POINTS AWARDED TO ALL OFFERORS - ALTCS RFP 2007

FINAL

CAPITATION 15%		POSSIBLE POINTS	GSA 40	GSA 42		GSA 44	GSA 46	GSA 48		GSA 50			GSA 52			
			Pinal/Gila	*Bridgeway*	*Evercare Select*	*Evercare Select*	*Cochise*	*Yavapai*	*Evercare Select*	*Pima*	*Mercy*	*Bridgeway*	*Evercare*	*Mercy Care*	*SCAN*	*Bridgeway*
INITIAL BID		100		90	100	100	100	100	80	80	90	98	60	20	100	80
FINAL BID (If Necessary)%		100		0	0	0	0	0	0	0	0	0	100	68	0	84
TOTAL CAPITATION SCORE		**100**		90	100	100	100	100	80	80	90	98	160	20	100	80

ORGANIZATION 25%	SUB #	SUBMISSION REQUIREMENT	POSSIBLE POINTS	GSA 40	GSA 42		GSA 44	GSA 46	GSA 48		GSA 50			GSA 52			
				Pinal/Gila	*Bridgeway*	*Evercare Select*	*Evercare Select*	*Cochise*	*Yavapai*	*Evercare Select*	*Pima*	*Mercy*	*Bridgeway*	*Evercare*	*Mercy Care*	*SCAN*	*Bridgeway*
KEY PERSONNEL AND STAFFING																	
	4	Key personnel resumes	21	21	8	20	20	14	15	20	21	15	8	20	15	6	8
	5	Organization Charts	1	1	1	0	0	1	1	0	1	1	1	0	1	1	1
	6	FTEs devoted to ALTCS	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	7	FTEs less than full time	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	8	Experience	3	3	2	3	3	3	3	3	3	3	2	3	3	3	2
	9	Subcontracted arrangements	6	0	5	3	3	5	4	3	6	5	5	3	5	2	5
	10	Community Involvement	10	7.5	5	1.25	1.25	10	8.75	1.25	3.75	2.5	5	1.25	2.5	6.25	5
	11	Sanctions	3	3	0	3	3	3	3	3	3	3	0	3	3	3	0
	14	Information System	11	6	11	3	3	1	4	3	2	9	11	3	9	7	11
		Total	57	43.5	34	35.25	35.25	39	40.75	35.25	41.75	40.5	34	35.25	40.5	30.25	34
CLAIMS																	
	12	Flowchart/narrative	6	5	4	2	2	4	5	2	5	3	4	2	3	5	4
	13	Monitoring/resolution process	4	2	3	2	2	4	2	2	3	3	3	2	3	4	3
		Total	10	7	7	4	4	8	7	4	8	6	7	4	6	9	7
CORPORATE COMPLIANCE																	
	5	Preventing, detecting, trending	4	4	4	4	4	2	3	4	4	3	4	4	3	2	4
	16	Compliance Officer	2	2	1	2	2	2	2	2	2	2	1	2	2	1	1
							0	0	0	0	0	0	0	0	0	0	0
		Total	6	6	5	6	6	4	5	6	6	5	5	6	5	3	5
ENCOUNTERS																	
	17	Encounter submission process	11	4	3	3	3	3	5	3	5	5	3	3	5	3	3
		Total	11	4	3	3	3	3	5	3	5	5	3	3	5	3	3
FINANCE & LIABILITY MANAGEMENT																	
	18	Four unaudited financial stmnts	8	8	4	8	8	7	8	8	5	8	4	8	8	4	4
	19	Financial forcasts	19	16	16	16	16	17	19	16	15	16	16	16	16	15	16
	20	RBUC	2	1	1	1	1	1	1	1	2	1	1	1	1	2	1
	21	IBNR	3	3	3	0	0	1	2	0	3	1	3	0	1	2	3
	22	Performance bond	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	23	Minimum capitalization	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	24	Audited Financials	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	25	Enrollment	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	26	Contributions made to offeror	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	27	Claims aging	3	2	1	3	3	3	3	3	2	2	1	3	2	2	1
	28	Corporate Cost	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
		Total	41	36	31	34	34	35	39	34	33	34	31	34	34	31	31
GRIEVANCE SYSTEM																	
	29	Flowcharts/narrative	10	8	8	2	2	7	10	2	9	3	8	2	3	8	8
	30	Use of grievance data	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
		Total	12	10	10	4	4	9	12	4	11	5	10	4	5	10	10
TOTAL ORGANIZATION SCORE			**137**	**106.5**	**90**	**86.25**	**86.25**	**98**	**108.75**	**86.25**	**104.75**	**95.5**	**90**	**86.25**	**95.5**	**86.25**	**90**

