

Additional Information Regarding Vendors Performing Work in Replacement of State Employees

This document contains copies of purchase order contracts obtained by OMB by which a nongovernmental person or entity agrees with any department, commission, board, council, agency, or public corporation to provide services, valued at one hundred fifty thousand dollars (\$150,000) or more, which are substantially similar to and in replacement of work normally performed by an employee of the department, commission, board, council, agency or public corporation. For additional supporting contract documents, you may submit a public records request to the Department of Administration in accordance with the Rhode Island Access to Public Records Act ("APRA"), R.I. Gen. Laws § 38-2-1 *et seq.* APRA forms, procedures and other information for the Department of Administration are available at <http://www.admin.ri.gov/publicrecords/index.php>.

Fiscal Year: FY20

Agency: Executive Office of Health and Human Services

Vendor Name: SANDATA TECHNOLOGIES

Total Amount Paid to Vendor for Services: \$264,449.40

Summary of Services Rendered to Agency:

Identifying Code	Service Type	Description	Amount	Notes
PO 3452936	Financial Services: Other		\$ 264,449.40	

Note: Some of the above payments may have been made under the terms of a master price agreement (MPA). MPAs are solicited as requests for proposals or requests for quotes and may have cap limits for pricing and cap limits for project cost. MPAs provide agencies with access to qualified vendors, expedited process, and opportunities for mini-bids. Such purchases are made directly under the MPA and do not require a separate and unique contract. All MPAs are public and can be viewed at <http://www.purchasing.ri.gov/MPA/MPASearch.aspx>.

Contents:

Item Number	Document ID	Description	Notes
Item 1	PO 3452936	Purchase Order contract	

ITEM 1



**State Of Rhode Island
 Department of Administration
 Division of Purchases
 One Capitol Hill
 Providence, RI 02908-5860**

Blanket Releases
 3452936, 6

V E N D O R	SANDATA TECHNOLOGIES 26 HARBOR PARK DR PORT WASHINGTON, NY 11050-4602 United States
----------------------------------------	-----------------------------------------------------------------------------------------------------------------------------

Purchase Order Number	3452936-13
Revision Number	6
Reference Contract Number	
PO Date	16-JUL-2019
Approved PO Date	28-OCT-2020
Buyer	Autocreate, * -

S H I P T O	EOHHS-EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES 3 WEST ROAD CRANSTON, RI 02920 United States
----------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------

Type of Requisition	
Requisition Number	1618510
Solicitation Number	
Freight	Paid
Payment Terms	NET 30
Vendor Number	49064
Requester Name	Nicotero, Michelle R
Work Telephone	401-462-6850

This Purchase Order is issued pursuant to and in accordance with the terms and conditions of the solicitation and applicable federal, state, and local law, including the State of Rhode Island's General Conditions of Purchase which are incorporated herein by reference contain specific contract terms applicable to this Purchase Order. See: <https://rules.sos.ri.gov/regulations/part/220-30-00-13>

CHANGE TO PO #3452936 DATED 08/06/2020 AGENCY DOC ID # EOHHS20028MRN119

LINES 24, 25, AND 26 ADDED IN PREVIOUS REVISION ON 08/18/2020

PER THE ATTACHED SPECIFICATIONS AND AMENDMENT #3

THE STATE OF RHODE ISLAND'S GENERAL CONDITIONS OF PURCHASE.
<https://rules.sos.ri.gov/regulations/part/220-30-00-13>


AGENCY CONTACT:
 MICHELLE NICOTERO
 401-462-6850

INVOICE TO

IMMEDIATE VENDOR ACTION REQUIRED:
 Paperless Invoicing is now required. Vendors who do not currently invoice electronically must comply. Get Instructions at :
http://controller.admin.ri.gov/documents/Communications/Vendor%20Information/Paperless%20Invoicing%20Initiative_09-01-2020.pdf

REGISTRATION REQUIREMENTS

IMMEDIATE VENDOR ACTION REQUIRED:
 ALL vendors with an existing Purchase Order must be registered in OCEAN STATE PROCURES(OSP). Get Instructions at :
<https://www.ridop.ri.gov/osp/osp-vendor-registration.php>

