



STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
GENERAL SERVICES DIVISION  
OFFICE OF PROCUREMENT SERVICES  
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

MANDATORY USE CONTRACT FOR: STATE INNOVATION MODEL DESIGN AND TESTING VENDOR

CONTRACT NUMBER: CSP904813

EFFECTIVE DATES: 04/10/2013 TO 06/30/2017

The Department of Administrative Services has accepted Proposals submitted in response to Request for Proposal (RFP) No. CSP904813 that opened on 03/15/13. The evaluation of the Proposal responses has been completed. The Offeror listed herein has been determined to be the highest ranking Offeror and has been awarded a Contract for the services listed. The respective Proposal response including, Contract Terms & Conditions, any Proposal amendment, special Contract Terms & Conditions, specifications, pricing schedules, and any attachments incorporated by reference and accepted by DAS become a part of this Services Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated, or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to the Department of Job and Family Services as applicable.

The agency is eligible to make purchases of the contracted services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that department will purchase the volume of services as advertised in the Request for Proposal.

Questions regarding this and/or the Services Contract may be directed to:

Kellie Johnson  
kellie.johnson@das.ohio.gov

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

[www.ohio.gov/procure](http://www.ohio.gov/procure)

UNSPSC CATEGORY CODE: 841300

(Please note: This amount is for the Design Phase only. Additional budget for the Testing Phase is contingent upon federal Testing Award.)

The Contractor must submit an itemized budget and budget justification to complete all requirements and deliverables and to arrive at the total project cost for the Design Phase.

Contractor may invoice monthly, for work completed the previous month in accordance with the final approved Work Plan. Invoice will be approved for payment subsequent to acceptance and payment approval by the State Program Manager.

COST SUMMARY PHASE ONE

OAKS Item Number	Description	Cost (\$ USD)
	Planning and Development	\$390,000.00
	Program Management	\$720,000.00
	Research and Analysis: Patient-Centered Medical Homes	\$1,050,000.00
	Research and Analysis: Payment Innovation (Episodes)	\$1,320,000.00
	Research and Analysis: Statewide Financial Impact Determination	\$620,000.00
	Research and Analysis: SIM testing grant application	\$270,000.00
	Stakeholder Engagement	\$480,000.00
24514	Total Phase I Cost (firm fixed, for a total not to exceed project cost)	\$4,850,000.00

BRIDGE WORK

OAKS Item Number	Description	Cost (\$ USD)
	Strategy & Program Management, Stakeholder Engagement, PCMH Support, Ohio Specific Technical Definitions for Episodes	\$2,000,000.00
25283	Total Bridge Phase Cost (firm fixed, for a total not to exceed project cost)	\$2,000,000.00

COST SUMMARY PHASE TWO

OAKS Item Number	Description	Cost (\$ USD)
	Strategies for scale-up	\$740,000.00
	Claims payment methods & data exchange systems	\$1,115,000.00
	Procurement of operational support	\$825,000.00
	Performance tracking and monitoring	\$715,000.00
	Communications and education strategies	\$656,000.00
	Overall project management and coordination of key stakeholders	\$850,000.00
24515	Total Phase II Cost (firm fixed, for a total not to exceed project cost)	\$4,901,000.00

CONTRACTOR INDEX

CONTRACTOR AND TERMS:

204388  
McKinsey & Company  
1200 19<sup>th</sup> St. NW Ste. 1100  
Washington, DC 20036

BID CONTRACT NO.: CSP904813 (06/30/17)

TERMS: Net 30 Days

CONTRACTOR'S CONTACT(S):

Michelle Reeve

Office: (202) 662-0983  
Fax: (202) 662-3316  
E-mail: [michelle\\_reeve@McKinsey.com](mailto:michelle_reeve@McKinsey.com)

SUMMARY OF AMENDMENTS

Amendment Number	Effective Date	Description
1	10/23/13	To bridge work for Strategy & Program Management, Stakeholder Engagement, PCMH Support, Ohio Specific Technical Definitions for Episodes from Phase 1 to Phase 2.