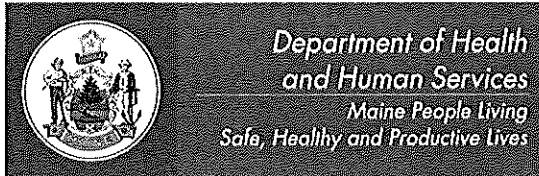


State of Maine
RFP / Proposal Master Score Sheet

Instructions: Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

SCORESHEET FOR RFP# 201801006 Accountable Communities Data Analysis and Reporting									
PROPOSAL SUBMITTED BY:		Aon Consulting LLC		Deloitte Consulting LLP		Edifecs, Inc.		HealthTechSolutions L.L.C	
COST:		Cost:	N/A	Cost:	\$5,853,070.00	Cost:	N/A	Cost:	\$1,525,000.00
EVALUATION ITEM	POINTS AVAIL.								
Section I: Organization Qualifications and Experience	20			17.00				14.00	
Section II: Proposed Services	40			39.00				29.00	
Section III: Cost Proposal	30			6.19				23.76	
Section IV: Maine Business and Economic Impact Consideration	10			4.00				2.00	
TOTAL	<u>100</u>	<u>DISQUALIFIED</u>		<u>66.19</u>		<u>DISQUALIFIED</u>		<u>68.76</u>	
PROPOSAL SUBMITTED BY:		Mercer Health & Benefits LLC		Molina Medicaid Solutions		Optumas			
COST:		Cost:	\$1,207,740.00	Cost:	\$8,450,915.20	Cost:	\$1,922,500		
EVALUATION ITEM	POINTS AVAIL.								
Section I: Organization Qualifications and Experience	20	18.00		13.00		17.00			
Section II: Proposed Services	40	39.00		22.00		39.00			
Section III: Cost Proposal	30	30.00		4.29		18.85			
Section IV: Maine Business and Economic Impact Consideration	10	2.00		6.00		0.00			
TOTAL	<u>100</u>	<u>89.00</u>		<u>45.29</u>		<u>74.85</u>			



Paul R. LePage, Governor

Ricker Hamilton, Commissioner

Department of Health and Human Services
Division of Contract Management

221 State Street

11 State House Station

Augusta, Maine 04333-0011

Tel.: (207) 287-3707; TTY Users: Dial 711 (Maine Relay)

May 16, 2018

VIA ELECTRONIC MAIL: russ.ackerman@aon.com

Aon Consulting, Inc.
Russ Ackerman, SVP
3550 Lenox Road NE, Suite 1700
Atlanta, GA 30326

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Ackerman,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Mercer Health & Benefits LLC


The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

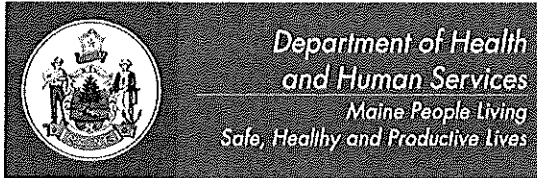
Thank you for your interest in doing business with the State of Maine.

Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Procurement Services, Chapter 120, § (2) (2).



Paul R. LePage, Governor

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May 16, 2018

VIA ELECTRONIC MAIL: swander@deloitte.com

Deloitte Consulting LLP
Steven N. Wander, Principal
50 South Sixth Street, Suite 2800
Minneapolis, MN 55402

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Wander,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Mercer Health & Benefits LLC


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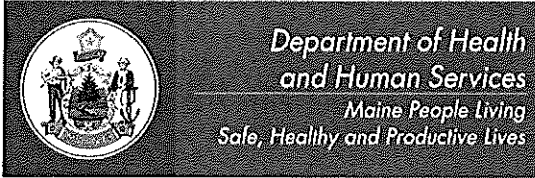
Thank you for your interest in doing business with the State of Maine.

Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

STATEMENT OF APPEAL RIGHTS

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Ricker Hamilton, Commissioner

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Division of Contract Management
221 State Street
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May 16, 2018

VIA ELECTRONIC MAIL: Vik.Shetty@edifecs.com

Edifecs, Inc.
Vik Shetty
1756 114th Avenue SE.
Bellevue, WA 98004

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Shetty,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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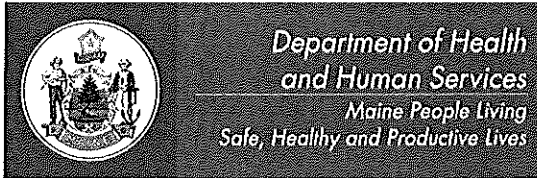
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Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

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May 16, 2018

VIA ELECTRONIC MAIL: elizabeth@healthtechsolutions.com

HealthTech Solutions, L.L.C.
Elizabeth Linville, Procurement Administrator
2030 Hoover Boulevard
Frankfort, KY 40601

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Ms. Linville,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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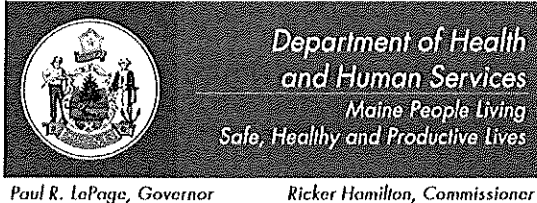
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Sincerely,


Stephanie Nadeau, Director
Office of MaineCare Services

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Department of Health and Human Services
Division of Contract Management
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Tel.: (207) 287-3707; TTY Users: Dial 711 (Maine Relay)

May 16, 2018

VIA ELECTRONIC MAIL: tony.asciutto@mercercor.com

Mercer Health & Benefits LLC
Anthony Ascitutto, MA, MPH, Principal
2325 E. Camelback Road, Suite 600
Phoenix, AZ 85016

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Ascitutto,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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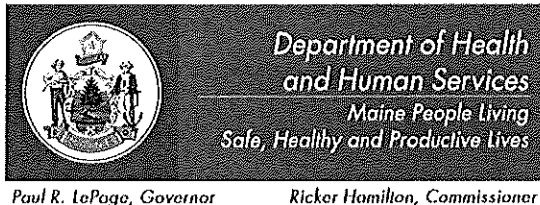
Thank you for your interest in doing business with the State of Maine.

Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

STATEMENT OF APPEAL RIGHTS

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May 16, 2018

VIA ELECTRONIC MAIL: douglas.smith1@molinahealthcare.com

Molina Medicaid Solutions
Douglas Smith, Director of Account Management
45 Commerce Drive, Suite 7
Augusta, ME 04330

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Smith,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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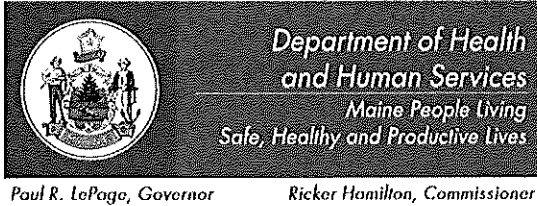
Thank you for your interest in doing business with the State of Maine.

Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

STATEMENT OF APPEAL RIGHTS

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Department of Health and Human Services
Division of Contract Management
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Augusta, Maine 04333-0011
Tel.: (207) 287-3707; TTY Users: Dial 711 (Maine Relay)

May 16, 2018

VIA ELECTRONIC MAIL: tim.doyle@optumas.com

Schramm Health Partners LLC dba Optumas
Timothy Doyle, Senior Actuary
7400 East McDonald Drive, Suite 101
Scottsdale, AZ 85250

**SUBJECT: Notice of Conditional Contract Award under RFP #201801006
Accountable Communities Data Analysis and Reporting**

Dear Mr. Doyle,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services for Accountable Communities and Data Analysis Reporting. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,


Stefanie Nadeau, Director
Office of MaineCare Services

STATEMENT OF APPEAL RIGHTS

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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Aon Consulting, Inc.
DATE: April 23, 2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

The Team sought clarification from Aon regarding their justification for their proposed cost for the Initial Period of Performance and Renewal Period #1. Upon receiving clarification, Aon noted the cost proposed for the Initial Period of Performance and Renewal Period #1, were only based on a 12-month periods. As such, Aon failed to properly fill out the Cost Proposal and the Team disqualifies them from consideration of this RFP award.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Deloitte Consulting LLP
DATE: 4/23/2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆	N/A	
		<u>Points Awarded:</u>
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	17.00	
Section II. Proposed Services (Max: 40 Points)	39.00	
Section III: Cost Proposal (Max: 30 Points)	6.19	
Section IV: Maine Business and Economic Impact Consideration (Max: 10 Points)	4.00	
TOTAL POINTS (Max: 100 Points)		
	66.19	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Deloitte Consulting LLP
DATE: 4/23/2018