STATE PURCHASING AGENT
 Nancy R. McIntyre

Reference Documents: 3452936 1-28-19.pdf
 3452936 SPECS.pdf

PO DESCRIPTION: APA-15976 FY19-21 EVV SYSTEMS MAINTENANCE FEES - NTE \$80,000.00


Line	Code	Description	Quantity	Unit	Unit Price (USD)	Amount (USD)
6.1		APA-15976 FY19-21 EVV SYSTEMS MAINTENANCE FEES - NTE \$80,000.00	40000	Each	1	40,000.00
7.1		APA-15976 FY19-21 TRANSACTION CHARGES - MOBILE VISIT VERIFICATION \$0.12 PER TRANSACTION NTE - \$53,449.00	25613	Each	1	3,859.80
8.1		APA-15976 FY19-21 TRANSACTION CHARGES - SPEAKER VISIT VERIFICATION \$0.15 PER TRANSACTION NTE - \$245,870.00	117821	Each	1	27,201.61
9.1		APA-15976 FY19-21 TRANSACTION CHARGES - FIXED VISIT VERIFICATION \$7.00 PER TRANSACTION NTE - \$27,846.00	13626	Each	1	8,127.00
13		APA-15976 FY19-21 EVV AGGREGATOR NTE - \$40,000.00	30000	Each	1	30,000.00
14		APA-15976 FY19-21 EVV AGGREGATOR IMPLEMENTATION FEE NTE - \$38,064.00	28548	Each	1	28,548.00
15		APA-15976 FY19-21 EVV AGGREGATOR ADDITIONAL MCO MEMBER FILES NTE - \$30,000.00	22500	Each	1	22,500.00
16		APA-15976 FY19-21 EVV AGGREGATOR ADDITIONAL MCO AUTHORIZATION FILES NTE - \$16,632.00	12474	Each	1	12,474.00
17		APA-15976 FY19-21 EVV AGGREGATOR ADDITIONAL MCO 837 FILES NTE - \$16,632.00	12474	Each	1	12,474.00
18		APA-15976 FY19-21 EVV AGGREGATOR	18750	Each	1	18,750.00

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STATE PURCHASING AGENT

 Nancy R. McIntyre


Line	Code	Description	Quantity	Unit	Unit Price (USD)	Amount (USD)
		ADDITIONAL MCO JURISDICTIONAL VIEW NTE - \$25,000.00				
19		APA-15976 FY19-21 PROVIDER THIRD PARTY INTERFACE FEE NTE - \$50,400.00	50400	Each	1	50,400.00
22		APA-15976 FY19-21 SANDATA AGGREGATOR HOSTING FEE (YR 1) NTE - \$52,500.00	31330	Each	1	7,500.00
23		APA-15976 FY19-21 SANDATA EVV PMPM @\$1.00 PMPM (YR 1) NTE - \$111,330.00	2615	Each	1	2,615.00
Total: 264,449.41 (USD)						

INVOICE TO

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 Paperless Invoicing is now required. Vendors who do not currently invoice electronically must comply. Get Instructions at :
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STATE PURCHASING AGENT
 Nancy R. McIntyre

AGREEMENT FOR – Electronic Visit Verification System

Award #3452936

Between

The State of Rhode Island and Sandata Technologies, LLC

AMENDMENT NUMBER THREE

This Amendment Number Three (“Amendment Number Three”) is entered into between EOHHS (as hereinafter Defined) and Sandata (as hereinafter defined) as of February 1, 2019 (the “Effective Date”)

WHEREAS, the State of Rhode Island, through its Executive Office of Health and Human Services (the “EOHHS”) and Sandata Technologies, LLC (“Sandata”) entered into a contract for an Electronic Visit Verification System (“EVV”) effective February 1, 2016, as amended by Amendment Numbers One and Amendment Number Two (the “Agreement”) and;

WHEREAS, paragraph 10 of the EVV Agreement provides that this Agreement may be modified for “changes in the scope of services, time of performance, or approved budget of the Contractor to be performed, hereunder.”

NOW THEREFORE the parties agree as follows:

EOHHS and Sandata agree that this Amendment Number Three shall amend the Agreement as follows:

1. The Agreement shall be extended for a period of two years commencing February 1, 2019 and ending on January 31, 2021 (the “Renewal Term”).
2. The attached Updated Change Management Proposal: “Rhode Island EOHHS EVV Aggregator and Additional MCO with Contract Extension” (the “Updated Change Management Proposal”), attached hereto as Attachment I, pursuant to which Sandata will, among other things, add the following to the EVV Program:
 - a. Add one additional Managed Care Organization (“MCO”) to the program;
 - i. Add one additional Sandata Jurisdictional View for the new MCO;
 - b. Modify program data file requirements including:
 - i. Require all three MCOs to send a single member file indicating ownership of the member (one file per MCO);
 - ii. Add one authorization file for the new MCO;
 - iii. Add one 837 claims file for the new MCO;
 - c. Add the Sandata Aggregator to the program,
 - i. Includes Sandata Aggregator Software as a Service;
 - ii. Third-party EVV vendor interfaces for providers; and
 - iii. Aggregator Provider Training.
3. The Annual Recurring fees for the Renewal Term and all fees associated with the implementation of the Sandata Aggregator solution, including the One-Time Implementation Fees, Optional One Time Fees, and Incremental Recurring Fees shall be as set forth in the Updated Change Management Proposal.

