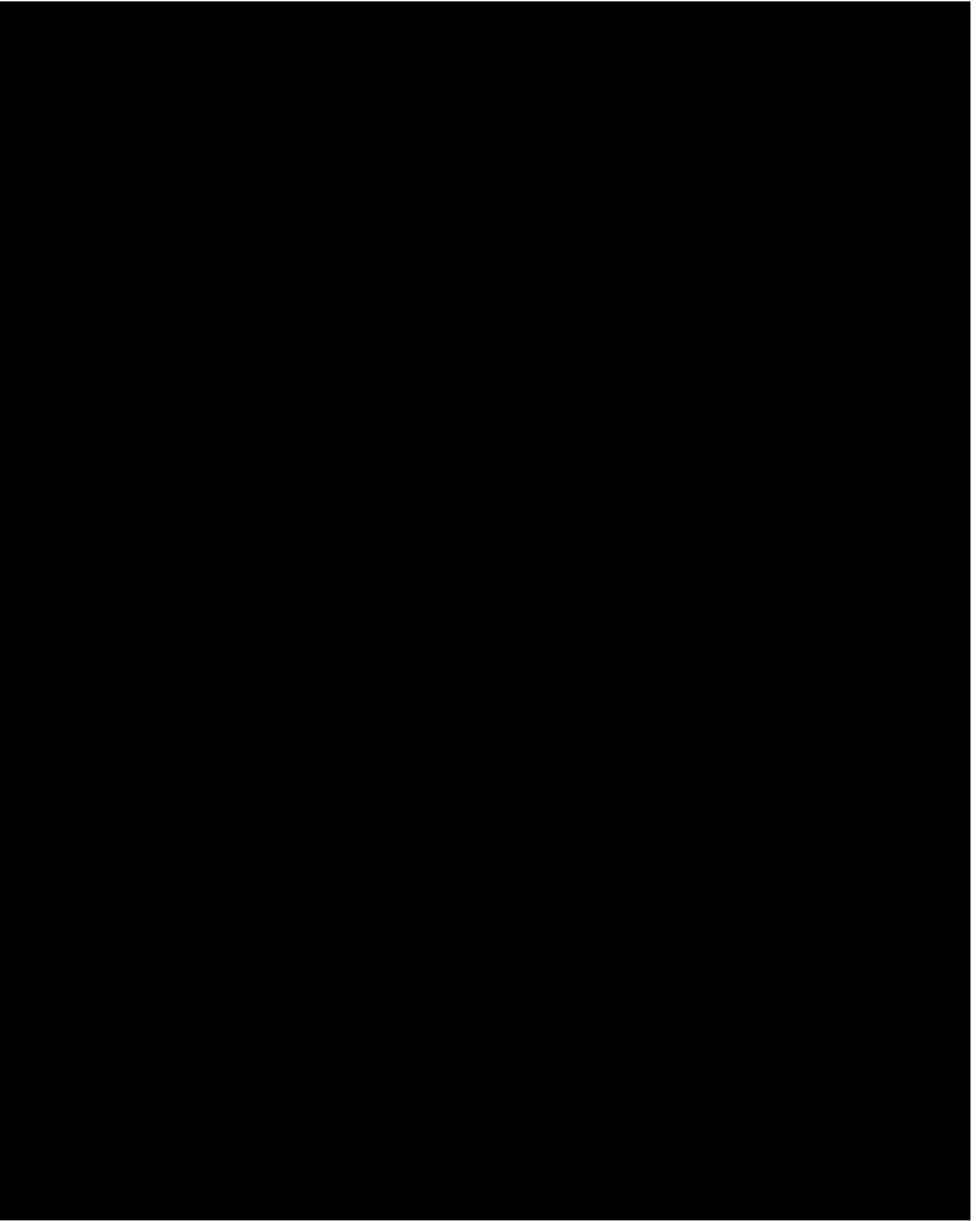


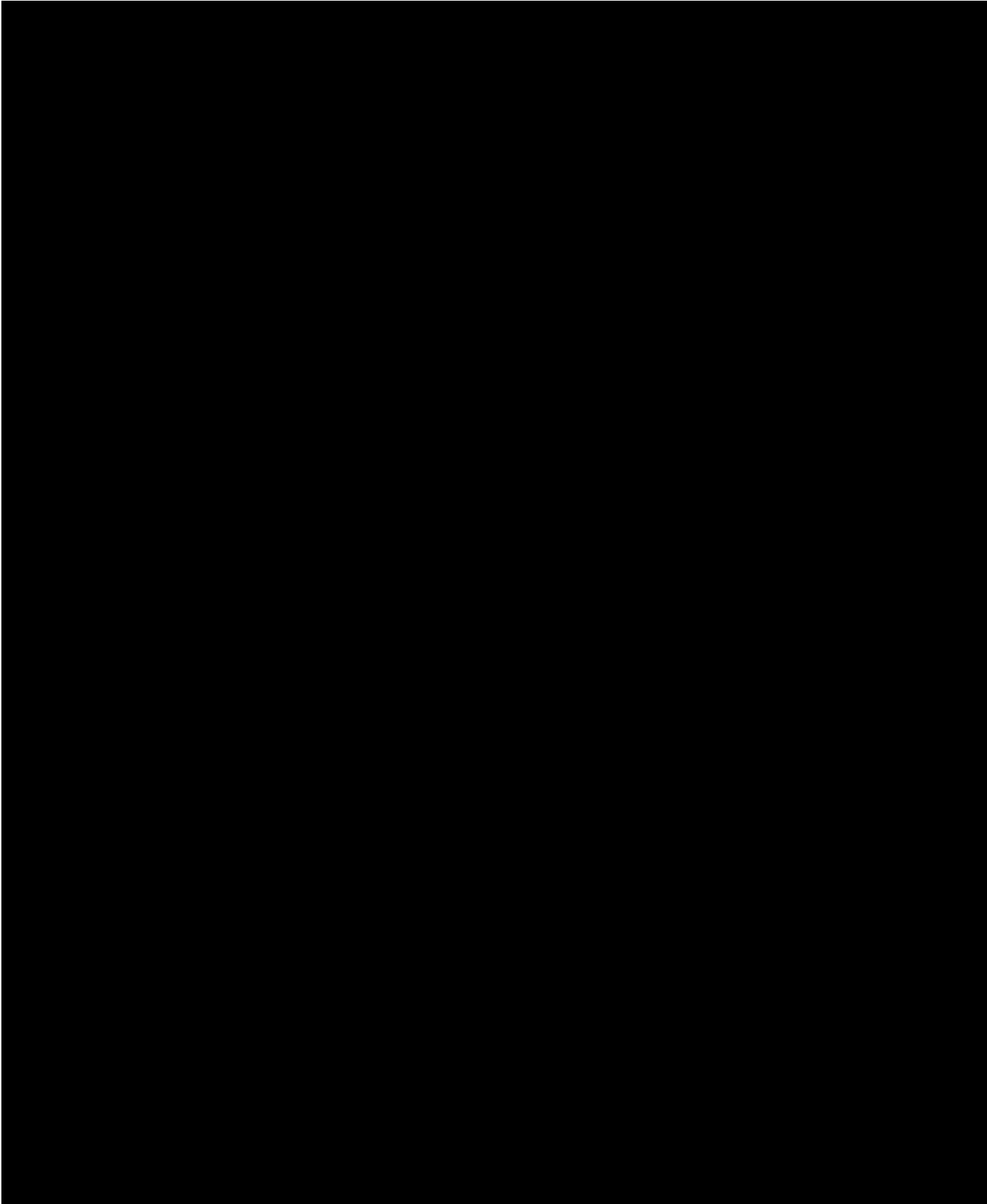