**EVALUATION OF SECTION I
Organization Qualifications and Experience**

Total Points Available: 20 Score: 17.00

Evaluation Team Comments:

Part IV. B. Section I.
1. Overview of Organization (Bidders meet the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder currently performs the Accountable Communities Data Analysis and Reporting services for the Department. • As the current provider, they are familiar with processes and databases within the MaineCare System. • Bidder has 13 years of providing service for the State. • Bidder provided detailed descriptions regarding their 3 project which demonstrated the ability to provide the requested services. • Bidder indicates extensive Medicaid and Healthcare analytics. • Bidder has, on occasion, fallen short of expectations regarding development of methodological details.
2. Subcontractor (Bidders meet the minimum requirements for this section)
3. Organizational Chart (Bidders meet the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder proposes actuarial staff as part of this project.
4. Job Descriptions
<ul style="list-style-type: none"> • Bidder provided job descriptions however, they did not include the minimum qualifications as required by the RFP.
5. Staff Resumes (Bidders meet the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder's proposed team has longevity with the Bidder's organization. • Bidder's proposed staff has extensive experience providing these services in States other than Maine.
6. Litigation
<ul style="list-style-type: none"> • Bidder did not provide a list of litigation from the past 24 months, as required by the RFP.
7. Financial Viability
<ul style="list-style-type: none"> • Bidder did not provide a response to the requirements of the RFP. • Bidder provided a chart indicating their debt to equity ratio which is 1.7, which is strong.
8. Licensure and Certification (Bidders meet the minimum requirements for this section)
9. Certificate of Insurance (Bidders meet the minimum requirements for this section)

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Deloitte Consulting LLP
DATE: 4/23/2018

**EVALUATION OF SECTION II
Proposed Services**

Total Points Available: 40 Score: 39.00

Evaluation Team Comments:

Section II. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables (Bidders meet the minimum requirements for this sections 1 & 2)
<ol style="list-style-type: none"> 1. Claims Feeds and Eligibility Files <ul style="list-style-type: none"> • Bidder provided a clear detailed response for the receiving of claims feeds and eligibility files. • Bidder's proposed data quality and assurance approach is presented as a strength. 2. Other Files Necessary to Produce Deliverables <ul style="list-style-type: none"> • Bidder provided a clear detailed response for receiving other necessary files to produce deliverables. • Bidder indicates the potential to recommend changes to improve data accuracy.
B. Quarterly and Annual Deliverables (Bidders meet the minimum requirements for this sections 1, 2, 3, 4, 5, 6, & 7)
<ol style="list-style-type: none"> 1. Rosters <ul style="list-style-type: none"> • Bidder demonstrates an understanding of the deliverables and their uses, and the methodologies to create and communicate them. • Bidder indicates willingness to work with the Department on refinements, monitor program's growth and provide consultative guidance. 2. Total Cost of Care Reports <ul style="list-style-type: none"> • Team views the Bidder's language around identifying driver of change for each report is a strength. • Bidder provided a detailed response for all steps in the TCOC reporting process and demonstrated clear understanding of this deliverable. 3. TCOC Summary Document <ul style="list-style-type: none"> • Bidder demonstrated a clear communication protocol related to significant changes around the TCOC Summary Document. 4. Saving Projections <ul style="list-style-type: none"> • Bidder demonstrates an understanding of the deliverables and its uses and offer a range of reasonable methodologies to create them. 5. Completion Factors <ul style="list-style-type: none"> • Bidder provides a step-by-step process of completion factors which demonstrates a clear understanding of the deliverables. 6. Policy Change Adjustment <ul style="list-style-type: none"> • Bidder demonstrates an understanding of the deliverables and the process used to create and execute it. • The Bidder proposes to offer clinical and policy support within the Policy Adjustment process, however the staff resumes don't appear to include clinical experience. • Bidder proposes Ad Hoc analyses that are relevant to this service.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Deloitte Consulting LLP
DATE: 4/23/2018

**EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 6.19

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
\$ 1,207,740.00	÷	\$ 5,853,070.00	x	30 points	=	6.19

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none"> The team feels the proposed budget is overstuffed. There appear to be multiple miscalculations/error within the Bidder's cost proposal. Including, but not limited to, the exclusion of an Analyst position for all three contract periods. |
|--|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Deloitte Consulting LLP
DATE: 4/23/2018

**EVALUATION OF SECTION IV
Maine Business and Economic Impact Consideration**

Total Points Available: 10 **Score:** 4.00

MAINE BUSINESS ANALYSIS			
	Total	Maine Resident	Maine Impact
Number of FTE Employees:	57,887	132	0.2%
Payroll:	\$ 7,093,050,661	\$ 3,962,297	0.1%
Average percent of MAINE BUSINESS ANALYSIS:			0.1%

1-74%:	2 points
75-100%:	4 points

MAINE ECONOMIC IMPACT		
	Total amount in Maine	
Income Taxes Paid (State):	\$ 205,765	
Property Taxes Paid (Local):		
Wages to Maine Residents:	\$ 3,962,297	
Payments to Maine Subcontractors Estimated:	\$ 962,404	
Sum of MAINE ECONOMIC IMPACT:		\$ 5,130,466

\$1 - \$1,000,000:	2 points
\$1,000,001 - \$10,000,000:	4 points
>\$10,000,000:	6 points

Total Points for Maine Business and Economic Impact Consideration:	4
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Edifecs, Inc
DATE: 4/25/2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

The Evaluation Team has determined the disqualification of the Bidder based on the following:

- The Bidder's narrative response to Proposed Services includes 17 pages. However, the response references additional "Exhibits" which includes an additional 19 pages. Pursuant to Part IV.A.3. the Bidder may not provide attachments beyond those specified in the RFP for the purpose of extending their response.
- The Bidder did not provide the Maine Business and Economic Impact Consideration for as required by Appendix J of the RFP.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: HealthTech Solutions
DATE: April 30, 2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
◆	N/A	
		<u>Points Awarded:</u>
Numerical Score:		
Section I. Organization Qualifications and Experience	(Max: 20 Points)	14.00
Section II. Proposed Services	(Max: 40 Points)	29.00
Section III: Cost Proposal	(Max: 30 Points)	23.76
Section IV: Maine Business and Economic Impact Consideration	(Max: 10 Points)	2.00
TOTAL POINTS		68.76

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: HealthTech Solutions
DATE: April 30, 2018

**EVALUATION OF SECTION I
Organization Qualifications and Experience**

Total Points Available: 20 Score: 14.00

Evaluation Team Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • Projects 1 and 2 demonstrate the Bidder/Subcontractor’s ability and experience relevant to perform the requested services however project 3 lacked relevance and substantive detail related to the requested services. • Response within this section includes a duplicative paragraph. • The Bidder refers to “our” when referring to the Subcontractor.
2. Subcontractor (Bidder meets the minimum requirements for this section)
3. Organizational Chart (Bidder meets the minimum requirements for this section)
4. Job Descriptions (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • The Bidder proposes to have a Privacy and Security Officer as part of the project team.
5. Staff Resumes (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • While the staff resumes include expertise with data warehousing and management, they do not speak to the level of analytics experience required to perform these services. • Subcontractor staff experience does not appear to be relevant to the execution of the deliverables.
6. Litigation (Bidder meets the minimum requirements for this section)
7. Financial Viability (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder has demonstrated financial growth since they were founded in 2011. • Team is concerned that 56% of their revenue in 2016 was made up of 4 clients.
8. Licensure and Certification (Bidder meets the minimum requirements for this section)
9. Certificate of Insurance (Bidder meets the minimum requirements for this section)

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: HealthTech Solutions
DATE: April 30, 2018

**EVALUATION OF SECTION II
Proposed Services**

Total Points Available: 40 Score: 29.00

Evaluation Team Comments:

Section II.
1. Services to Be Provided
<p>A. Receipt and Management of Data Files Necessary to Produce Deliverables (Bidder meets the minimum requirements for section 1 & 2)</p> <ol style="list-style-type: none"> 1. Claim Feeds and Eligibility Files <ul style="list-style-type: none"> • Bidder demonstrates understanding and capability of executing the deliverables. • Bidder provided flow charts for processes which shows initiative. 2. Other Files Necessary to Produce Deliverables
<p>B. Quarterly and Annual Deliverables (Bidder meets the minimum requirements for sections 1, 2, 4, 5, 6 & 7)</p> <ol style="list-style-type: none"> 1. Rosters <ul style="list-style-type: none"> • Bidder went into great detail in addressing deliverables and processes, while they are not completely accurate in several details, they demonstrate sufficient understanding and capability to execute deliverables. 2. Total Cost of Care (TCOC) Reports <ul style="list-style-type: none"> • Bidder indicated their response to this section would be included in Section 3. • Bidder's flow chart (Figure 7) explicitly mentions several adjustments but fails to mention claims cap adjustments. • Neither Figure 7 or accompanying text provides sufficient explanation of the Bidder's process for generating TCOC reports. 3. TCOC Summary Document <ul style="list-style-type: none"> • Bidder did not describe how the Summary Document would highlight significant changes between the previous and current report. 4. Completion Factors <ul style="list-style-type: none"> • Bidder provided detailed methodology for calculation claims completion factors. • Bidder indicates the need for actuarial judgement, however proposed staff do not appear to include actuarial experience.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: HealthTech Solutions
DATE: April 30, 2018

**EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 23.76

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
\$ 1,207,740.00	÷	\$ 1,525,000.00	x	30 points	=	23.76

Evaluation Team Comments:

- | |
|---|
| <ul style="list-style-type: none"> Bidder's HTC staff time is all \$180/hr. regardless of position. Team would have liked to see HTC Staff broken down into specific positions. Team would have liked to see subcontractor's hours included within the budget. |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: HealthTech Solutions
DATE: April 30, 2018

**EVALUATION OF SECTION IV
Maine Business and Economic Impact Consideration**

Total Points Available: 10 Score: 2

***The Bidder did not fill out the "Maine Business Analysis" portion of the below form out correctly. Due to the error, the Team agree they will receive 0 points for this section. ***

MAINE BUSINESS ANALYSIS			
	Total	Maine Resident	Maine Impact
Number of FTE Employees:	1	1	100 %
Payroll:	\$ 152,073	\$ 152,073	100 %
Average percent of MAINE BUSINESS ANALYSIS:			100 %

1-74%:	2 points
75-100%:	4 points

MAINE ECONOMIC IMPACT		
	Total amount in Maine	
Income Taxes Paid (State):	\$ 9,866	
Property Taxes Paid (Local):	\$ 0	
Wages to Maine Residents:	\$ 152,073	
Payments to Maine Subcontractors Estimated:	\$ 0	
Sum of MAINE ECONOMIC IMPACT:		\$ 161,939

\$1 - \$1,000,000:	2 points
\$1,000,001 - \$10,000,000:	4 points
>\$10,000,000:	6 points

Total Points for Maine Business and Economic Impact Consideration:	2
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Mercer HR Consulting
DATE: 4/23/2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
◆	N/A	
		<u>Points Awarded:</u>
Numerical Score:		
Section I. Organization Qualifications and Experience (Max: 20 Points)	18.00	
Section II. Proposed Services (Max: 40 Points)	39.00	
Section III: Cost Proposal (Max: 30 Points)	30.00	
Section IV: Maine Business and Economic Impact Consideration (Max: 10 Points)	2.00	
TOTAL POINTS (Max: 100 Points)		
	89.00	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Mercer HR Consulting
DATE: 4/23/2018

**EVALUATION OF SECTION I
Organization Qualifications and Experience**

Total Points Available: 20 Score: 18.00

Evaluation Team Comments:

Part IV. B. Section I.
1. Overview of Organization (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder indicates they have long standing relationships with other Medicaid agencies. • Bidder explained organization structure well, including this projects placement in the informatics team. • Bidder has extensive, highly relevant and impressive experience presented in project summaries which spans a range of Medicaid areas.
2. Subcontractor (Bidder meets the minimum requirements for this section)
3. Organizational Chart (Bidder meets the minimum requirements for this section)
4. Job Descriptions
<ul style="list-style-type: none"> • Bidder gave an overview of project management and peer review as core staff competencies. • Bidder outlined the job descriptions and the staff members completing them, however they did not include the minimum qualifications for the positions, as required by the RFP. • Bidder included admin/support staff as part of the project team.
5. Staff Resumes (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Team notes the Bidder's proposed staff has extensive experience providing these services.
6. Litigation
<ul style="list-style-type: none"> • Bidder did not provide a list of litigation from the past 24 months, as required by the RFP.
7. Financial Viability (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • The Bidder notes they are not required to file the 3 documents outlined in this section. • The Bidder provided a link in an attachment which did not work. The Team was able to access the Bidders 2018 1st Quarter financial reports, via the internet, which indicated financial stability.
8. Licensure and Certification (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder included Actuarial Certificates for 3 proposed team members.
9. Certificate of Insurance (Bidder meets the minimum requirements for this section)

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Mercer HR Consulting
DATE: 4/23/2018

**EVALUATION OF SECTION II
Proposed Services**

Total Points Available: 40 Score: 39.00

Evaluation Team Comments:

Section II.
1. Services to Be Provided
<p>A. Receipt and Management of Data Files Necessary to Produce Deliverables (Bidder meets the minimum requirements for 1 & 2)</p> <p>1. Claims Feeds and Eligibility Files</p> <ul style="list-style-type: none"> • Bidder provided a detailed response to their data validation process. • Bidder's detailed explanation of their process related to receiving, warehousing, cleansing, reconciling and preparing claims and eligibility files demonstrates their ability to perform requested services. <p>2. Other Files Necessary to Produced Deliverables</p> <ul style="list-style-type: none"> • Team is impressed with Bidder's inhouse expertise of various risk adjustment tools.
<p>B. Quarterly and Annual Deliverables (Bidder meets the minimum requirement for sections 1, 2, 3, 4, 5, 6 & 7)</p> <p>1. Total Cost of Care (TCOC) Reports</p> <ul style="list-style-type: none"> • Bidder successfully demonstrates their rate setting work for other clients is analogous to the TCOC work required under this RFP • Bidder proposes to use Project Management/Work Plan approach that they will manage over the course of the services. • Bidder successfully demonstrated their understanding of the exhibits within the TCOC document. <p>3. TCOC Summary Document</p> <ul style="list-style-type: none"> • Bidder suggested several approaches for completing the TCOC Summary Document, which demonstrated their understanding of what would be useful. <p>4. Savings Projections</p> <ul style="list-style-type: none"> • Bidder mentions several possible approaches which provides flexibility to work with the State to determine desired approach. <p>5. Completion Factors</p> <ul style="list-style-type: none"> • Bidder proposes a model which has been refined and developed over time by actuaries, which has the ability to accommodate a variety of analyses. <p>6. Policy Change Adjustments</p> <ul style="list-style-type: none"> • Bidder indicates the use of actuarial standards for policy adjustment work. • Bidder indicates this type of work is also part of the rate setting work they perform for other clients. • Bidder understand the importance of a deliberative, collaborative process for this work. • The bidder gave a list of example questions that will be asked through the process, and these questions show their clear understand of policy adjustment work.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Mercer HR Consulting
DATE: 4/23/2018

**EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 30.00

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
\$ 1,207,740.00	÷	\$ 1,207,740.00	x	30 points	=	30

Evaluation Team Comments:

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Mercer HR Consulting
DATE: 4/23/2018

**EVALUATION OF SECTION IV
Maine Business and Economic Impact Consideration**

Total Points Available: 10 Score: 2

MAINE BUSINESS ANALYSIS			
	Total	Maine Resident	Maine Impact
Number of FTE Employees:	3,515	8	0 %
Payroll:			
Average percent of MAINE BUSINESS ANALYSIS:			0 %

1-74%:	2 points
75-100%:	4 points

MAINE ECONOMIC IMPACT		
	Total amount in Maine	
Income Taxes Paid (State):	\$ 38,337	
Property Taxes Paid (Local):	\$ 0	
Wages to Maine Residents:	\$ 766,860	
Payments to Maine Subcontractors Estimated:	\$ 0	
Sum of MAINE ECONOMIC IMPACT:		\$ 805,197

\$1 - \$1,000,000:	2 points
\$1,000,001 - \$10,000,000:	4 points
>\$10,000,000:	6 points

Total Points for Maine Business and Economic Impact Consideration:	2
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Molina Information Systems, LLC
DATE: May 5, 2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
◆	N/A	
		<u>Points Awarded:</u>
Numerical Score:		
Section I. Organization Qualifications and Experience (Max: 20 Points)	13.00	
Section II. Proposed Services (Max: 40 Points)	22.00	
Section III: Cost Proposal (Max: 30 Points)	2.74	
Section IV: Maine Business and Economic Impact Consideration (Max: 10 Points)	6.00	
TOTAL POINTS (Max: 100 Points)		
	45.29	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Molina Information Systems, LLC
DATE: May 5, 2018

