



**Official Form
of
Ogden Preparatory Academy**

3. Fiscal Management

3.06.TPL.1 Procurement Comparison Form

Effective/Revision Date: 05/11/2020

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Item(s) and/or Service(s) being procured

Medicaid service tracking and billing systems

Note: "Bundled billing" is Utah's current model. Several services for a student can be submitted as a single claim under this model, but it requires attendance data to be submitted with the claim. "Unbundled billing", which is the model Utah is ostensibly moving toward, each service needs to be submitted as a separate claim. Manual billing on our part would likely require an additional secretary.

Vendor #1	Total Cost/time frame	Date Received
Embrace IEP	\$1238.40/ year + \$1,500 implementation cost and \$500 web training	3/11/2022
Contact Name	Contact Number/Email	Website/other
Patricia Grogis	(888) 437-9326 trish.grogis@embraceeducation.com	www.embraceeducation.com

Specific Characteristics of Proposal

Current special education/ 504/ BIP program. Annual cost includes service time logging for related service providers only, but can be used for all students with related services, whether they have medicaid or not. Can pull service minutes from IEPs within the system and autogenerate accuracy reports for tracking purposes. Embrace does not coordinate with Aspire, so we would have to manually enter attendance data, which is currently a requirement of Utah's medicaid system for schools (bundled billing). This may change on Jul 1, 2022. Embrace will not check for student eligibility. No revenue projections provided.

Vendor #2	Total Cost	Date Received
Compuclaim	\$7000/year (base) \$9,000/ year (Flex- with colorful reporting)	03/17/2022
Contact Name	Contact Number/Email	Website/other
Tiffany Guinan	203-408-2079 tguinan@compuclaim.com	www.compuclaim.com

Specific Characteristics of Proposal

Standalone system, but will integrate with Embrace and coordinates with Aspire for bundled billing. Checks for student eligibility, and provides a medicaid liaison who will support myself and my secretary in training and reporting. System provides option to log all service times, including academic minutes (non-billable minutes). Minutes can be logged by any provider, including trained TA's, Speech and OT assistants, with supervisors required to log in and verify times. Based on comparison districts with similar caseloads, anticipated revenue is \$25,000 to \$40,000 a year.

Vendor #3	Total Cost	Date Received
Public consulting group	7% of total interim payment (approximately \$2,800 + \$2,000 implementation fee)	3/29/22
Contact Name	Contact Number/Email	Website/other
Lindsay Bull	405.514.9931 lbull@pcgus.com	publicconsultinggroup.com
Specific Characteristics of Proposal		
No information provided yet.		

Vendor #3	Total Cost	Date Received
Panorama	No additional cost	3/11/2022
Contact Name	Contact Number/Email	Website/other
?	?	?
Specific Characteristics of Proposal		
Panorama contains the ability to track service minutes as interventions, but does not have the ability to bill to Medicaid. We could do manual reporting to gain the revenues, but this is labor intensive. In addition, no simple way exists to differentiate Sped minutes from classroom or tiered (MTSS) interventions. Service logs would need to be manually sorted, and I'm not certain yet what this would look like.		

Specific documents to support bids should be attached to this form.

- Check if a second form is attached for additional vendor proposals. If completing digitally, additional vendor fields may be copied and pasted above in lieu of an additional form.

OPA Employee Contact Name	Date of Review
Elizabeth Callison	03/18/2022
Considerations for Decision	
- Consistent tracking mechanisms- the school does not currently have a digital means of tracking service	

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minutes. Having a single system would ensure consistency of data and ease of reporting should a compliance issue or parent question arise. Though we require service time documentation, this is currently sporadic and information provided is inconsistent. Compuclaim provides this ability.

- Embrace is currently not enrolling clients in Utah due to bundled billing- they are unsure when they will be accepting new medicaid billing clients. From my understanding, no final determination on bundled billing has been made by the legislature.
- I reached out to Public Consulting Group on 3/7/2022. According to members of my Sped Charter Director's group who have received quotes, they charge high and their service is at best mediocre. However, the state says we HAVE to work with PCG in order to do the time study (see attached state trainings).
- Compuclaim has been around for billing and data management since 1993. They have a well-respected name. Their demo displayed ease of use compared to Embrace, despite the familiarity of the Embrace system.

Vendor Selected	Date of Approval
Compuclaim	

Document History

Approved: 05/11/2020

Legal References