Agreement For – Electronic Visit Verification System
Amendment 3

Except as expressly provided for above, the Agreement between the parties remains in full force and effect and both parties agree to be bound by the provisions of the Agreement, as amended. In the event of a conflict between the Agreement, inclusive of any amendments thereto, and this Amendment Number Three, Amendment Number Three shall control.

NOW THEREFORE, the authorized representatives of Sandata have each agreed to the foregoing terms and conditions as of the Effective Date.

Sandata Technologies, LLC

Executive Office of Health and Human Services

By: 

Title: CEC

Date: 1/22/19

By: 

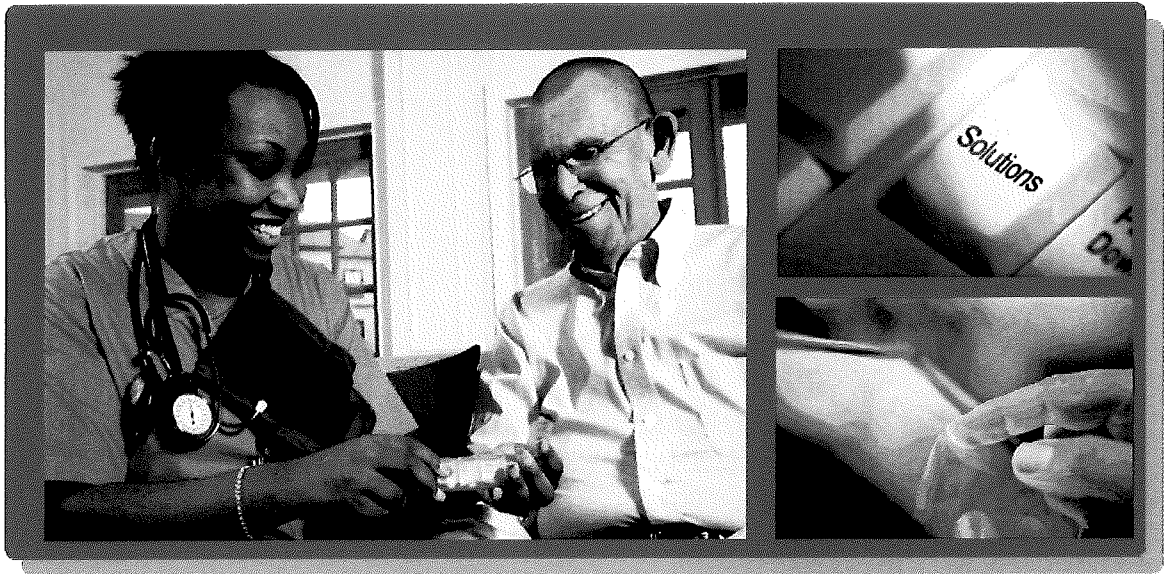
Title: Medicaid Program Director

Date: 1/25/19

Rhode Island EOHHS EVV Aggregator and Additional MCO with Contract Extension

Updated Version 5

*Increasing the Capacity to Care
Improving the Process of Home Care*



October 5, 2018

Prepared by:

Jamie Richardson, Vice President Payer Sales

516.484.4400 x4163

jrichardson@sandata.com

www.sandata.com



October 5, 2018

Hector Rivera
Interdepartmental Project Manager
Rhode Island Executive Office of Health and Human Services
Hector.L.Rivera@ohhs.ri.gov

Re: Updated Change Request and Extension

Sandata is pleased to provide Rhode Island Executive Office of Health and Humans Services ("EOHHS") this updated Change Request for the EOHHS Electronic Visit Verification ("EVV") program and system (this "Change Request"). This updated Change Request specifically addresses updates to current contract fees to commence on February 1, 2019 as more fully set forth herein.

Acceptance and approval of this Change Request will initiate the contract extension and amendment process.

Regards,

A handwritten signature in black ink, appearing to read 'JR', with a horizontal line extending to the right.

Jamie Richardson, VP Payer Sales
Sandata Technologies, LLC



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Overview

Sandata is pleased to provide the following updated change order pursuant to the Agreement, dated January 27, 2016 (the “Agreement”) between the State of Rhode Island and Providence Plantations Executive Office of Health and Human Services (“EOHHS”) and Sandata Technologies, LLC (“Sandata”) to add the Sandata Aggregator solution to EOHHS’s Electronic Visit Verification (“EVV”) program.

Sandata also understands that EOHHS intends to add a third Managed Care Organization (“MCO”) to the EVV program as well as require the three MCOs to send a member file. These items are out of scope from the original Agreement, which only contemplated two MCOs and a single member file from EOHHS that would indicate the MCO the member ‘belongs’ to. Sandata has provided scope and pricing information to add a third MCO and three additional member files to the program to the EVV program. All these items are planned to be implemented at the same time.

The following sections include a summary of Sandata’s understanding of the EOHHS change requirements, Sandata’s proposed solution, and pricing for the additional functionality not in scope under the current Agreement. Sandata has also provided updated fees to support the contract extension that would commence on February 1, 2019.