**EVALUATION OF SECTION I
Organization Qualifications and Experience**

Total Points Available: 20 Score: 13.00

Evaluation Team Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • The Bidder does not clearly demonstrate their experience to perform the requested services in the RFP. • Bidder provided 2 relevant projects that include details outlining their experience to perform the proposed services. However, all 3 projects were performed by 1 of the 2 subcontractors. • While the Bidder does have extensive contract history with the Department, they have overstated their work within the Health Home Program.
2. Subcontractor
<ul style="list-style-type: none"> • The Bidder describes numerous ways in which the subcontractors have demonstrated capacity to perform the services in the RFP. • The Team would have liked more detail about CCNC's work on capitated Medicaid rates for the State. • Based on Section 5. Staff Resumes, it appears there are additional subcontractors (Nicante Inc. and Airam Actuarial Consulting LLC) not listed.
3. Organizational Chart (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • The Organizational Chart shows an intermingled group of staff from various organizations and the team seems excessively staffed.
4. Job Descriptions (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Certain job descriptions provided by the Bidder do not align with the services requested as part of this RFP. • Bidder included Actuaries and a Quality Assurance Director as part of this project.
5. Staff Resumes (Bidder meets the minimum requirements for this section)
6. Litigation (Bidder meets the minimum requirements for this section)
7. Financial Viability (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder's debt to equity is 1.3, which appears reasonable.
8. Licensure and Certification (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder provided an Actuarial Certificate for a subcontractor.
9. Certificate of Insurance
<ul style="list-style-type: none"> • Bidder provided a certificate of insurance, however there was many areas missing information; namely, insurance carrier, producer and expiration.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Molina Information Systems, LLC
DATE: May 5, 2018

**EVALUATION OF SECTION II
Proposed Services**

Total Points Available: 40 Score: 22.00

Evaluation Team Comments:

Section II response provides conflicting and confusing information between Narrative, Organizational Chart, Budget and other graphics about the roles of the 3 organizations.

Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables (Bidder meets the minimum requirements for section 1)
1. Claims Feeds and Eligibility Files <ul style="list-style-type: none"> • It appears that the Bidder's role is providing claims feeds and eligibility files, which are not service requested in this RFP. 2. Other Files Necessary to Produce Deliverables <ul style="list-style-type: none"> • Bidder's response suggests a lack of understanding of the role of these files in creation of deliverables.
B. Quarterly and Annual Deliverables (Bidder meets the minimum requirements for sections 2, 3, 5, 6 & 7)
1. Rosters <ul style="list-style-type: none"> • IBM Watson has the ability to complete the deliverables however the response misses an important point about Health Home attribution. • Roster reports shown in figure 6 are already being delivered through the portal and are not requested through this RFP. 4. Savings Projections <ul style="list-style-type: none"> • Bidder did not propose how projections would be made. 5. Completion Factors <ul style="list-style-type: none"> • Bidder does not explain what this sentence refers to: "We will also produce new functionality reports based on specifications in appendix G". 6. Policy Change Adjustments <ul style="list-style-type: none"> • Bidders proposes a policy review process that is separate from what is requested in the RFP, however the Bidder does not explain how this would be incorporated in the AC program.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER: Molina Information Systems, LLC
 DATE: May 5, 2018

**EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 4.29

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
\$ 1,207,740.00	÷	\$8,450,915.20	x	30 points	=	4.29

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none"> • Controller salary entry is unclear |
| |

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Molina Information Systems, LLC
DATE: May 5, 2018

**EVALUATION OF SECTION IV
Maine Business and Economic Impact Consideration**

Total Points Available: 10 **Score:** 6.00

MAINE BUSINESS ANALYSIS			
	Total	Maine Resident	Maine Impact
Number of FTE Employees:	1,351	156	12 %
Payroll:	\$84,307,669	\$7,208,486	9 %
Average percent of MAINE BUSINESS ANALYSIS:			10 %

1-74%:	2 points
75-100%:	4 points

MAINE ECONOMIC IMPACT		
	Total amount in Maine	
Income Taxes Paid (State):	\$ 70,238	
Property Taxes Paid (Local):	\$ 7,098	
Wages to Maine Residents:	\$ 7,208,486	
Payments to Maine Subcontractors Estimated:	\$ 66,000	
Sum of MAINE ECONOMIC IMPACT:		\$ 7,351,822

\$1 - \$1,000,000:	2 points
\$1,000,001 - \$10,000,000:	4 points
>\$10,000,000:	6 points

Total Points for Maine Business and Economic Impact Consideration:	6
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Optumas
DATE: 4/23/2018

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Maine Department of Health and Human Services
NAME OF RFP COORDINATOR: Brandon Martin
NAMES OF EVALUATORS: Peter Kraut, Olivia Alford, Nancy Bodine, Nick Kamenos, Jen Marlowe

SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
◆	N/A	
	<u>Points Awarded:</u>	
Numerical Score:		
Section I. Organization Qualifications and Experience (Max: 20 Points)	17.00	
Section II. Proposed Services (Max: 40 Points)	39.00	
Section III: Cost Proposal (Max: 30 Points)	18.85	
Section IV: Maine Business and Economic Impact Consideration (Max: 10 Points)	0	
TOTAL POINTS (Max: 100 Points)	74.85	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Optumas
DATE: 4/23/2018

**EVALUATION OF SECTION I
Organization Qualifications and Experience**

Total Points Available: 20 Score: 17.00

Evaluation Team Comments:

Part IV. B. Section I.
1. Overview of Organization (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Bidder submitted 3 projects that show direct experience and expertise performing the requested services. • Bidder indicated their philosophy of small dedicated team, accessibility, budget consciousness, and etc. • Bidder indicated that they have strict actuary standards they abide by. • Bidder demonstrated they have the experience to support the claim that they are the experts in Medicaid actuarial services.
2. Subcontractor (Bidder meets the minimum requirements for this section)
3. Organizational Chart (Bidder meets the minimum requirements for this section)
4. Job Descriptions
<ul style="list-style-type: none"> • Bidder did not submit minimum qualifications with accompanying job descriptions, as required by the RFP.
5. Staff Resumes (Bidder meets the minimum requirements for this section)
<ul style="list-style-type: none"> • Team would have liked detail in the resumes that detailed specific experience and projects, in addition to the narrative • Team liked the comprehensive experience model the Bidder presented.
6. Litigation (Bidder meets the minimum requirements for this section)
7. Financial Viability (Bidder meets the minimum requirements for this section)
8. Licensure and Certification (Bidder meets the minimum requirements for this section)
9. Certificate of Insurance (Bidder meets the minimum requirements for this section)

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Optumas
DATE: 4/23/2018

**EVALUATION OF SECTION II
Proposed Services**

Total Points Available: 40 Score: 39.00

Evaluation Team Comments:

Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables (Bidder meets the minimum requirements for section 1 & 2)
1. Claims Feeds and Eligibility Files <ul style="list-style-type: none"> • Bidder clearly demonstrates ability to warehouse data and Personal Health Information, and cleanse, reconcile and prepare files for analysis.
2. Other Files Necessary to Produce Deliverables
B. Quarterly and Annual Deliverables (Bidder meets the minimum requirements for section 1, 2, 3, 4, 5, 6 & 7)
1. Roster <ul style="list-style-type: none"> • Bidder demonstrates a clear understanding of attribution processes, such as calculating totals at every step in the process, as a means of self-check and strategic understanding of different steps in the process. • Bidder discusses the importance of clear documentation.
2. TCOC Report <ul style="list-style-type: none"> • Bidder clearly demonstrate their ability to create TCOC reports by presenting examples of previously completed TCOC reports. • Bidder demonstrated a strong understanding and competence of issues around prospective trend, however the RFP notes that Maine uses retrospective trend.
3. TCOC Summary Document <ul style="list-style-type: none"> • Bidder provided a detailed response, proposing multiple modes (Color Coding, Drill-Down, Narrative) of completing the TCOC Summary Document.
4. Savings Projections <ul style="list-style-type: none"> • Bidder acknowledges that it is necessary to understand the Department's use of the projection before the specific methodology can be designed.
5. Completion Factors <ul style="list-style-type: none"> • Bidder provided a detailed methodology with multiple options for the Department to consider, demonstrating their ability to execute the deliverables.
6. Policy Change Adjustment <ul style="list-style-type: none"> • Bidder proposes to engage in a deliberative process with the State and discusses taking a lead role in this work. They demonstrate the ability to do this work efficiently and in a well-organized manner. • Bidder demonstrates an understand for the need to document the Policy Change process in a methodical manner.
7. Ad Hoc Analyses <ul style="list-style-type: none"> • Bidder proposes multiple, interesting Ad Hoc projects.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER: Optumas
 DATE: 4/23/2018

