



HEALTH CARE BENEFITS CONSULTANT TO THE STATE OF WISCONSIN FOR HEALTH INSURANCE PROGRAMS

State of Wisconsin Employee Trust Funds Board

Cost Proposal
RFP# 28154-BD

ORIGINAL

July 14, 2014 2:00p.m. CST

Segal Consulting
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Atlanta, Georgia 30339-7200
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 Segal Consulting

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Transmittal Letter



2018 Powers Ferry Road SE Suite 850 Atlanta, GA 30339-7200
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July 11, 2014

Ms. Brenda Derge
Wisconsin Department of Administration
Division of Enterprise Operations
101 E. Wilson Street, 6th Floor
Madison, WI 53703

RE: RFP #281540BD Cost Proposal Health Care Benefits Consultant for Health Insurance Programs

Dear Ms. Derge:

The Segal Company ("Segal") is pleased to submit our **Cost Proposal** to provide health care benefit consulting services to the Wisconsin Department of Employee Trust Funds ("ETF"), under the authority of the State of Wisconsin Group Insurance Board ("GIB").

On behalf of The Segal Company, we certify that, to the best of our knowledge and belief, the cost and pricing data is accurate, complete and current as of the date of submission. Our Cost Proposal shall remain valid for at least 180 days subsequent to the date of the Cost Proposal opening and thereafter in accordance with any contract resulting from this RFP.

The fees quoted are inclusive of any travel costs and other expenses associated with providing services under this RFP. We understand invoices must be itemized by cost proposal categories of expenses actually incurred. In addition, our hourly rates are the same as our hourly rates for our consulting & actuarial Services contact RFP# ETD0012 with the State of Wisconsin.

Requests for additional information regarding our cost proposal may be addressed to me. My information is provided below and in our technical proposal.

If you have any questions about Segal's proposal, please give me a call at (678) 306-3154. Segal is excited about the opportunity to work with the State team.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Vieira".

Kenneth C. Vieira, FSA, FCA, MAAA
Senior Vice President & East Region Public Sector Market Leader

Cost Proposal (Attachment A)

ATTACHMENT A: COST SHEET

State of Wisconsin Request for Proposal (RFP) #28154-BD
 Wisconsin Department of Employee Trust Funds (ETF) Health Care Benefits Consultant

General Instructions

List prices in U.S. dollars.
 See Section 2.4 for instructions on submitting the cost proposal.
 See Section 3.0 for instructions on cost scoring.
 Section 1 will be used for scoring. **Data entry shall be on the cells noted with yellow.**
 Section 2 will not be scored and is for informational purposes only.

Proposer: The Segal Company (Eastern States), Inc.

Section 1: Cost Proposal (400 total points). This section will be scored.

Report 1 - Professional Services, per RFP Section 1.2 and 5.0

Line #	Resource Type	Column A Time and Materials Per Hour	Column B Quantity	Column C Unit for Column B	Column D Total	Column E Description of the role and deliverables each resource type will be responsible for
Example only	Administrative Support	\$20.00	25.00	hours	\$500.00	
1	Account Manager	\$425.00	60.00	hours	\$25,500.00	Overall responsibility for all client deliverables
2	Project Manager	\$425.00	80.00	hours	\$34,000.00	Manage project work plan
3	Project Lead	\$400.00	60.00	hours	\$24,000.00	Responsible for project and leads plan redesign
4	Lead Actuary	\$400.00	40.00	hours	\$16,000.00	Manage actuarial components
5	Data Informatics	\$275.00	80.00	hours	\$22,000.00	Manage data analytics and modeling
6	Clinical	\$350.00	20.00	hours	\$7,000.00	Provide clinical consulting for Medical and Pharmacy
7	Strategy	\$375.00	40.00	hours	\$15,000.00	Provide consulting on strategic direction
8	Actuarial	\$300.00	40.00	hours	\$12,000.00	Support Lead Actuary
9	Legal/Compliance	\$400.00	12.00	hours	\$4,800.00	Regulatory issues and ACA strategy
10	Benchmarking/Research	\$275.00	40.00	hours	\$11,000.00	All benchmarking reports & surveys
11	Senior Analyst	\$225.00	60.00	hours	\$13,500.00	Support ETF team
12	Report 1 - Professional Services Subtotal				\$184,800.00	

