

Proposal Scoring and Weights			
<i>Written Proposal</i>			
Exhibit No.	Exhibit Title	Weight	Maximum Points
NON-COST ELEMENTS			2,000
1	TRANSFORMATION VISION & EXPECTATIONS	100	500
1.1	Innovative Leadership & Administrative Support	20	100
1.2	Value-Based Purchasing	35	175
1.3	Member Engagement and Experience	15	75
1.4	Data, Reporting & Analytics	15	75
1.5	Multi-Stakeholder Quality Improvement	15	75
2	CLINICAL MANAGEMENT	100	500
2.1	Utilization Management	14	70
2.2	Quality & Improvement Management	20	100
2.3	Complex Case Management	14	70
2.4	Chronic Condition Management	14	70
2.5	Other Clinical Management Services	14	70
2.6	Innovations in Clinical Management	10	50
2.7	HCA Clinical & Medical Policies	14	70
3	ADMINISTRATION SERVICES	100	500
3.1	Medical Benefit Drug Management Program	5	25
3.2	Claims Services	9	45
3.3	Disabled Dependent Certifications	5	25
3.4	Health Technology Clinical Committee	5	25
3.5	UMP CDHP Plan Administration	5	25
3.6	ACN Administration	8	40
3.7	Appeals and Complaints	5	25
3.8	Overall Account Management Administration	8	40
3.9	Work Orders	3	15
3.10	Reporting Requirements	5	25
3.11	Member or Customer Service	5	25
3.12	Member Communications	5	25
3.13	Online Services	5	25
3.14	Conversion Offering	1	5
3.15	Implementation Plan	5	25
3.16	Administrative Performance Guarantees	9	45
3.17	Request for Renewal	3	15
	Draft Contract Redlining	9	45
4	PROVIDER NETWORK	50	250

4.1	Provider Network	15	75
4.2	Out-of-State Provider Network	5	25
4.3	Washington Network	10	50
4.4	Washington Provider Network Analysis	20	100
6	TECHNICAL DATA REQUIREMENTS	25	125
6.1	Compliance with State Data Security Requirements	7	35
6.2	Data File Transfer & Access Requirements	6	30
6.3	Eligibility Systems Requirements	6	30
6.4	Data Transfer Participation	6	30
7	MARKET PRESENCE	25	125
7.1	Market Presence	25	125
COST ELEMENTS			3,000
5	CONTRACT COSTS AND TREND GUARANTEE		3,000
5.1	Claims Re-pricing	N/A	1,250
5.2	Administrative Fee Proposal	N/A	1,000
5.3	Trend Guarantee	N/A	750
MAXIMUM POINTS POSSIBLE			5,000

<i>Oral Presentation</i>			
<u>Exhibit No.</u>	<u>Exhibit Title</u>	<u>Weight</u>	<u>Maximum Points</u>
NON-COST ELEMENTS			2,000
1	TRANSFORMATION VISION & EXPECTATIONS	100	500
2	CLINICAL MANAGEMENT	100	500
3	ADMINISTRATIVE SERVICES	100	500
4	PROVIDER NETWORK	50	250
6	TECHNICAL DATA REQUIREMENTS	25	125
7	MARKET PRESENCE	25	125
COST ELEMENTS			3,000
8	CLAIMS PRICING	250	1,250
9	TREND GUARANTEE	150	750
10	PSPM	200	1,000
REFERENCES		177	885
Maximum Points Possible			5,885