**EVALUATION OF SECTION III
 Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 18.85

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
\$ 1,207,740.00	÷	\$1,922,500.00	x	30 points	=	18.85

Evaluation Team Comments:

- | |
|---|
| <ul style="list-style-type: none"> • Bidder's proposed level of staffing, appears to be appropriate. |
| |

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting
BIDDER: Optumas
DATE: 4/23/2018

**EVALUATION OF SECTION IV
Maine Business and Economic Impact Consideration**

Total Points Available: 10 **Score:** 0

MAINE BUSINESS ANALYSIS			
	Total	Maine Resident	Maine Impact
Number of FTE Employees:	28	0	0 %
Payroll:	\$2,900,000	0	0 %
Average percent of MAINE BUSINESS ANALYSIS:			0 %

1-74%:	2 points
75-100%:	4 points

MAINE ECONOMIC IMPACT		
	Total amount in Maine	
Income Taxes Paid (State):	\$ 0	
Property Taxes Paid (Local):	\$ 0	
Wages to Maine Residents:	\$ 0	
Payments to Maine Subcontractors Estimated:	\$ 0	
Sum of MAINE ECONOMIC IMPACT:		\$ 0

\$1 - \$1,000,000:	2 points
\$1,000,001 - \$10,000,000:	4 points
>\$10,000,000:	6 points

Total Points for Maine Business and Economic Impact Consideration:	0
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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: AON
 DATE: 04/20/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
This section was met by the requirements of the RFP
2. Subcontractor
This section was met by the requirements of the RFP
3. Job Descriptions
This section was met by the requirements of the RFP
4. Job Descriptions
This section was met by the requirements of the RFP
5. Staff Resumes
All staff necessary staff resumes were included
6. Litigation
This section was met by the requirements of the RFP
7. Financial Viability
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
This section was met
B. Quarterly and Annual Deliverables
* Knowledgeable staff with expertise expanding multiple areas within IT and healthcare
*Understands how to execute the deliverables
C. TCOC Reports
This section was met by the requirements of the RFP
D. TCOC Summary Documents
E. Savings Projections
F. Completion Factors
G. Policy Adjustments

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: AON

DATE: 04/20/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

H. Ad HOC Analysis
Section III. Cost Proposal
*Does the cost seem low for work being done?
Section IV: Business Economic Impact

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

DATE: (Insert date proposal was reviewed by individual evaluator)

EVALUATOR NAME: (Insert your name here)

EVALUATOR DEPARTMENT: Health and Human Services

Bid
773725
4138
6045
Aon
4/18/18
MBodine

Instructions: The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Part IV. B. Section I. <i>Health</i>	<i>London, England</i>	
↓ 1. Overview of Organization (1)	<i>50yrs MCD exp, BA/BS, Mgd Care</i>	<i>Ten-Cop, FDD EA</i>
↓ 2. Subcontractor (2)	<i>70yrs</i>	
↓ 3. Job Descriptions (3)	<i>orchest</i>	
↓ 4. Job Descriptions (5)	<i>Cred + Exp</i>	<i>Malliman Cyber Lawin</i>
↓ 5. Staff Resumes (6)		
↓ 6. Litigation (7)	<i>Yes, no impact Form 10-K Note 16 website</i>	<i>For Profit</i>
↓ 7. Financial Viability (8)	<i>Exempt</i>	<i>7% earn growth "organic" Investments Cyber, EE, sell HR stuff</i>
↓ 8. Licensure and Certification (9)	<i>Certs</i>	<i>ETX "Rec Facility" NI to Rev 14%</i>
↓ 9. Certificate of Insurance (10)	<i>Liab 50 2.5M Com 1-2M Amb 1M WC 1M Prop Crime 1M</i>	<i>QR cancel LI 6% improve</i>
Section II.		
1. Services to Be Provided		
A. Receipt and Management of Data Files Necessary to Produce Deliverables		
B. Quarterly and Annual Deliverables		
<i>Cost proposal form Hrs</i>	<i>Experience with file receipt + processing</i>	
<i>4 wks/qr 3 FTE</i>	<i>" risk scores</i>	
	<i>Cross walk 2 dir</i>	
	<i>Sales pitch pg 14</i>	
	<i>Distribution pg 14 privacy, HH, alg, NDI</i>	
	<i>TRAC pg 16 prior exp 50%</i>	
	<i>Other clients</i>	
	<i>Trust devel</i>	
	<i>AON Pulse pg 20 product offering</i>	
	<i>IBNR + Comp 5 years</i>	
	<i>Policy adj</i>	
	<i>Ad hoc</i>	

pg 13

px
4-Prop Cover
3-Insurmit
2-Adm Exp
1-Cost
1-73
1-Appul
1-maked
1-Rough
1-TRAC
1-AE 0/10

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Aon
 DATE: 4/22/2018
 EVALUATOR NAME: Olivia Alford
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
P: Aon appears to have experience in a range of related areas.
2. Subcontractor
3. Organizational Chart
4. Job Descriptions
5. Staff Resumes
P: I was impressed with Kory, Ryan (both dedicated resources), Colby's and Yelena's resumes.
P: Leo's case mix experience may be beneficial.
6. Litigation
7. Financial Viability
8. Licensure and Certification
9. Certificate of Insurance
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
P: The Bidder appeared to understand the importance of the provider lists: "The movement, consolidation, absence or presence of providers and practices throughout the healthcare system can have material impact on key metrics and performance indicators that must be appropriately addressed. (p.12)
I: The proposal to use the NPI registry is interesting and may be beneficial.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: **Aon**
 DATE: **April 20, 2018**
 EVALUATOR NAME: **Peter Kraut**
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • <u>“Supporting our Medicaid Practice is Aon’s national and global corporation, which is the leader in human resource consulting, risk management, and reinsurance, with over \$10.0 billion in revenue generated through more than 500 offices and 50,000 employees worldwide. Additionally, Aon has more than 270 health care actuarial consultants who provide consulting services to many of our nation’s state and local government entities and Fortune 500 companies.”</u> • <u>Project 1 – Tennessee. Relevant – “Medicaid capitation rate development for TANF, CHIP, ABD, Medicare-Medicaid dual eligible, and LTSS as well as ASO rate support for IDD population, annual comptroller report covering all of Medicaid, risk-adjustment using Johns Hopkins ACGs, data analytics and analysis of administrative cost factors and taxes”</u> • <u>Project 2 – Georgia. Relevant – “Actuarial and policy consulting work including capitation rate development, fiscal impact estimates of policy changes, NEMT rates, program changes, introduction of a risk-adjustment methodology (CDPS+Rx in this case) and subsequent impact analysis for stakeholders as well as development of financial reports for multiple programs”</u> • <u>Project 3 – Kansas. Relevant – “Hospital DRG weights and rebasing of rates.”</u>
2. Subcontractor
<u>N/A</u>
3. Organizational Chart
<u>OK</u>
4. Job Descriptions
<u>P - Look good</u>
5. Staff Resumes
<u>P - Qualified</u>
6. Litigation
<u>M - Not met. They refer us to web-site for company wide. They say that “No current, former (past 24 months), or pending litigation exists in which the proposed Aon Medicaid team is involved.”</u>
7. Financial Viability
<u>Defer to Nancy.</u>
8. Licensure and Certification
<u>Included on pages 66-73. They have actuaries.</u>
9. Certificate of Insurance
<u>Included on pages 75-77</u>
Section II.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Aon

DATE: April 20, 2018

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<u>Response succeeds in demonstrating vendor's ability to successfully receive, warehouse, reconcile, and prepare data for use in deliverables</u>
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• <u>Overall, responses demonstrate vendor has understanding of the deliverables and how to produce them</u>• <u>P - They have worked with Medicaid ACO programs in Idaho, Massachusetts, and Vermont.</u>• <u>P - They specifically address the importance of accurate practice and provider lists to attribution and speak to their experience in this</u>• <u>P - They acknowledge that our methodologies and templates have already been developed and are very prescriptive (and they succeed in demonstrating that they understand the details and would be able to do the work; e.g., our "process for trend calculation, aggregation, rolling-up and parsing of data for reporting and comparative analysis is very similar to how the Aon Medicaid team does trend development for Medicaid capitation rate setting for its current book of business").</u>• <u>I - They understand the purpose of the summary document (they also say it makes good use case for their Aon Pulse product, but I am not clear whether they are offering the product include in this bid, or whether that would be an additional cost).</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Aon Consulting Inc

