Attachment 03: EBT Pricing Proposal

# EBT Pricing

ADPH is seeking an eWIC solution that is affordable for the long term. Contractors are required to submit their price proposal using the following Price Schedules. The Price Schedules must be completed in their entirety. If needed, the Contractor may include a narrative to explain their pricing approach or components.

## Pricing Schedules

Contractors are required to submit their price proposal using the following Price Schedules. The Price Schedules must be completed in their entirety. Contractors must describe the market resources, methodology, and technology used to determine the proposed costs.

### Schedule 1: Transition and Conversion Pricing

The Contractor shall provide a firm, fixed price for transition and conversion from the current EBT system. Refer to *Attachment 1: Functional and Service Requirements* for requirements. If a Contractor is not proposing a price for transition and conversion, the cell must indicate $0.

|  |
| --- |
| **Schedule 1: Transition and Conversion Price** |
| Transition and Conversion Price | $ |

### Schedule 2: CPCM for Core Services

The Contractor shall use the following pricing schedule to reflect their proposed CPCM pricing for the required eWIC services. Refer to *Attachment 1: Functional and Service Requirements* Section 22 for WIC invoicing instructions.

#### WIC Case Definition

A WIC EBT case shall be defined as a single beneficiary family unit receiving one or more benefits through a single eWIC account. WIC benefits expire within one (1) month of their issuance date. The Alabama WIC Program issues benefits using a rolling month, which means that the initial issuance can occur at any time during the month and the expiration will be one (1) month following the initial issuance. Therefore, a one (1) month period of availability may straddle two (2) calendar months. Under no circumstance will the Alabama WIC Program be invoiced for two (2) months for a 30-day period of benefit availability.

Occasionally future months’ benefits may be voided prior to their activation date. Under no circumstances shall the State be invoiced for future months’ benefits if they are voided prior to becoming available for redemption by the client. The Contractor may only invoice for a one (1) calendar month period if benefits are available for redemption during that one (1) -month period.

#### CPCM Pricing

The billing month’s invoice shall be based on the total number of active WIC cases during that billing month. If the total case counts within a billing month fall outside of the range provided within the pricing schedule, the price will be set at the lowest or highest case ranges within this pricing schedule, as applicable.

All costs required to provide EBT services to ADPH and not specifically broken out in one of the other cost tables shall be included in the CPCM pricing

The cost for providing stand-beside POS terminals to WIC vendors shall be included in the CPCM pricing up to the number of POS terminals specified in *Table 1 – POS Terminals Included in CPCM Pricing*.

Table 1: POS Terminals Included in CPCM Pricing

| **WIC Stand-beside POS Terminals** |
| --- |
| 10 |

The Contractor shall include the cost for providing magnetic stripe card readers in the CPCM pricing. The Contractor shall assume Alabama will require 550 dual headed or bi-directional magnetic stripe card readers.

SCHEDULE 2: CPCM PRICING for Core Services

| **Active Cases for** **the Billing Month** | **CPCM** |
| --- | --- |
| **Less than 60,000** | $ |
| **60,001 to 70,000** | $ |
| **70,001 to 80,000** | $ |
| **80,001 to 90,000** | $ |
| **90,001 to 100,000** | $ |
| **100,001 to 110,000** | $ |
| **110,001 to 120,000** | $ |
| **120,001 to 130,000** | $ |
| **130,001 to 140,000** | $ |
| **100,001 to 150,000** | $ |
| **Over 150,000** | $ |

### Schedule 3: Per Unit Hardware Prices

Contractors shall indicate their per unit purchase or lease price, as indicated, for specified hardware. The specified hardware may be purchased at the option of the State. There are no guarantees of minimum or maximum purchase amounts. Contractors must specify the brand, model, and the technical specifications for the offered hardware. POS devices and magnetic card stripe readers will only be obtained if the number of devices required by the State exceeds the device counts specified in *Section 1.1.2 CPCM Pricing*.

SCHEDULE 3: PER UNIT HARDWARE PRICES

| **Description** | **Price Per Unit** |
| --- | --- |
| **Single Function WIC POS Terminal with Integrated PIN Pad & Bar Code Reader** |
| Monthly lease price, including maintenance and supplies, per POS terminal  | $ |
| **Single Function WIC POS Terminal with External, Handheld PIN Pad & Bar Code Reader** |
| Monthly lease price, including maintenance and supplies, per POS terminal  | $ |
| **Magnetic Stripe Card Reader Device** |
| Purchase Price per magnetic stripe card reader | $ |

### Schedule 4: Optional Services

Contractors shall indicate their price for the specified eWIC services. Contractors are required to offer and price these services. Other than the calls to the IVR/CSR in excess of base level of service calls, these services will be purchased at the option of the State.

SCHEDULE 4: OPTIONAL SERVICES

| **Description of Service** | **Unit of Measure** | **Unit Price** |
| --- | --- | --- |
| Recoupment – see Req 10.6.1 | Per installation of functionality | $ |
| Recoupment Reporting – see Req 10.6.2 | Per installation of functionality | $ |
| WIC Level II certification – Full Certification Test | Per certification | $ |
| WIC Level II certification – Partial Certification Test | Per certification | $ |
| Onsite installation of EBT-only equipment | Per Install | $ |
| Vendor Mobile App - can be used as an alternative to a stand-beside POS device | Per device | $ |
| Wireless Stand-Beside POS Device – see Req 14.7 | Per device | $ |
| Functional Demonstration – see Req 18.3.2 | Per Demonstration | $ |
| Other: (specify optional requirement and Unit of Measure) |  | $ |

### Schedule 5: Increase or Decrease in CPCM - Optional Services

Contractors shall specify the increase or decrease in the core CPCM (Contractor’s price specified in Schedule 2: Core CPCM Pricing) for the following optional services. Contractors are required to offer and price these services. The services may be purchased at the option of the State and there is no guarantee of minimum or maximum purchase amounts. If there is no change to the CPCM for the optional service, the incremental CPCM increase/decrease should be listed as zero. These items can be added or removed during the life of the contract.

SCHEDULE 5: EBT OPTIONAL SERVICES

| **Optional Service or Service Improvement Description** | **Increase or Decrease to CPCM** | **Incremental CPCM Increase (+) OR Decrease (-)** |
| --- | --- | --- |
| Cardholder Mobile Application – Option 1) A mobile app that currently exists or is developed by the eWIC Processor.  | Increase | $ |
| Cardholder Mobile Application – Option 2) Development of an interface to support a third-party mobile app. | Increase | $ |
| Push notification service (e.g., texting) for cardholders who opt-in to the service.  | Increase | $ |
| Other: (specify optional requirement and increase or decrease in the core CPCM) |  | $ |

### Schedule 6: WIC Stand-Beside POS Merchant Leasing Costs

These per device costs shall be made available to merchants who choose to lease equipment through the Contractor.

Schedule 6: WIC Stand-Beside POS Merchant Leasing Costs

|  |  |  |
| --- | --- | --- |
|   | Monthly Cost Per Unit  | Monthly Operation/ Processing Costs  |
| Single-Function Stand-Beside POS Device (Vendor Leased) |   |   |
| Multi-Function Stand-Beside POS Device (Vendor Leased) |   |   |