SANDATA EVV AGGREGATOR

The Open EVV Environment™ is Sandata’s latest EVV solution offering that allows providers to continue to use their third party EVV systems if preferred, and integrates both Sandata and third party EVV data into our EVV Aggregator module.

Sandata Aggregator allows providers to use a third party EVV system for scheduling, visit verification, and billing. Program required EVV data is transmitted from the third-party system to Sandata Aggregator using our standard data specifications. Sandata provides processes to support the integration of EVV data from third parties.

With Sandata Aggregator, once a visit is completed, our vendor agnostic Aggregator system takes in data from all EVV systems and applies standardized business rules to ensure the visit data meets program requirements, generates no show alerts and exception reporting, and provides comprehensive oversight over the entire program – regardless of EVV system used; refer to Figure 1.

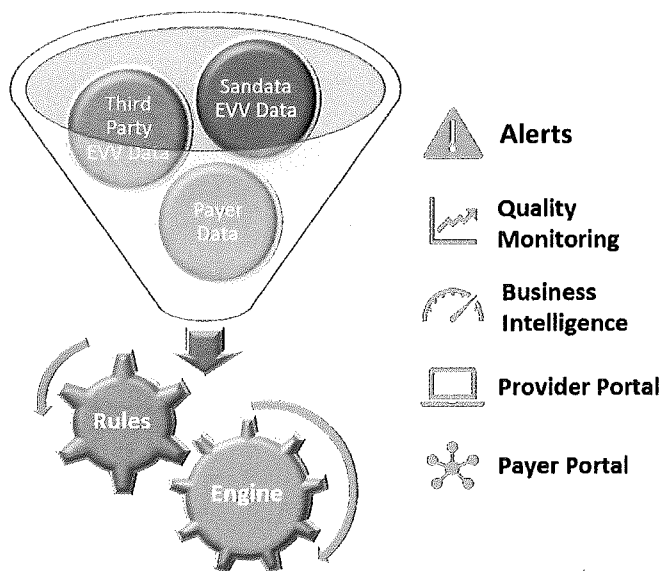


Figure 1. Sandata's EVV Aggregator allows the most flexibility for providers and the least amount of disruption for agencies and caregivers.

The Sandata Aggregator includes a read only web portal for non-Sandata EVV providers to view their data, and a payer web portal which includes alerts, real time data views, and reporting. Note in order for alerts to operate, providers must send their data to the Aggregator in real time.

Providers have the option to continue to use Sandata's EVV solution, or providers can elect to switch to their preferred EVV solution.

THIRD PARTY DATA INTERFACE

Sandata will support third party provider interfaces that send third party EVV data to the Sandata EVV Aggregator using Sandata's standard third party interface file format. During implementation, Sandata will work with EOHHS to determine the data elements required in the Aggregator and create a Rhode Island specific addendum to the Third Party Interface data documents to reflect those interface requirements. Post that, the following process will be followed to complete all interface work:

- All providers who select to use a third-party interface must first register with Sandata during the implementation process. At that point, the provider receives their testing credentials.

- All providers must execute certain documents, such as a Business Associate Agreement, Data Use Agreement, and API License Agreement, prior to use of the interface in the production environment.
- Providers will submit test files to Sandata for validation. Sandata will conduct interface testing and provide feedback. If there are errors in the format, information on the formatting issue is also provided.
- The provider is responsible for correcting all errors and sending a revised file to retest.
- Once the provider interface passes the automated testing, the interface is approved for production. At that point, the provider receives their production credentials.

SANDATA AGGREGATOR JURISDICTIONAL VIEW

Sandata will establish a new jurisdictional view on the Aggregator for EOHHS that will include both Sandata and third party EVV system data and will include standard Jurisdictional EVV reports.

ADDITIONAL MANAGED CARE ORGANIZATION

Sandata has planned for the following scope for the additional third MCO as documented in the current EOHHS and Sandata agreement:

- Adding an additional authorization file;
- Creating an additional 837 claims file; and
- Adding an additional Sandata system Jurisdictional view for the MCO.

EOHHS has also confirmed that the MCOs will be required to provide Sandata a member file, therefore Sandata will be required to add three additional member files data interfaces.

IMPLEMENTATION

Sandata estimates a four to six month period to support the implementation of all three MCOs, Consumer Direct Fiscal portal, and Sandata Aggregator, which includes review and update of the EVV Business Rules, changes to current data interfaces and adding data interfaces, publication of Aggregator specifications to the provider community, and Sandata Aggregator system configuration. The Aggregator implementation duration will then be dependent upon the provider community and their vendors to create and successfully test the third-party interfaces. Based on our experience we estimate it will take the provider community approximately four months to successfully create and test the Sandata Aggregator interface. The exact start and launch date of this change order scope will be agreed and documented using a project plan upon execution of this change order.