PROGRAM 32%	SUB #	SUBMISSION REQUIREMENT	POSSIBLE POINTS														
BEHAVIORAL HEALTH																	
	31	Identification	3	3	3	2	2	2	3	2	1	3	3	2	3	2	3
	32	Provider Training	4	2	3	1	1	1	3	1	3	4	3	1	4	3	3
	33	Staff Training	5	3	4	3	3	2	3	3	5	5	4	3	5	4	4
		Total	12	8	10	6	6	5	9	6	9	12	10	6	12	9	10
CASE MANAGEMENT																	
	34	Implementation	6	6	5	6	6	6	6	6	6	6	5	6	6	6	5
	35	Care Planning Process	5	5	4	5	5	5	5	5	5	5	4	5	5	5	4
	36	Monitoring Delivery of Services	3	3	3	1	1	2	3	1	2	3	3	1	3	3	3
	37	Consumer Directed Care	0	5	4	3	3	5	5	3	5	3	4	3	3	0	4
	38a.	Case Management #1	10	7.5	6.25	1.25	1.25	5	2.5	1.25	10	8.75	6.25	1.25	8.75	3.75	6.25
	38b.	Case Management #2	10	8.75	1.25	3.75	3.75	6.25	5	3.75	10	7.5	1.25	3.75	7.5	2.5	1.25
	38c.	Case Management #3	10	5	1.25	2.5	2.5	8.75	7.5	2.5	10	6.25	1.25	2.5	6.25	3.75	1.25
		Total	44	40.25	24.75	22.5	22.5	38	34	22.5	48	39.5	24.75	22.5	39.5	24	24.75
MEDICAL MANAGEMENT																	
	39	Utilization gathering and analysis	6	4	4	5	5	5	4	5	6	6	4	5	6	5	4
	40	Use of utilization	4	3	3	0	0	3	2	0	3	3	3	0	3	3	3
	41	Existing or Planned disease programs	11	3	10	7	7	4	10	7	7	8	10	7	8	8	10
	42	Concurrent review	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
	43	Prior authorization	3	3	3	2	2	3	3	2	3	2	3	2	2	3	3
	44	Coordination of Care	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
		Total	30	19	26	20	20	21	25	20	25	25	26	20	25	25	26
QUALITY MANAGEMENT																	
	45	Quality Improvement Opportunities	15	6	14	11	11	8	12	11	11	10	14	11	10	8	14
	46	Peer review	5	2	5	2	2	3	2	2	3	5	5	2	5	4	5
	47	Quality of Care complaints	16	12	15	7	7	13	14	7	15	12	15	7	12	13	15
	48	Health Promotion	12	4	9	4	4	3	7	4	6	8	9	4	8	4	9
	49	EPSDT	4	3	4	1	1	2	3	1	4	2	4	1	2	2	4
	50	QM & MCH Functions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	51	Credentialing	6	6	6	4	4	5	6	4	6	6	6	4	6	5	6
	52	Monitoring of Institutionalized	4	2	2	2	2	1	1	2	2	2	2	2	2	2	2
	53	Monitioring of HCBS	4	4	3	1	1	2	3	1	4	3	3	1	3	2	3
	54	Pay-for-Performance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Total	66	39	58	32	32	37	48	32	51	48	58	32	48	40	58
TOTAL PROGRAM SCORE			**152**	**106.25**	**118.75**	**80.5**	**80.5**	**101**	**116**	**80.5**	**133**	**124.5**	**118.75**	**80.5**	**124.5**	**98**	**118.75**

PROVIDER NETWORK 28%	SUB #	SUBMISSION REQUIREMENT	POSSIBLE POINTS		POINTS GIVEN												
PROVIDER NETWORK MANAGEMENT SUMM																	
	55	Network Development and Mgmnt Plan	11	7	8	7	**7**	**6**	**7**	**7**	**6**	**5**	**8**	**7**	**5**	**8**	**8**
	56	Innovative & Creative Aspect	10	7.5	6.25	1.25	**1.25**	**2.5**	**5**	**1.25**	**8.75**	**10**	**6.25**	**1.25**	**10**	**3.75**	**6.25**
	57	External Communication	4	3	3	1	**1**	**3**	**3**	**1**	**3**	**3**	**3**	**1**	**3**	**2**	**3**
	58	Use of Information	9	4	1	1	**1**	**5**	**4**	**1**	**3**	**6**	**1**	**1**	**6**	**3**	**1**
	59	Loss of a Provider	10	2	4	3	**3**	**2**	**4**	**3**	**4**	**8**	**4**	**3**	**8**	**3**	**4**
	60	Provider Satisfaction	6	4	4	2	**2**	**4**	**5**	**2**	**4**	**4**	**4**	**2**	**4**	**4**	**4**
	61	Network Diskette	varies	50	53	34	**101**	**63**	**32**	**22**	**70**	**44**	**68**	**58**	**63**	**65**	**67**
		Total															
TOTAL NETWORK SCORE			**varies**	**77.5**	**79.25**	**49.25**	**116.25**	**85.5**	**60**	**37.25**	**98.75**	**80**	**94.25**	**73.25**	**99**	**88.75**	**93.25**

TOTAL SCORE