

**Board of Trustees  
La Porte Independent School District  
La Porte, TX**

**BOARD MEETING DATE:** October 11, 2016

**AGENDA ITEM NAME:** Approve the proposal for Medicaid Consulting and Billing Services.

**THIS ITEM RELATES TO BOARD GOAL(S):** 5

**BACKGROUND INFORMATION:** A legal notice was published in the Bay Area Observer for CSP#17-001. In addition, the purchasing office mailed/emailed proposal notifications to four companies and six companies responded. One of which was a no bid.

Medicaid consulting and billing services provide assistance to the district to facilitate maximum reimbursements from Medicaid. Our current student population is approximately 7,200 students, there are 810 special education students within, 65% or 530 of those students are Medicaid eligible.

While all of the companies had 15 to 25 years' experience in the field of Medicaid consulting and billing and provided services such as assisting with audits, training and reporting, MSB provided the most comprehensive package of services.

**ADMINISTRATIVE RECOMMENDATION:** Administration recommends the Board of Trustees of La Porte Independent School District approve the competitive sealed proposal and allow administration to negotiate a contract for Medicaid Consulting and Billing Services with MSB Consulting Group.

**ATTACHMENTS:** Evaluation

**BUDGET INFORMATION:** 5% yr. 1, 8% yrs. after, General

**RESOURCE PERSONNEL:** Rhonda Cumbie, Chief Financial Officer, Cynthia Anderson, Executive Director, Special Programs, Sheila V. Cantu, Coordinator, Purchasing Contracts

**RECOMMENDED MOTION:** I move to approve the competitive sealed proposal and allow administration to negotiate a contract for Medicaid Consulting and Billing Services with MSB Consulting Group.

**SELECTION CRITERIA  
EVALUATION WORKSHEET**

Proposal Medicaid Consulting and Billing Services  
 Evaluator: Evaluation Team

Weight	Below Average	Average	Above Average	Excellent
20	0-5	6-11	12-16	17-20
40	0-10	11-20	21-30	31-40

Proposal Date and Time: 20-Sep-16

			Proposers				
Weight	Evaluation Criteria						Texas State Billing Services
		HISD MFCS	MCST	MSB	SEAS Education		
1.	20	<u>Price (including long term cost to the District)</u>	20	17	10	15	13
2.	20	<u>Product quality and vendor reputation</u>	15	13	19	7	9
3.	40	<u>Satisfies needs of School District</u>	26	21	33	15	20
4.	20	<u>Historically under-utilized business (HUB)</u>	0	0	0	0	0
	100	<b>TOTAL</b>	61	51	62	37	42

RECAP/TABULATION FOR  
 Medicaid Consulting and Billing Services  
 September 20, 2016/CSP17-001  
 Contract Period: NOVEMBER 01, 2016 through OCTOBER 31, 2017  
 With option to renew for successive one-year terms

Vendor(s)	Cost
HISD MFCS	4%
MCST	5% additional 1% for cost report
MSB	5% first yr, 8% yrs after
SEAS Education	6%
Texas State Billing Services	5.5% additional 5.5% fee for extended services with cost report

Administration Recommendation: **MSB**

**Proposals were mailed/emailed to the following companies:**

MSB  
 HISD MFCS  
 Lone Star  
 MCST

**User Contact:**

Cynthia Anderson	Jennifer Green
Rhonda Cumbie	Scott Kohler
Vicki Garcia	