TRAINING

Sandata has planned for four webinar provider training sessions to support the addition of the MCOs to the provider EVV systems. Providers who elect to use a third party EVV system will be able to access self-paced training materials via Sandata’s Learning Management System (“LMS”). The training materials will include information on how to view third party data in the Sandata Aggregator. Sandata has also provided pricing for six additional webinar training session if EOHHS elects for more training.

Sandata has also provided training fees for any additional instructor led classroom and/or instructor led webinar training for the EOHHS EVV program. EOHHS can elect to request additional training at any time during the contract period.



Pricing

Sandata is pleased to provide the following pricing and clarification notes for this change order. It is important to note that the 21st Century Cures Act includes enhanced federal funding for EOHHS at a rate of 90% for implementation and 75% for ongoing program costs.

EVV SOLUTION SUMMARY

Sandata’s Additional EVV Solutions (Additional Scope)
EVV System Modules
Sandata EVV Aggregator
Sandata Jurisdictional View (Aggregator—All EVV Data) Portal with standard reporting
Additional (3 rd) MCO Jurisdictional View (Sandata system only)
Data Interfaces
Add three (3) additional member files from each MCO
Third Party EVV Interface(s)
Additional (3 rd) MCO Authorization File
Additional (3 rd) MCO 837 File
Services
Implementation Project Management and Support Staff (Remote)
Independent Aggregator Training Materials for Providers

Sandata’s EVV Changes (Currently Contracted)
EVV System Modules
Enhance EVV program and provider EVV systems for MCO members
Fiscal Agent EVV system
MCO (2) Jurisdictional View (Sandata system only)
Data Interfaces
MCO (2) Authorization Files
MCO (2) 837 Files
Services
Implementation Project Management and Support Staff (Remote)
Four webinar training sessions for providers and fiscal agents



ONE-TIME IMPLEMENTATION FEES

Sandata has provided total fees to support the EOHHS budget process. The pricing notes clarify which fees will only be charged based on actual usage.

Description	Estimated Fees	With 90% FMAP
Sandata EVV Aggregator	\$40,000	\$4,000
Implementation Fee	\$38,064	\$3,806
Provider Third-Party Interface Fee	\$50,400	\$5,040
Provider Training Webinar	\$4,752	\$475
Additional MCO Member Files (3)	\$30,000	\$3,000
Additional MCO Authorization File	\$16,632	\$1,663
Additional MCO 837 File	\$16,632	\$1,663
Additional MCO Jurisdictional View	\$25,000	\$2,500
Implementation Travel	\$4,000	\$400
Total	\$225,480	\$22,548
Pricing Notes		
<p>Sandata EVV Aggregator: One-time fees to include the Sandata Aggregator which will aggregate Sandata EVV and approved third party EVV data into a single environment. The Aggregator includes an EOHHS Jurisdictional View Portal with standard reporting.</p>		
<p>Implementation Fee - Fee includes all solution system set up and configuration as outlined within this proposal. Also includes a part time remote implementation project manager over the four to six month implementation period, as well as additional implementation staff as required.</p> <p>During implementation, if customization needs beyond Sandata's standard solution functionality are discovered, these will be quoted separately via the change management process. Sandata shall not be held responsible for any delays outside its control.</p>		
<p>Provider Third-Party Interface Fee – Fee has assumed 21 new third party interfaces. EOHHS will only be charges for \$2,400 per interface fee for those providers needing a new interface from their approved third party EVV system to the Sandata Aggregator. A new interface is defined as an interface Sandata has not previously verified. If the provider is using a third-party system where the interface has already been tested and verified, this fee is waived. Note that this does not cover any fee that might be charged directly to the agency by their third-party vendor. Note that third party provider interfaces may take longer as third party EVV vendors may not comply with the proposed timeline. After the implementation period, ongoing support for third party provider interfaces is included as part of our customer support offering. Provider Third Party interface fees are paid request for testing credentials made by the provider.</p>		
<p>Provider Training Webinar:</p> <ul style="list-style-type: none"> • Four webinar trainings are planned as part of current Agreement; • Fee assumes an additional six instructor led provider webinar training sessions for a total of \$4,752; 		



<ul style="list-style-type: none"> EOHHS will pay \$792 for each webinar trainings conducted; Webinars are limited to 100 participants per webinar; Training webinars use Sandata’s webinar system; Webinar training sessions are available in English only. <p>Training Fees are invoiced at the end of the month the post training session completion.</p>
<p>Additional MCO Member Files: Fee assumes three MCO member files at \$10,000 each. If the MCOs are able to provide the member data in the same format as EOHHS provides today, the fee will be decreased to \$5,000 per MCO member file.</p>
<p>Additional MCO Authorization File: All MCO authorizations will be provided to Sandata per the standard authorization file data specification; if there is no authorization for a member, the provider will need to manually input member data into their EVV portal.</p>
<p>Additional MCO 837 File: the creation of an 837 per the MCO requirements; providers using Sandata EVV will be able to submit MCO claims from their EVV system.</p>
<p>Additional MCO Jurisdictional View: A Sandata Jurisdictional view for the MCO with standard reporting; the MCO will only be able to view EVV for their members per the EOHHS provided member file.</p>
<p>Implementation Travel: Implementation travel estimate and budget planned for implementation travel and expenses. All travel expenses will follow the Sandata travel policy and must be pre-approved by EOHHS. Only actual travel fees used will be billed to EOHHS.</p>
<p><i>One-time fees are payable 25% at project kick off, 25% at approved business rules, 25% at testing completion, and 25% on project go live.</i></p>

