

Cognosante Consulting

Bringing Experience, Expertise and Innovation to Health and Human Services

Cognosante Consulting Services - Services and Capabilities Overview

July 2016

Proprietary and Confidential

cognosante[®]
minds on health

Our Presentation and Message

- *We believe that we can bring a fresh, innovative and successful consulting option for Health and Human Services by combining the strength's of:*
 - *Cognosante's deep experience in HHS*
 - *Health and Human Expert Team's experience and success*
 - *Team of nationally recognized WIC experts*
 - *Cognosante's nationally recognized qualifications and project methodology in Planning, IV&V and PMO, including CMMI designation*

Cognosante – Why are we in business?

We believe are inspired by the mission of state Health and Human Service programs that support the health and independence of their citizens and that successful IT projects contribute to the success of state public health and health and human services programs.

That is our passion and why we are in business.

About Us

Health Consulting Services

- Founded in 1987 – Fox Systems, Inc.
- Merged with Cognosante – 2010
- Became Cognosante Consulting in April, 2016
- ~200+ employees
- Headquartered in McLean, VA with offices in Scottsdale, AZ, Ellicott City, MD, and Fargo, ND
- Consulting Expertise in:
 - Medicaid/Managed Care
 - Eligibility Determination
 - Health & Human Services Programs
 - Standards & Interoperability including ICD-10, 5010
 - Customer Contact Operations
 - Women, Infants, and Children (WIC)

Deep customer relationships with key federal and state health and Human Services organizations

- State HHS and Public Health Agencies:
 - 48 States + District of Columbia
- Federal Health Agencies:
 - Health & Human Services
 - Administration for Children and Families
 - Agency for Healthcare Research and Quality
 - Centers for Disease Control and Prevention
 - Centers for Medicare & Medicaid Services
 - Food and Drug Administration
 - Indian Health Services
 - National Institutes of Health
 - Substance Abuse Mental Health Services Administration (SAMHSA)
 - Office of the National Coordinator for Health Information Technology
 - Veteran's Affairs

cog-nos:
"to know"

v. Latin (cognosco)

+

san-té:
"health"

n. French

=

cognosante[®]
minds on health

Blended together

Capability: Health & Human Services Focus



Core Competency: Planning/Alternatives Analysis/Procurement Support

Description of Services	Deliverables	State Customers																						
<ul style="list-style-type: none"> Facilitate visioning and goal setting Provide solution alternative analysis Document business and technical requirements Develop draft RFP and coordinate with stakeholders Train the state evaluators Support answers to vendor questions Develop the Implementation Advanced Planning Documents (IAPD) 	<ul style="list-style-type: none"> Request for Information (RFI) Alternatives Solution Analysis Cost Benefit Analysis (CBA) Implementation Advanced Planning Document (IAPD) Requirements Document Draft Request for Proposals (RFP) Final RFP 	<table border="0"> <tr> <td>Tennessee</td> <td>New York</td> </tr> <tr> <td>Delaware</td> <td>Utah</td> </tr> <tr> <td>Kansas</td> <td>Maryland</td> </tr> <tr> <td>Kentucky</td> <td>Oklahoma</td> </tr> <tr> <td>Texas</td> <td>California</td> </tr> <tr> <td>Alabama</td> <td>Montana</td> </tr> <tr> <td>Arkansas</td> <td>Georgia</td> </tr> <tr> <td>Iowa</td> <td>North Dakota</td> </tr> <tr> <td>New Jersey</td> <td>Florida</td> </tr> <tr> <td>Illinois</td> <td>Alaska</td> </tr> <tr> <td>Mississippi</td> <td></td> </tr> </table>	Tennessee	New York	Delaware	Utah	Kansas	Maryland	Kentucky	Oklahoma	Texas	California	Alabama	Montana	Arkansas	Georgia	Iowa	North Dakota	New Jersey	Florida	Illinois	Alaska	Mississippi	
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Core Competency: Independent Verification and Validation (IV&V) and QA