DATE: 4/18/18-4/20/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • Good overview • PQ- examples of when the wider Aon corporation has been utilized? • Project 1: <ul style="list-style-type: none"> ○ P- experience with Johns Hopkins ACGs ○ Q- will AonPulse be utilized for OMS ad hoc requests? Examples? ○ P- Items in Aon Actuarial Review of the TennCare Program report (FY2017) look like what the RFP has requested. (for example: PMPM, eligibility categories, service category breakdown) ○ M- methodology of TennCare program report could be more detailed, didn't see further explanations in appendices ○ QM- Data Adjustments and Anomalies section was weak. • Project 2: <ul style="list-style-type: none"> ○ Q- examples of fiscal impact estimates of policy and/or program changes? • Project 3: <ul style="list-style-type: none"> ○ I- would like to see before/after of costing process and report outputs noted for this project
2. Subcontractor
<ul style="list-style-type: none"> • N/A. No subcontractor's
3. Job Descriptions
<ul style="list-style-type: none"> • P- has a variety of project management and analyst staff to process complex methodology in RFP
4. Job Descriptions
<ul style="list-style-type: none"> • P- has a variety of project management and analyst staff to process complex methodology in RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Adequate
6. Litigation
<ul style="list-style-type: none"> • N/A.
7. Financial Viability
<ul style="list-style-type: none"> • Adequate.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Deloitte
 DATE: 04/20/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
• Already doing the work and bidder is familiar with the process.
2. Subcontractor
• No subcontractors will be used.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was met by the requirements of the RFP
5. Staff Resumes
• Experienced staff with extensive background in actuary and rate setting within Maine.
6. Litigation
This section was not met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
*Vast understanding of deliverables.
* Easy transition – already has access to programs.
B. Quarterly and Annual Deliverables
This section was met by the requirements of the RFP
C. TCOC Reports
This section was met by the requirements of the RFP
D. TCOC Summary Documents
This section was met by the requirements of the RFP
E. Savings Projections
This section was met by the requirements of the RFP
F. Completion Factors
This section was met by the requirements of the RFP
G. Policy Adjustments
This section was met by the requirements of the RFP

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

bid 555 3070 rate error

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed) *Deloitte Consulting*

DATE: (Insert date proposal was reviewed by individual evaluator) *4/19/18*

EVALUATOR NAME: (Insert your name here) *MEADLINE*

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Part IV. B. Section I. <i>100%cs</i> <i>US 70KEE 200KEE</i> <i>Plan 2014 UK</i>	
1. Overview of Organization	<i>Actuarial, rates, all print</i> <i>SOM Exp 13 yrs</i> <i>MA exp Adv Plan cost</i>
2. Subcontractor	<i>clin prof, RS experts?</i> <i>AC Exp</i> <i>KT Qual areas</i>
3. Job Descriptions Org	<i>Prov Edn?</i> <i>Water, MA RCO - Servudct trans</i> <i>former / on?</i>
4. Job Descriptions Cred + Exp	<i>Water TX print reform</i> <i>NY Rates, HIV, VBP, MCO</i> <i>uncomp. care</i>
5. Staff Resumes	<i>Mostly Deloitte Exp</i> <i>MA - contract free CM?</i> <i>Encounter data TX</i>
6. Litigation	<i>Yes</i> <i>No impact</i> <i>for Profit</i> <i>Only internal report BS no IS</i> <i>Pg 37</i>
7. Financial Viability	<i>Pg 37</i> <i>Rev 37B MBUS</i> <i>QR 1.7 5% decrease</i> <i>EE 200K 70K</i>
8. Licensure and Certification	<i>Act Directory</i>
9. Certificate of Insurance	<i>Prof limb 1M</i> <i>Com " 1-2M</i>
Section II. <i>No Prop</i>	
1. Services to Be Provided	
A. Receipt and Management of Data Files Necessary to Produce Deliverables	
B. Quarterly and Annual Deliverables	<i>29 wks qtr 2 FTE</i> <i>ME AC experience</i>
<i>Collab timeline</i> <i>7x hon</i>	<i>Handles current data feeds + elig - Runout 0/2/12</i>
<i>Present results of roster</i> <i>rate 18% ↑</i>	<i>Attrib exp</i> <i>RAC transparency</i>
<i>Highlight chgs + reason?</i>	<i>TCOC + sav Proj exp</i>
<i>Method advice?</i>	<i>Comp factors</i> <i>IBNP</i>
<i>TCOC flow</i> <i>extensive quality reviews?</i>	<i>Policy adj</i>
<i>Savings</i>	<i>Adhoc ? #</i>
	<i>Wkly mtgs</i>
	<i>xwalk</i>
<i>29 wks qtr 2 FTE</i>	<i>RS concept</i>
	<i>Timeliness + flex I</i> <i>Pg 54</i>
	<i>TCOC detail + Benchmark</i>
	<i>Trend adj</i> <i>Revised</i>

Rox
A - Proj Cov
B - Deb
C - Qual Exp
D - Cost
E - ?
F - Report
G - Method
H - Roster
I - TCOC
J - ME 6/10
2?

Rox
- Accu. tests

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Deloitte
 DATE: April 22, 2018
 EVALUATOR NAME: Olivia Alford
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
P: Bidder has a breadth of experience
P: Bidder has 13 years' experience with Maine
P: Bidder describes current AC work with DHHS.
P: Bidder supports other value-based purchasing work in other states
2. Subcontractor
3. Organizational Chart
4. Job Descriptions
5. Staff Resumes
P: Resumes list staff and current AC work with Maine DHHS.
I: I am not familiar with Kim, Tim or Amanda from our current work on the AC project (which is supported by their resumes which don't list the AC project and instead list other State of Maine work).
6. Litigation
Q: Bidder doesn't list anything (but implication is that they do have litigation).
7. Financial Viability
8. Licensure and Certification
9. Certificate of Insurance
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
P: No ramp up time needed; experience since 2012 with OMS AC program.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Deloitte Consulting LLP
 DATE: April 20 & 22, 2018
 EVALUATOR NAME: Peter Kraut
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • <u>P - Deloitte is our current vendor and therefore knows the program requirements, so there would be no transition necessary.</u> • <u>P - Has extensive experience with Medicaid -- including ACOs and Value Based Payments in MA, TX, NY -- and Health Analytics in general.</u>
2. Subcontractor
<u>NA</u>
3. Organization Chart
<u>Met minimum requirements</u>
4. Job Descriptions
<u>Met minimum requirements except for fact that didn't include each position's minimum qualifications</u>
5. Staff Resumes
<u>Met minimum requirements and were impressive in terms of experiences with other states, etc</u>
6. Litigation
<u>Did not provide</u>
7. Financial Viability
<u>Did not meet RFP minimum requirements. Defer to Nancy on what they did provide</u>
8. Licensure and Certification
<u>Included on pages 39-44. They have actuaries.</u>
9. Certificate of Insurance
<u>Included on pages 46-47</u>
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<u>Includes clear and thorough explanations, which demonstrates their ability to successfully receive, warehouse, and prepare data</u>
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none"> • <u>Includes clear and thorough explanations, which demonstrates ability to successfully produce deliverables</u> • <u>P - "In the past, Deloitte has performed a high-level analysis to identify the appropriate thresholds to flag noteworthy changes. As an increased number of TCOC reports become available, Deloitte will help the Department modify the thresholds as needed."</u> • <u>P - "Deloitte will not only provide OMS staff with a tool to review the TCOC reports, but we will also perform an extensive quality review process at the end of each deliverable, which includes</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Deloitte Consulting LLP

DATE: April 20 & 22, 2018

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

an email to the OMS lead summarizing key results and changes from the last report. We believe our ability to comment and explain highlighted changes are valuable in managing the development of the Maine AC program as the program is constantly growing and adapting to changes. The comments provided will also help OMS staff communicate with the ACs regarding their performance and areas where additional efficiency could potentially be achieved."