OPTIONAL ONE TIME FEES

The following optional one time training fees allow for EOHHS to provide additional training for the EVV program.

Additional One Time Fees		
Description	Estimated Fees	With 90% FMAP
Instructor Led Onsite Classroom Training (per session)	\$2,100	\$210
Instructor Led Webinar Training (per session)	\$792	\$79
Pricing Notes		
<p>Instructor-led Onsite Classroom training:</p> <ul style="list-style-type: none"> Daily fee for onsite trainer to conduct provider training; Onsite classroom training fee does not include computer rental and facility charges; EOHHS will be required to provide those items; Trainer travel is not included in classroom training fees and will be billed to EOHHS at cost; Provider training sessions are available in English only; and Training cancellations with less than seven business days’ notice will result in a cancellation fee. 		



Optional classroom training session schedule will be agreed between EOHHS and Sandata Account Management team. Training and any associated travel fees are invoiced at the end of the month the post training session completion.

Instructor Led Webinar Training:

- Fee for instructor led provider webinar training;
- There is no limit to the number of webinar participants;
- Training webinars use Sandata's WebEx system;
- Each webinar training session is approximately two (2) hours;
- Webinar training sessions are available in English only.

Optional webinar training schedule will be agreed between EOHHS and Sandata Account Management team. Training Fees are invoiced at the end of the month the post training session completion.



INCREMENTAL RECURRING FEES

The following recurring fees are in addition to the current EOHHS and Sandata contract and specific to the Sandata Aggregator solution. They are presented as annual fees using EOHHS provided assumptions for EOHHS budgeting purposes.

Annual Recurring Fees		
Description	Fees	With 75% FMAP
Sandata Aggregator Hosting Fee	\$30,000	\$7,500
Sandata Aggregator PMPM Fee	\$120,000	\$30,000
Pricing Notes		
Sandata Aggregator Hosting Fee: Monthly hosting fee of \$2,500 per month for the maintenance and support of the EOHHS data in the Sandata Aggregator.		
Sandata Aggregator PMPM Fee: Fee assumes 10,000 EOHHS members are housed in the Aggregator each month. Actual monthly charge will be based on actual member per month, based on the total members in the Aggregator on the last day of the month.		
<i>Recurring Fees are invoiced monthly starting at go live, defined as the date the EVV system is live and available for use.</i>		



CONTRACT EXTENSION FEES

Based on our discussions, and in recognition of how much we value our relationship, Sandata is pleased to provide a discount on our current contractual rates. The following Annual Access Fees are intended to replace the current contracted Annual Access Fees of \$50,000 per year in the Electronic Visit Verification System Agreement (RFP #7549890) between State of Rhode Island acting by and through the Executive Office of Health and Human Services (“EOHHS”) and Sandata Technologies, LLC (“Sandata”) executed on or about January 27, 2016 (the “Agreement”). In addition, the parties executed a Statement of Work (“SOW”) for Electronic Visit Verification System, which is incorporated into the Agreement, that is set to expire on January 31, 2019. Upon final agreement on price and scope of work, EOHHS and Sandata will enter into a written amendment to the SOW to extend the term and add the agreed-upon additional services to be executed by the parties.


The following fees reflect a 5% reduction in annual access fees for a one year extension, and a 10% reduction for a two year extension. EOHHS must determine the length of the contract extension to finalize the annual fee amount for the final contract extension amendment.

Annual Recurring Fees		
Description	Fees	With 75% FMAP
Annual Fees (1 year Contract Extension)	\$45,000	\$11,250
Annual Fees (2 Year Contract Extension)	\$40,000	\$10,000



Approval

Approved By:

 / Medicaid
Program
Director
1/25/19
Signature/Title Date

Approval stipulates agreement to all terms outlined in this proposal with commitment to pursue the contract extension amendment.