Description of Services	Deliverables	State Customers																				
<p><i>Focus:</i></p> <ul style="list-style-type: none"> • Provide unbiased fact-based reports • Identify high-risk areas early • Provide stakeholders with objective visibility into the progress of project • Focus on the product and process <p><i>Objectives:</i></p> <ul style="list-style-type: none"> • Reduce errors in delivered products • Increase probability of project success 	<ul style="list-style-type: none"> • IV&V Project Management Plan • IV&V Project Status Reports (weekly) • IV&V Project Oversight Report (Quarterly) • Contractor Deliverable IV&V Artifact Review Reports • Retailer Certification Assistance and verification • IV&V Final Report 	<table border="0"> <tr> <td>Delaware</td> <td>Florida</td> </tr> <tr> <td>Arkansas</td> <td>Oregon</td> </tr> <tr> <td>Illinois</td> <td>Mississippi</td> </tr> <tr> <td>Indiana</td> <td>Iowa</td> </tr> <tr> <td>Utah</td> <td>Alaska</td> </tr> <tr> <td>Missouri</td> <td>Nebraska</td> </tr> <tr> <td>New Hampshire</td> <td>New Mexico</td> </tr> <tr> <td>New York</td> <td>Oklahoma</td> </tr> <tr> <td>Tennessee</td> <td></td> </tr> <tr> <td>District of Columbia</td> <td></td> </tr> </table>	Delaware	Florida	Arkansas	Oregon	Illinois	Mississippi	Indiana	Iowa	Utah	Alaska	Missouri	Nebraska	New Hampshire	New Mexico	New York	Oklahoma	Tennessee		District of Columbia	
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Core Competency: Project Management and PMO Support

Description of Services	Deliverables	State Customers
<ul style="list-style-type: none">• Work with State Project Teams• Provide Staff• Plans and Best Practices• Vendor Management• Risk and Budget Management• Business Transition Planning and Readiness	<p><i>Proven Project Management plans and processes based on the Project Management Institute (PMI) Project Management Body of Knowledge (PMBOK)</i></p> <p>Plans Include:</p> <ul style="list-style-type: none">• Issue and Risk Management• Scope and Requirements Management Plan• Change Control Plan• Budget Management Plan• Quality Management Plan• Resource Management Plan• Communications Plan• Business Transition Plan• Certification Plan• UAT Test Plan and test results	<p>Arkansas Maryland Georgia Tennessee District of Columbia Oregon Alaska</p>

Capabilities: WIC

Experience

- Supported WIC Projects in NM and two pending contracts
- Experience in states providing Project Management for WIC MIS and EBT
- Experience providing planning, PMO and IV&V
- Practice staff with experience in successful WIC MIS and EBT support and implementations
- Differentiators:
 - Offering best of class WIC experts
 - Combining cross section of WIC experts from State and Industry with nationally recognized Planning, IV&V and PMO practice methodology
 - Offering a fresh approach with experienced and knowledgeable resources

WIC	
<h3>Planning and Procurement</h3> <ul style="list-style-type: none"> • Procurement Options and Strategy • IAPD, CBA and RFP Development • Support Procurement and Selection Process 	<h3>PMO Support</h3> <ul style="list-style-type: none"> • Requirements and gap analysis • As -Is and To-Be business process models • PM of process and artifacts • Support state federal review process • Subject matter expertise
<h3>IV&V</h3> <ul style="list-style-type: none"> • IV&V Methodology • IV&V Executive Reporting • Review and Monitoring of DDI Vendor Performance and Deliverables • Other Quality Assurance Activities 	

Capabilities: Medicaid Management Services

Experience

- Experience working with 40+ Medicaid programs in the last 28 years
- Currently serving over 1/4 of the State Medicaid programs
- Developed MITA under contract to CMS and leading consulting partner for State MITA self-assessments
- Primary vendor with experience in modular MMIS
- Differentiators:
 - Unsurpassed knowledge of Medicaid/MMIS
 - Experienced MMIS project management company
 - Experienced staff (Medicaid SMEs, former Medicaid Directors, former MMIS Project Directors)
 - Proven methods and tools