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Deloitte

DATE: 4/19/18-4/20/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> P- Considerable experience working with Maine's Office MaineCare Services over the past 13 years and many Medicaid programs within other states.
2. Subcontractor
<ul style="list-style-type: none"> N/A
3. Job Descriptions
<ul style="list-style-type: none"> Staff seem to be adequately qualified to fulfill work within RFP.
4. Staff Resumes
<ul style="list-style-type: none"> Several staff members have previously worked with Maine's Accountable Care Program. Concurrent work with other states is relevant as well.
5. Litigation
<ul style="list-style-type: none"> Rarely involved in litigation associated with consulting services like this one
6. Financial Viability
<ul style="list-style-type: none"> M- No link income statement
7. Licensure and Certification
<ul style="list-style-type: none"> Adequate
8. Certificate of Insurance
<ul style="list-style-type: none"> Adequate
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> P-Significant experience performing these same services, outlined in the RFP, for past several years. P- Organized project management oversight would be ideal in ensuring timelines are met, illustrative timeline is great. Task A.1 and A.2

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Edifecs
 DATE: 04/24/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
Already doing the work with Maine, Bidder knowledge about MaineCare systems, data reporting. <ul style="list-style-type: none"> • Does own audit from outside vendor to ensure HIPAA compliant.
2. Subcontractor
This section was met by the requirements of the RFP. <ul style="list-style-type: none"> • There will be a subcontractor in use.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was met by the requirements of the RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Experienced staff with extensive background in IT. • No longevity in staff.
6. Litigation
This section was not met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> *Vast understanding of deliverables. * Easy transition – already has access to programs. * Platform allows for a more detailed look at data for expediated requests. * At some points could be mirroring the RFP proposal document.
B. Quarterly and Annual Deliverables
This section was met by the requirements of the RFP
C. TCOC Reports
This section was met by the requirements of the RFP
D. TCOC Summary Documents
This section was met by the requirements of the RFP
E. Savings Projections

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Edifecs

DATE: 04/24/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

This section was met by the requirements of the RFP
F. Completion Factors
This section was met by the requirements of the RFP
G. Policy Adjustments
This section was met by the requirements of the RFP
H. Ad HOC Analysis
This section was met by the requirements of the RFP
Section III. Cost Proposal
<ul style="list-style-type: none">• Total cost shown for travel is at almost \$277,000??• Using a subcontractor, but no costs listed.• No rate card given.• No hours listed• No detail into the cost listed.
Section IV: Business Economic Impact

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

Bid 1,845,550

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

Edifecs

DATE: (Insert date proposal was reviewed by individual evaluator)

4/20/18

EVALUATOR NAME: (Insert your name here)

NBodine

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.	US + India
1. Overview of Organization 2/2/18	WA 450EE WJ (3) TN - LTSS, EOC, (6) 1/18 IAFD data quest 40% - 5/18/18
2. Subcontractor (1) actuarial	BCBS (3) State programs
3. Job Descriptions	Optima FFS -> SS, bundle, profind, patient S, TROC, PMAA
4. Job Descriptions	"deep knowledge", approved
5. Staff Resumes	Exp varied T6: 20th
6. Litigation	Edifecs EE
7. Financial Viability	Not required pg 23
8. Licensure and Certification	HITRUST -> HIPAA
9. Certificate of Insurance	Com Insur 1-2m Security Mgmt Policy document
Section II.	Comp Umbrella 5M
1. Services to Be Provided	WC 1m EFO RPT
A. Receipt and Management of Data Files Necessary to Produce Deliverables	Roster Rost/Ref
B. Quarterly and Annual Deliverables	benchmark
	TROC
	Completion
	Team obj
	Risk subv?
	SS
	Ad hoc
	Pres Plan
	Behavioral broken rit
	Pro est-range FC
	Policy
	Data receipt + processing

A Conn
 B Del
 C Qual Exp
 D Cost 1/6 Hrs/pratery
 E ?
 F Appd
 G Riskel
 H Roster
 I TROC
 J ME 8/0

Vms like data

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Edifecs
 DATE: April 22, 2018
 EVALUATOR NAME: Peter Kraut
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<u>Appendix C</u>
<ul style="list-style-type: none"> • <u>P – “has been serving the healthcare industry for 22 years ... [clients including] 31 State Medicaid Agencies.”</u> • <u>M - “description of projects that occurred within the past five years,” did not include contact info for any of the projects</u> • <u>M – project 1 is interesting but not necessarily relevant to AC work</u> • <u>M – project 2 is interesting and shows they get the importance of clean data, but beyond that is not relevant to AC work</u> • <u>P - project 3 is very relevant to AC work and sounds impressive. And even though RFP is for current program, shows that vendor could be helpful in program evolution</u>
2. Subcontractor
<u>They sub to an actuary in Arkansas</u>
3. Org Chart
<u>Included</u>
4. Job Descriptions
<u>P – in general all job descriptions look good, although did not fully match org chart</u>
5. Staff Resumes
<u>P – in general all resumes look good;</u>
6. Litigation
<u>OK</u>
7. Financial Viability
<u>Defer to Nancy. They wrote “As a privately-held firm, Edifecs is not required to file the ...[required] documents”</u>
8. Licensure and Certification
<p><u>P – “Edifecs thinks that the following certifications are required to provide the proposed services:</u></p> <p><u>1) Fellow of the Society of Actuaries (see attached “Exhibit 8b”)</u></p> <p><u>2) HITRUST Alliance’s Common Security Framework (CSF) Certification (see attached (“Exhibit 8a”)</u></p> <p><u>In addition, Edifecs also has the following regulatory industry accreditations:</u></p> <ul style="list-style-type: none"> • <u>AHIMA</u> • <u>HIPAA</u> • <u>HIMSS</u>
9. Certificate of Insurance
<u>Looks ok</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Edifecs

DATE: April 22, 2018

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

Section II.

M - I know the RFP says appendices are not included in overall page limit, but did their approach – creating multiple exhibits to so as to shorten this section – run afoul?

1. Services to Be Provided

A. Receipt and Management of Data Files Necessary to Produce Deliverables

Response succeeds in demonstrating vendor's ability to successfully receive, warehouse, reconcile, and prepare data for use in deliverables

B. Quarterly and Annual Deliverables

- M – in initial pages, my sense was that they clearly understand the requirements, but as I read more I developed a concern, given all their references to their already-built products and processes (e.g., cover letter ““Edifecs, as described above, as part of its combined solution and services delivery model for MaineCare, would be utilizing a configurable COTS ‘Shared Savings’ software solution that allows for rapid implementation and easy scaling of Accountable Care programs, including those based on TCOC, but also those more specialized types of programs, should the State decide to expand on the current set of initiatives”), about whether they understand that we already know exactly what we want the deliverables to look like, but that even if they do understand it, that it might not be as easy to adapt their existing systems to our needs as they might think it is. Also, in several places (e.g., their figure 27 in exhibit B.3.a) they appear not to understand the details (although I would be surprised if that would remain true if we met with them to provide more explanation).
- P – they go above and beyond what we asked for when they offer:
 - "Use TCOC analytics: develop analytics to support the design and implementation of population-based initiatives to optimize medical spend
 - Identify TCOC drivers – concentration of spend in terms of providers, member segment, clinical conditions, etc., with trends
 - Determine service category specific details, opportunities, target unit costs, utilization trends.
- I - Exhibit B.2.a – it looks like their bid includes an off the shelf offering that does what AC portal does
- N- sloppy in a couple of places refer to “home health”
- P – their projection approach is reasonable

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Edifecs

DATE: 4/20/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • Q- How will using the “configurable data management and reporting platform” affect required reporting? • Q- how does the bidder propose to “empower the ACs with dynamic, real-time, cause and effect insights as to what is impacting their current performance, and guide them to optimal results with community, system, practice, provider and patient-level reporting”? • Q- what are the 31 State Medicaid Agencies
2. Subcontractor
<ul style="list-style-type: none"> • Q- Does Cedarview Consulting, Inc. have any subcontractors? Who is responsible for keeping all PHI securely stored? Where will this information be stored?
3. Job Descriptions
<ul style="list-style-type: none"> • P- well qualified staff to fulfill RFP requirements. Diverse set of skills.
4. Staff Resumes
<ul style="list-style-type: none"> • P- well qualified staff to fulfill RFP requirements. Diverse set of skills.
5. Litigation
<ul style="list-style-type: none"> • Q- would this complaint apply if Edifecs was the party to file the complaint?
6. Financial Viability
<ul style="list-style-type: none"> • M- insufficient. No reports provided
7. Licensure and Certification
<ul style="list-style-type: none"> • P- Security Management Process Policy seem thorough • P- certifications are adequate
8. Certificate of Insurance
<ul style="list-style-type: none"> • P- adequate
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> • Bidder met minimum