Attachment 6 to Amendment No. 3

Pricing Schedule for EVV Aggregator and MCO Implementation---Extension Year 1

ONE-TIME IMPLEMENTATION FEES

INCLUSIVE OF THE FOLLOWING

Description	Option Year Pricing
Sandata EVV Aggregator Implementation Fee	\$ 40,000.00
Additional MCO Member Files (3)	\$ 38,064.00
Additional MCO Authorization File	\$ 30,000.00
Additional MCO 837 File	\$ 16,632.00
Additional MCO Jurisdictional View	\$ 16,632.00
Sub-Total (Fixed)	\$ 25,000.00

**Invoicing Schedule: Anticipated Timing of Fees Listed Above*

At Implementation Start 25% (Feb. 2019) \$ 41,582.00

Business Rules 25% (Apr. 2019) \$ 41,582.00

UAT 25% (June 2019) \$ 41,582.00

Go Live 25% (Dec. 2019) \$ 41,582.00

OTHER ONE-TIME IMPLEMENTATION FEES

Provider Third-Party Interface Fee	\$ 50,400.00
Provider Training Webinar	\$ 4,752.00
Implementation Travel	\$ 4,000.00
Total One-Time Implementation Fees	\$ 225,480.00

ANNUAL REOCCURRING FEES

INCLUSIVE OF THE FOLLOWING

Description	Option Year Pricing
Sandata Aggregator Hosting Fee	\$ 22,500.00
Sandata Aggregator PMPM Fee	\$ 35,370.00
Annual Fees (1st Year Contract Extension)	\$ 40,000.00
Transaction Based Pricing	
<i>Current EVV Program (Utilizing Current Run Rates)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 10,367.00
Speaker Verification Transactions @ \$0.15/trans	\$ 47,687.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 7,915.00
<i>Rhody EVV Transactions (Utilizing Current Mbr. Run Rates)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 2,847.00
Speaker Verification Transactions @ \$0.15/trans	\$ 13,097.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 2,173.00
<i>MCO EVV Transactions (Utilizing MCO's HCBS Population Counts)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 1,282.00
Speaker Verification Transactions @ \$0.15/trans	\$ 5,897.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 566.00
Total Annual Reoccurring Fees	\$ 189,701.00

OPTIONAL ONE TIME FEES

Description	Option Year Pricing
Instructor Led Onsite Classroom Training (per session)	\$ 2,100.00
Instructor Led Webinar Training (per session)	\$ 792.00
Grand Total (*not inclusive of optional 1-time fees) for Contract	
Extension Year 1	\$ <u>415,181.00</u>

Attachment 7 to Amendment No. 3

Pricing Schedule for EVV Aggregator and MCO Implementation---Extension Year 2

ANNUAL REOCCURRING FEES

INCLUSIVE OF THE FOLLOWING

Description	Option Year Pricing
Sandata Aggregator Hosting Fee	\$ 30,000.00
Sandata Aggregator PMPM Fee	\$ 75,960.00
Annual Fees (1st Year Contract Extension)	\$ 40,000.00
Transaction Based Pricing	
<i>Current EVV Program (Utilizing Current Run Rates)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 18,646.00
Speaker Verification Transactions @ \$0.15/trans	\$ 85,773.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 8,229.00
<i>Rhody EVV Transactions (Utilizing Current Mbr. Run Rates)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 4,923.00
Speaker Verification Transactions @ \$0.15/trans	\$ 22,646.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 2,173.00
<i>MCO EVV Transactions (Utilizing MCO's HCBS Population Counts)</i>	
Mobile Visit Verification Transactions @ \$0.12/trans	\$ 15,384.00
Speaker Verification Transactions @ \$0.15/trans	\$ 70,770.00
Fixed Visit Verification Per Member @ \$7.00/member	\$ 6,790.00
Total Annual Reoccurring Fees	\$ 381,294.00

OPTIONAL ONE TIME FEES

Description	Option Year Pricing
Instructor Led Onsite Classroom Training (per session)	\$ 2,100.00
Instructor Led Webinar Training (per session)	\$ 792.00

Grand Total (*not inclusive of optional 1-time fees) for Contract

Extension Year 2 \$ 381,294.00

DEPARTMENT OF HEALTH & HUMAN SERVICES
Centers for Medicare & Medicaid Services
JFK Federal Building, Government Center
Room 2275
Boston, Massachusetts 02203



Division of Medicaid and Children's Health Operations / Boston Regional Office

January 23, 2019

Patrick M. Tigue
Medicaid Program Director, EOHHS
Virks Building, 3 West Road
Cranston, RI 02920

RE: RI-2018-12-31-MMISEVV-SandataContract

Dear Mr. Tigue:

This letter is in response to Rhode Island request that the Centers for Medicare and Medicaid Services (CMS) review and approve the Rhode Island Medicaid Management Information System (MMIS) contract amendment #3 with Sandata Technologies, LLC. This submission was received by the Medicaid MMIS mailbox on December 31, 2018.

The State's request review and approval for contract amendment #3 to extend the contract for two additional years at a cost not to exceed \$796,475. The contract is to continue support and stabilization of the Electronic Visit Verification System (EVV) scope of work. The additional funding brings the contract total to \$1,700,475 (Federal Share \$1,530,428). This part of the project is scheduled to be completed by January 31, 2021.

