




College Station Independent School District

Success...each life...each day...each hour

PURCHASING OFFICE INTER-DEPARTMENTAL MEMO

DATE: May 6, 2021
TO: Amy Drozd, CFO 
FROM: Carmella Shafer, Director of Purchasing
SUBJECT: SHARS Medicaid Billing Bid RFP 21-002

Request for proposal (RFP) 21-002 SHARS Medicaid Billing was issued on February 24, 2021. The RFP was advertised on February 24, and March 3rd. Six were submitted for the RFP and opened on March 25, 2021.

The proposals were evaluated and scored based on the criteria in the RFP by staff from Purchasing, Business Services, and Special Services departments to determine the best overall value.

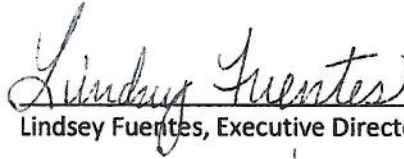
The evaluation committee requested the top 5 vendors to give an oral presentation and demonstrate their software on April 9th and 13th.

It is the recommendation of the Committee to award the RFP to the Texas State Billing Service (TSBS).

The Contract Term for this bid will be for twelve (12) months beginning June 1, through May 31, 2022. The RFP may be extended for four additional one-year terms if agreed to within 60 days before expiration.



Carmella Shafer, Director of Purchasing



Lindsey Fuentes, Executive Director of Special Services

21-002 RFP - SHARS Medicaid Reimbursement Services

EVALUATION - TECHNICAL AND PRICING COMBINED

Supplier	1	2	3	4	5	6
Rank	1	2	3	4	5	6
Scoring Technical						
Experience with Other School Districts of Like Size;(1-10)	8.50	7.80	8.00	7.83	7.33	5.50
Experience: Proven Success Rate with Other Districts;(1-5)	3.83	4.50	3.50	3.33	4.00	2.00
Ease of use for the End Users;(1-10)	8.33	7.70	4.00	6.00	4.00	3.00
Proven Increased revenue with the use of Proposed Services;(1-10)	6.33	9.20	5.00	5.00	5.00	3.33
Provided information on how System increased SHARS for the District;(1-10)	8.50	8.80	6.50	6.83	7.17	3.83
Provided info. on Proposed Electronics Doc. increasing Efficiency of Svc Submissions to TMHP;(1-10)	8.00	8.30	7.50	8.17	7.67	5.67
Vendor's past relationship with the District of like size;(1-10)	8.00	7.70	7.17	7.00	7.17	4.33
Cost for annual renewal or percentage of renewal cost if multi-year program proposed (1-5)	4.17	2.30	4.83	4.17	4.17	3.17
Respondent's demonstrated capability and financial resources to perform required services (1-5)	4.67	4.00	3.50	3.50	3.50	1.83
Extent to which the vendor offers training and support. (1-5)	4.83	4.70	3.50	3.50	3.33	1.67
Score - Technical	65.2	65.0	53.5	55.3	53.3	34.3
Scoring Price						
Percentage of Medicaid Payments received from Reimbursements; (1-10)	10.00	8.00	10.00	10.00	10.00	8.00
Percentage of Medicaid Payments received from Settlements; (1-10)	4.00	3.00	10.00	4.00	4.00	4.00
Score - Price	14.0	11.0	20.0	14.0	14.0	12.0
Score - Technical and Price Combined	79.2	76.0	73.5	69.3	67.3	46.3
Rank	1	2	3	4	5	6

Evaluators

Evaluator	Bio
Fuentes, Lindsey	Director of Special Services
Howard, Amy	Special Services
Lasater, Thad	Director of Business Services
Luther, Jennifer	Special Services
Shafer, Carmella	Director of Purchasing
Towns, Leanne	Special Services, Asst. Director

21-002 RFP - SHARS Medicaid Reimbursement Services

TABULATION Description	QTY	UOM	Texas Association of School Boards		Public Consulting Group		Texas State Billing Service (TSBS)		MSB Consulting Group LLC		Houston ISD Medicaid Finance & Consulting Services (Houston Independent School District)		Lone Star Educational Billing Services, Inc.	
			Unit	Extended	Unit	Extended	Unit	Extended	Unit	Extended	Unit	Extended	Unit	Extended
Year 1 - Percentage of Medicaid Payments Received from Reimbursements (Interim Payments) vendor fee	1	EA	5.00%	5.00%	5.00%	4.75%	4.75%	6.00%	6.00%	5.00%	5.00%	6.00%	6.00%	
Year 1 - Percentage of Medicaid Payments received from Cost Report Settlements. Vendor fee	1	EA	5.00%	5.00%	5.00%	4.75%	4.75%	6.00%	6.00%	2.00%	2.00%	5.00%	5.00%	
Year 1 - Annual System Support Costs Upgrades (Claims Reimbursement System)	1	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,200.00	\$ 1,200.00	\$ -	\$ -	
Year 1 - Implementation Costs	1	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Year 1 - Staff Training Costs	1	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Year 1 - System Administrator Training Costs	1	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Year 2 - Percentage of Medicaid Payments Received from Reimbursements (Interim Payments) vendor fee	1	EA	5%	5%	6%	4.75%	4.75%	6%	6%	5%	5%	5%	5%	
Year 2 - Percentage of Medicaid Payments received from Cost Report Settlements. Vendor fee	1	EA	5%	5%	4%	4.75%	4.75%	6%	6%	2%	2%	5%	5%	
Year 3 - Percentage of Medicaid Payments Received from Reimbursements (Interim Payments) vendor fee	1	EA	5%	5%	6%	5%	5%	6%	6%	5%	5%	5%	5%	
Year 3 - Percentage of Medicaid Payments received from Cost Report Settlements. Vendor fee	1	EA	5%	5%	4%	5%	5%	6%	6%	2%	2%	5%	5%	
Year 4 - Percentage of Medicaid Payments Received from Reimbursements (Interim Payments) vendor fee	1	EA	5%	5%	6%	5%	5%	6%	6%	5%	5%	5%	5%	
Year 4 - Percentage of Medicaid Payments received from Cost Report Settlements. Vendor fee	1	EA	5%	5%	4%	5%	5%	6%	6%	2%	2%	5%	5%	
Cost Report Preparation Fee (Annually)	1	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00	
2018-19 CSISD INTERIM REVENUE-\$1,249,163.57			\$ 1,249,164	\$ 62,458.18	\$ 62,458.18	\$ 59,335.27	\$ 74,949.81	\$ 74,949.81	\$ 62,458.18	\$ 74,949.81	\$ 74,949.81	\$ 74,949.81	\$ 74,949.81	
2018-19 CSISD COST RPT REVENUE \$1,242,915.00			\$ 1,242,915	\$ 62,145.75	\$ 62,145.75	\$ 59,038.46	\$ 74,574.90	\$ 74,574.90	\$ 24,858.30	\$ 62,145.75	\$ 62,145.75	\$ 62,145.75	\$ 62,145.75	
TOTAL PROPOSED COST EST. BASED ON 2018-19 REVENUE			124,603.93	124,603.93	124,603.93	110,373.73	149,524.71	149,524.71	87,316.48	137,095.56	137,095.56	137,095.56	137,095.56	
Savings over highest proposer			\$ (24,921)	\$ (24,921)	\$ (24,921)	\$ (31,151)	\$ -	\$ -	\$ (62,208)	\$ -	\$ (12,429)	\$ (12,429)	\$ (12,429)	