Report 2 - Professional Services, per RFP Section 1.2 and 5.0

Line #	Resource Type	Column A Time and Materials Per Hour	Column B Quantity	Column C Unit for Column B	Column D Total	Column E Description of the role and deliverables each resource type will be responsible for
13	Account Manager	\$425.00	60.00	hours	\$25,500.00	Overall responsibility for all client deliverables
14	Project Manager	\$425.00	80.00	hours	\$34,000.00	Manage project work plan
15	Project Lead	\$400.00	80.00	hours	\$32,000.00	Responsible for project and leads plan redesign
16	Lead Actuary	\$400.00	20.00	hours	\$8,000.00	Manage actuarial components
17	Data Informatics	\$275.00	80.00	hours	\$22,000.00	Manage data analytics and modeling
18	Clinical	\$350.00	20.00	hours	\$7,000.00	Provide clinical consulting for Medical and Pharmacy
19	Strategy	\$375.00	120.00	hours	\$45,000.00	Provide consulting on strategic direction
20	Actuarial	\$300.00	40.00	hours	\$12,000.00	Support Lead Actuary
21	Legal/Compliance	\$400.00	12.00	hours	\$4,800.00	Regulatory issues and ACA strategy
22	Benchmarking/Research	\$275.00	40.00	hours	\$11,000.00	All benchmarking reports & surveys
23	Senior Analyst	\$225.00	80.00	hours	\$18,000.00	Support ETF team
24	Report 2 - Professional Services Subtotal				\$219,300.00	

ATTACHMENT A: COST SHEET

State of Wisconsin Request for Proposal (RFP) #28154-BD

Wisconsin Department of Employee Trust Funds (ETF) Health Care Benefits Consultant

Proposer: The Segal Company (Eastern States), Inc.

One Hour Presentation per RFP Section 5.4

Line #	Resource Type	Column A Time and Materials Per Hour	Column B Quantity	Column C Unit for Column B	Column D Total	Column E Description of the role and deliverables each resource type will be responsible for
25	Account Manager	\$425.00	2.00	hours	\$850.00	Overall responsibility for all client deliverables
26	Project Manager	\$425.00	2.00	hours	\$850.00	Manage project work plan
27	Project Lead	\$400.00	2.00	hours	\$800.00	Responsible for project and leads plan redesign
28	Lead Actuary	\$400.00	2.00	hours	\$800.00	Manage actuarial components
29	Data Informatics	\$275.00		hours	\$0.00	Manage data analytics and modeling
30	Clinical	\$350.00		hours	\$0.00	Provide clinical consulting for Medical and Pharmacy
31	Strategy	\$375.00	2.00	hours	\$750.00	Provide consulting on strategic direction
32	Actuarial	\$300.00		hours	\$0.00	Support Lead Actuary
33	Legal/Compliance	\$400.00		hours	\$0.00	Regulatory issues and ACA strategy
34	Benchmarking/Research	\$275.00		hours	\$0.00	All benchmarking reports & surveys
35	Senior Analyst	\$225.00		hours	\$0.00	Support ETF team
36	One Hour Presentation Subtotal				\$4,050.00	

Section 2: For informational purposes only. This section will NOT be scored.

Position	Description of Position*	Hourly Rate (\$)
Account Manager	Overall responsibility for all client deliverables	\$425.00
Project Manager	Manage project work plan	\$425.00
Project Lead	Responsible for project and leads plan redesign	\$400.00
Lead Actuary	Manage actuarial components	\$400.00
Data Informatics	Manage data analytics and modeling	\$275.00
Clinical	Provide clinical consulting for Medical and Pharmacy	\$350.00
Strategy	Provide consulting on strategic direction	\$375.00
Actuarial	Support Lead Actuary	\$300.00
Legal/Compliance	Regulatory issues and ACA strategy	\$400.00
Benchmarking/Research	All benchmarking reports & surveys	\$275.00
Senior Analyst	Support ETF team	\$227.00
Analyst	Support ETF team	\$175.00

*Additional details can be found in the team write-up under 6.3 in the technical response