

Fairbanks LLC ("Fairbanks") is pleased to submit our response to the Request for Proposal (RFP), Section 2c2: Medicaid Administrative Claiming Integration for statewide, school based IndianaMAC administration support. Fairbanks will provide a stand-alone system for quarterly random moment time studies, school user training and technical assistance, quarterly claims calculation and quarterly claim reimbursements distribution for all eligible school corporations that voluntarily participate in the statewide program. Additional references to other statewide implementations, such as the State of Indiana is seeking, can be provided at your request.

The Fairbanks response outlines our qualifications, knowledge, methodology, and easy to use technology that demonstrate our ability to deliver outstanding client service to the State of Indiana for the IndianaMAC program and support to districts while also mitigating risk. The Fairbanks team's depth of relevant experience means less risk and effort for our clients. We look forward to working with the State of Indiana on this project for years to come.

Fairbanks is committed to a competitive and all-inclusive price structure that avoids the unexpected add-on fees often charged by other vendors in the market. The participation fee Fairbanks will enter with each school corporation will be 9.00% of the individual school corporation's quarterly federal Medicaid Administrative Claiming reimbursement.

The following fee schedule includes itemized rates for core services in the RFP, along with our pricing for additional and optional services. Our price includes the full scope of implementation and ongoing work and will be included in our direct contracts with each individual school corporation. Fairbanks pricing assumes the State of Indiana has an approved Medicaid Administrative Claiming Guide with CMS in place. Assuming an approved claiming Guide is in place, it is assumed all school corporations in the State would be eligible to participate in MAC claiming with Fairbanks, pending a separate contract agreement with each is entered into at our proposed 9% quarterly participation fee. It is also assumed that no other vendor would be providing MAC claiming services in Indiana, besides Fairbanks LLC.

Fairbanks LLC Proposal Summary Table

Scope of Work	Pricing Structure	Quarterly Fee/Rate	Price
Participant List Module	Included	Quarterly Fee	9.00%
RMTS Module	Included	Quarterly Fee	9.00%
MAC Claiming Module	Included	Quarterly Fee	9.00%
Client Service Center – Tollfree, Email & Virtual Training	Included	Quarterly Fee	9.00%
Quality Assurance Module	Included	Quarterly Fee	9.00%
Electronic Voucher Module	Optional	Quarterly Fee	Rate: \$150-\$200/hr
Policy/Consulting Implementation of MAC Guide	Optional	Hourly Fee	Rate: \$150-\$200/hr

In addition to the scope of services related to Participant List module, RMTS module, MAC Claiming module, Client Service Center and Quality Assurance module, the following are additional service offerings for your consideration:

Electronic Voucher Module

The Fairbanks System will generate a quarterly MAC claim in a report format to support the State of Indiana with the submission of information to federal CMS for payment. Should Indiana be interested, the Fairbanks System can electronically interface with the Indiana payments systems to support the subsequent distribution of funds to school corporations. This module will require initial customization to meet the needs of Indiana payment systems. Once built, the module will track payments and provide a system of record for school corporations to monitor payment status of federal MAC claims. This module is not required for school corporations to receive MAC payments; however, the module can be an additional tool to simplify participant and payment receipt. A separate engagement agreement would need to be entered into between Fairbanks and the State of Indiana for the development of this optional module.

Policy/Consulting Implementation of MAC Guide

If no CMS approved Guide is in place, Fairbanks will provide policy and consulting support to assist the State of Indiana negotiate an approved MAC Claiming Guide, at the stated rates. Without an approved MAC Claiming Guide, no MAC claims will be paid by federal CMS. As the preeminent thought leader in school-based Medicaid programs, the Fairbanks team brings over 25 years of experience working in 12 states, providing policy expertise, operational efficiencies, technology solutions and the highest levels of client service to support our state and local

clients. Fairbanks is led by experienced professionals with extensive expertise in the areas of RMTS, administrative claiming, direct service billing, transportation, Medicaid expansion/Free Care, rate setting, cost reporting and reconciliation/settlement of costs. Fairbanks applies its national experience and best practices from across the country to support the continued operation of the programs in compliance with federal CMS requirements.

- **Fairbanks supports its clients in policy discussions and negotiations with CMS** resulting in federal program approval and the subsequent implementation of procedures and technology to support these federal requirements.
- **Fairbanks is leading efforts to shape the upcoming federal school-based Medicaid guide** that will be expected for a summer 2023 release. Fairbanks has been successful in negotiating CMS approval for policy changes anticipated to be included in the guide.
- Fairbanks will work closely with the State of Indiana to implement policy and programmatic changes resulting from the new federal guide.
- Fairbanks is a member and sponsor of the **National Alliance for Medicaid in Education (NAME)** and works closely with NAME along with other key national organizations to **share national best practices, discuss policy differences across states, discuss operational efficiencies**, regularly speaking at state and national conferences on major topics impacting Medicaid in schools.

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Fairbanks appreciates your consideration of our proposal, and we are excited by the opportunity to partner with school corporations throughout the State of Indiana. We welcome any questions regarding our response or requests for additional information.