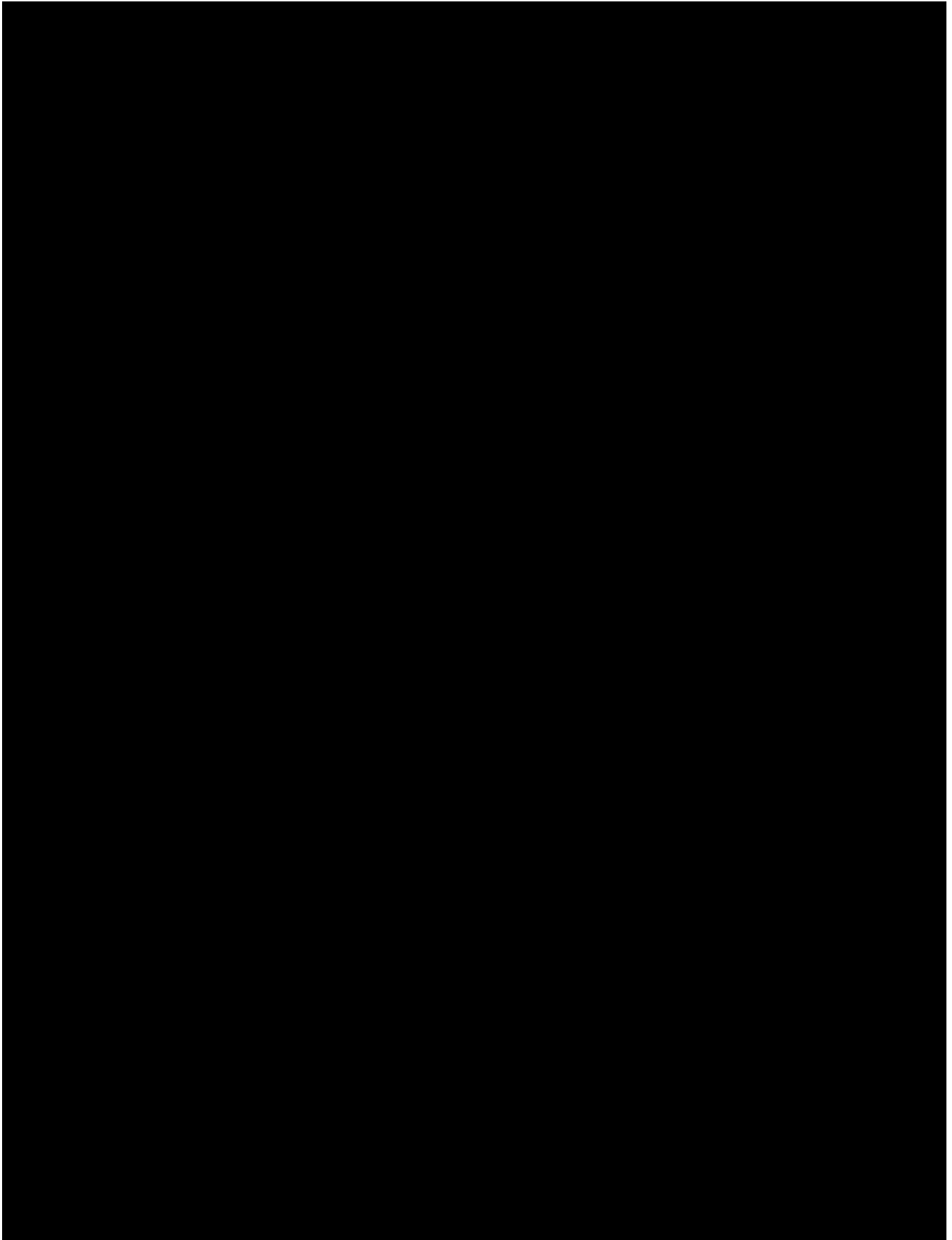














# Replacement MMIS Pricing Table W, Offeror-Proposed Options – Option Summary