CMS approves the scope of work described in Rhode Island documents, which will allow the State to move forward with execution of the contract, however CMS is not approving the funding of this amendment until an updated IAPD is submitted and approved by CMS.

As described in regulation at 45 CFR § 95.611, Requests for Proposals (RFPs) or contracts that the state procures with funding from an approved APD, must be approved by CMS prior to release of the RFP or prior to execution of the contract. Enhanced funding is available only upon prior written approval of an APD by CMS. CMS does not allow enhanced Federal Financial Participation (FFP) claims for a project if an APD has not been previously approved. If needed, states may file an "As needed" APD Update (per 45 CFR 95.611(c)) within "60 days of the occurrence of the project changes to be reported."

This approval letter supersedes any previous letters that may have been issued for the approval period noted above. Appendix B contains additional information about Federal guidance and the state's responsibilities concerning the APD.

MMIS APDs, requests for proposals, and contracts should be sent to the CMS dedicated mailbox: MedicaidMMIS@cms.hhs.gov and the cover letter should be addressed to the CMS Associate Regional Administrator. If you have any questions or concerns regarding this letter, please contact Tim Pappalardo at (617) 565-1324 or by e-mail at timothy.pappalardo@cms.hhs.gov.

Sincerely,

Richard R. McGreal -S Digitally signed by Richard R. McGreal -S
Date: 2019.01.23 09:22:18 -05'00'

Richard R. McGreal
Associate Regional Administrator

CC:

Richard R. McGreal, CMS
Timothy Pappalardo, CMS
Hector Rivera, OHHS
Sandi Ouellette, DSS Medical Operations
MMIS mailbox; MedicaidMMIS@cms.hhs.gov

Appendix B

CMS approval of this RFP is in accordance with Federal regulations at 42 CFR § 433, subpart C, “Mechanized Claims Processing and Information Retrieval Systems,” 45 CFR § 95, subpart F, “Automatic Data Processing Equipment and Services - Conditions for Federal Financial Participation,” 42 CFR § 457.230, “FFP for State ADP expenditures and State Medicaid Manual (SMM) Part 11.”

State procurements must be conducted in accordance with State procurement laws and regulations. Upon contractor selection, the resultant contract along with the vendor technical and cost proposal must be submitted to CMS for review and approval, prior to signature of the contracting official.

Please refer to Federal regulations at 42 CFR § 433 for specific FFP rates for the variety of activities supporting proper matching rates. Specifically, please note that commercial off the shelf (COTS) licenses are matched at 75 percent FFP and training is matched at 50 percent FFP.

CMS will be monitoring progress of the state’s MMIS modernization project using the Medicaid Enterprise Certification Life Cycle (MELC) model. This approach supports the high degree of interaction between CMS, State and project stakeholders. Based on the state’s project management plan, CMS will be working with the state to schedule the next Medicaid IT review.

As part of the MELC model, the state should submit to CMS monthly status reports as well as participate in regular monitoring calls. Monthly status reports should include, at a minimum, the status of the project as well as risks, issues, and planned mitigations.

As described in regulation at 45 CFR § 95.611, Requests for Proposals (RFPs) or contracts that the state procures with funding from the herein approved APD, must be approved by CMS prior to release of the RFP or prior to execution of the contract.

CMS requires the State to be in conformance with the technical documentation in the T-MSIS State Support Site in Confluence, the CMS collaboration tool, (<https://tmsis2.atlassian.net/wiki/spaces/STATE/pages/380895588/T-MSIS+Technical+Compliance+Documentation> [tmsis2.atlassian.net]) and in the T-MSIS Coding Blog on Medicaid.gov (<https://www.medicaid.gov/medicaid/data-and-systems/macbis/tmsis/tmsis-blog/index.html> [[medicaid.gov](https://www.medicaid.gov/)]).

If you need access to the T-MSIS State Support Site, please contact the CMS T-MSIS Help Desk at T-MSIS_Helpdesk@cms.hhs.gov. CMS expects the State to consider and incorporate T-MSIS requirements in every phase of the SDLC as applicable for any changes to state system that impacts T-MSIS data reporting. The State is required to keep T-MSIS production data current until the State has been able to demonstrate successfully the changes to be implemented and continue to meet T-MSIS data reporting requirements. Data to be submitted must not result in any degradation in the level of accuracy, completeness, or timeliness of the State’s T-MSIS production data submissions. CMS expects the State to successfully complete implementation deliverables that validate comparability of data submissions and share these results with CMS.

Should the new or enhanced system fail to maintain and produce all federally required program management data and information, including the required T-MSIS eligibility, provider, claim, and managed care encounter data, in accordance with all applicable regulations and sub-regulatory guidance and the approved APD for this effort, FFP may be suspended or disallowed as provided for in federal regulations at 45 CFR 95.612.