Medicaid Management Services	
<p>MITA 3.0 SSA and Modular Roadmap</p> <ul style="list-style-type: none"> • MITA 3.0 State Self Assessment Update • MITA 3.0 Scorecards • Strategic Visioning • Modular MMIS and MITA Roadmap and Strategic plan 	<p>Modular MMIS Procurement</p> <ul style="list-style-type: none"> • Procurement Options and Strategy • Modular RFP Development • Support Procurement and Selection Process • APD Development
<p>PMO</p> <ul style="list-style-type: none"> • PMO and PMO Methodology for DDI • Advanced Methods and Tools • Staffing Support for State PMO, DDI Project Team, and SMEs • MMIS Certification Support 	<p>IV&V</p> <ul style="list-style-type: none"> • Upgraded IV&V Methodology • IV&V Executive Reporting • Review and Monitoring of DDI Vendor Performance and Deliverables • Other Quality Assurance Activities

Capabilities: Integrated Eligibility

Experience

- Supported Integrated Eligibility Projects in IA, NM, TN, OK, DE and NH
- Experience in states developing Eligibility System Requirements that meet ACA requirements
- Experience in Integrated Eligibility planning, PMO and IV&V
- Practice staff with experience in successful IES implementations
- Differentiators:
 - Understanding of Medicaid, Eligibility, HIX, other human services programs, state IT environment and CMS requirements
 - Experienced PMP-certified PMs with eligibility implementation experience
 - Experienced subject matter experts including functional and technical architects
 - Understanding of dynamic eligibility policy environment

Eligibility Services	
<p>Planning and Procurement</p> <ul style="list-style-type: none"> • Procurement Options and Strategy • RFP Development • Support Procurement and Selection Process • APD Development 	<p>PMO Services</p> <ul style="list-style-type: none"> • Requirements and gap analysis • As -Is and To-Be business process models • PM of process and artifacts • Support federal gate reviews process • Subject matter expertise
<p>IV&V</p> <ul style="list-style-type: none"> • IV&V Methodology • IV&V Executive Reporting • Review and Monitoring of DDI Vendor Performance and Deliverables • Other Quality Assurance Activities 	

Capabilities: Behavioral Health

Experience

- Supported Behavioral Health Projects in OR, MO, CA
- Experience in states developing Community-based Mental Health and State Hospital Systems
- Experience providing planning, PMO and IV&V
- Practice staff with experience in successful Behavioral Health Electronic Health Record System implementations
- Developed the Behavioral Health Information Technology Architecture for SAMHSA
- Differentiators:
 - Understanding of Behavioral Health Program business processes
 - Experienced subject matter experts including functional and technical architects

Behavioral Health	
<p>Planning and Procurement</p> <ul style="list-style-type: none"> • Procurement Options and Strategy • RFP Development • Support Procurement and Selection Process 	<p>PMO Services</p> <ul style="list-style-type: none"> • Requirements and gap analysis • As -Is and To-Be business process models • PM of process and artifacts • Support federal reviews process • Subject matter expertise
<p>IV&V</p> <ul style="list-style-type: none"> • IV&V Methodology • IV&V Executive Reporting • Review and Monitoring of DDI Vendor Performance and Deliverables • Other Quality Assurance Activities 	

The Cognosante Advantage

- Leader in Complex Project Consulting 48 states
- Master Service Contracts in 19 states
- Bringing Experience, Expertise and **Innovation to WIC**
- Proven Public Health and HHS Partner
- Strength of Staff – HHS and Public Health SMEs and PMPs.
WIC Expert Team
- Proven Track Record of Performance
- CMMI For Services, Level 3 Certification = Quality

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