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Edifecs
 DATE: April 22, 2018
 EVALUATOR NAME: Olivia Alford
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
M: Bidder appeared very technology/software or MMIS focused
I: Edifecs has many other interesting service lines/offerings which may or may not relate to this work.
Q: I am unsure of how the use of Commercially-available Off the shelf products will impact the work in this proposal.
P: The Optima Health project seemed relevant to OMS's work.
2. Subcontractor
I: Edifecs will use a subcontractor; in the description for this subcontractor it talks about managed care.
3. Organization Chart
Q: It is unclear from the organization chart who will be from Edifecs and who is from Cedarview Consulting.
4. Job Descriptions
Q: I am unclear on how this job of the Actuarial Specialist would materialize: "This role will also actively participate in reviews of upcoming legislative policy changes and assist with identifying their impact on the existing programs."
M: The minimum qualifications for the value-based programs subject matter expert are limited and vague.
Q/M: The project/program manager role descriptions lists experience with software delivery projects which is not how I would characterize this work.
5. Staff Resumes
Q: Some of the qualifications discuss healthcare technology as opposed to analytics.
M: Some resumes do not seem polished.
P: Some staff have accountable care organization experience.
I: Has a physician/medical director on staff; however I am unsure how this would assist our program.
M: The titles on the organizational chart and the resumes do not line up.
6. Litigation
7. Financial Viability

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Edifecs

DATE: April 22, 2018

EVALUATOR NAME: Olivia Alford

EVALUATOR DEPARTMENT: Health and Human Services

8. Licensure and Certification
I/P: Bidder provided substantial information on data security/compliance protocols and certifications.
9. Certificate of Insurance
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
P: Has extensive experience handling Medicaid claims data.
Q/I: It appears Edifecs would be modifying existing software to fit this program, which could go poorly or could be fine.
P/Q: The dashboard/data visualization tools are appealing; however, I am unsure if these will be available to OMS and/or AC lead entities.
B. Quarterly and Annual Deliverables
Q/M: This proposal is difficult to follow with some areas having very detailed ideas and others with little detail.
Q: I am unsure of the statements under Ad-hoc and whether the State should be concerned that Edifecs may not have the ability to respond to more frequent or time sensitive needs.
Q: Edifecs appears to have more capabilities if one uses the full Edifecs platform, but I am unsure what is available without this platform/what is contingent on adopting the full platform.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: HealthTech
 DATE: 04/25/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • Previous work with the Dept. • Certainly, believe in their subcontractor. • Cannot distinguish between Bidder and Subcontractor's role.
2. Subcontractor
This section was met by the requirements of the RFP.
<ul style="list-style-type: none"> • There will be a subcontractor in use.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was met by the requirements of the RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Experienced staff with extensive background in database background No longevity in staff.
6. Litigation
This section was not met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
This section was met by the requirements of the RFP
B. Quarterly and Annual Deliverables
This section was met by the requirements of the RFP
C. TCOC Reports
This section was met by the requirements of the RFP
D. TCOC Summary Documents
This section was met by the requirements of the RFP
E. Savings Projections
This section was met by the requirements of the RFP
F. Completion Factors

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: HealthTech

DATE: 04/25/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

This section was met by the requirements of the RFP
G. Policy Adjustments
This section was met by the requirements of the RFP
H. Ad HOC Analysis
This section was met by the requirements of the RFP
Section III. Cost Proposal
<ul style="list-style-type: none">• No rate card given.
<ul style="list-style-type: none">•
<ul style="list-style-type: none">• Section IV: Business Economic Impact
<ul style="list-style-type: none">•
<ul style="list-style-type: none">•

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: HealthTech
 DATE: April 27, 2018
 EVALUATOR NAME: Olivia Alford
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> P: HealthTech is a somewhat new organization (2011). I: Bidder has an existing relationship with State of Maine / DHHS. M: One paragraph is repeated in the overview. P: Myers and Stauffers has extensive and relevant experience. P/M: The first two projects are impressive and show a breadth of operational, analytical, and policy experience. The final project is not as relevant.
2. Subcontractor
3. Organizational Chart
<ul style="list-style-type: none"> I: I am unclear on what this means "All proposed resources are consultants that serve different roles to the project team."
4. Job Descriptions
5. Staff Resumes
<ul style="list-style-type: none"> P: There is significant health information technology experience represented. Q: I am unsure how the consultants would necessarily contribute to the services listed in the RFP. Q: I am unsure if an actuary will be utilized, a CPA is listed.
6. Litigation
7. Financial Viability
8. Licensure and Certification
9. Certificate of Insurance
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> P: The bidder appears confident that their system can handle the amount and complexity of data.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Health Tech
 DATE: April 27, 2018
 EVALUATOR NAME: Peter Kraut
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • <u>P - List of clients shows they are a serious firm (page 9 of PDF). State clients include KY,WY, CO.</u> • <u>I – asserts that knows Maine healthcare landscape due to two contracts to assist Maine with Meaningful Use / Infrastructure</u> • <u>A little sloppy that they included the identical Myers and Stauffer’s paragraph in two separate places.</u> • <u>Project #1 – Wyoming. Relevant. “The Wyoming Enterprise Data Warehouse (EDW) contains both clinical and claims data on Medicaid recipients and gives users access to advanced reporting and analytics capabilities. To date, HTS has more than five years of claims data in the data warehouse including institutional, professional, medical, dental, and pharmacy claims data. Various payers submit the claims data to the EDW, including Medicaid and CHIP. All claims data is available for aggregation, analysis, and reporting...Providers can review data that has been attributed to their patient or clinic panel, offering a comprehensive view of the patient’s record with reporting on total paid and aggregated cost of care.”</u> • <u>Project #2 – Relevant. NJ DSRIP program – which attributes members to hospitals based on historical care so as to be able to measure hospital quality-- has been led by Myers and Stauffer, including “developed and recommended performance measure benchmarks for all pay-for-performance measures for the program, and calculated improvement target goals expected for each hospital. We complete year-over-year summary reports and detail sufficient to support payment and federal approval... In partnership with the State, Myers and Stauffer evaluates hospitals’ quarterly progress reports which document their achievements for the preceding quarter.”</u> <ul style="list-style-type: none"> o <u>In case we would want to amend program: “The New Jersey DSRIP engagement is a great example of our work with a state to design, implement, and provide ongoing services and support to a delivery system transformation initiative. We were at the table with New Jersey during the early years of designing and negotiating the final program with CMS. Today, we are still at their side helping with the daily operations and future planning of the program.”</u> • <u>Project #3 – Georgia Clinical Quality Measures System. Not particularly relevant. Very short summary.</u>
2. Subcontractor – minimum requirement met
<ul style="list-style-type: none"> • <u>P – Myers and Stauffer appears to be qualified (pages 11-13). State clients include NV, ID, CO, NH, NJ, TX, WA.</u> • <u>Q - They mention use of social determinants of health in their other contracts. What was data source, and what exactly did they do?</u>
3. Org Chart– minimum requirement met
4. Job Descriptions– minimum requirement met

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Health Tech

DATE: April 27, 2018

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

<u>P – descriptions and staffing appear relevant to the project</u>
5. Staff Resumes – <u>minimum requirements met</u>
6. Litigation – <u>minimum requirement met</u>
7. Financial Viability – <u>minimum requirement met</u>
<u>Defer to Nancy</u>
8. Licensure and Certification – <u>they said not applicable</u>
9. Certificate of Insurance – <u>minimum requirement met</u>
Section II.
1. Services to Be Provided
<ul style="list-style-type: none"> • <u>“HealthTech Solutions leverages Amazon Web Services (AWS) to host the information technology infrastructure for both internal users and clients</u> • <u>“For data transfer, HealthTech Solutions proposes MoveIT</u> • <u>“HealthTech Solutions uses Microsoft’s SQL Server Data Tools (SSDT) for all extract/transform/load (ETL) operations</u> • <u>“All the advanced processing needed to prepare the data for analysis will be performed using this toolset including quality, cleansing, attribution, and other preparation processes. This provides absolute control over the process, which we use to perform extensive logging to capture all anomalies and errors, and preserve the provenance of each data element.”</u>
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> • <u>1. Claims Feeds and Eligibility Files – bidder successfully demonstrates understanding and capability</u> • <u>2. Other Files Necessary to Produce Deliverables –</u> <ul style="list-style-type: none"> ○ <u>Bidder does not show full understanding of use of risk scores (bidder mentions that used in trend, but there is no mention of risk adjusting AC base year TCOC to be comparable to AC performance period TCOC)</u> ○ <u>bidder otherwise successfully demonstrates understanding and capability,</u>
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none"> • <u>1. Rosters -- bidder should be commended for going into great detail in terms of addressing deliverables and process, and – while not 100% accurate on several details – nevertheless demonstrates sufficient understanding and capability</u> • <u>2 & 3 TCOC Reports and Summary Document – combined response</u> <ul style="list-style-type: none"> ○ <u>I do not follow why bidder revisits ETL etc</u> ○ <u>I do not follow figure 7 and “dimensional store” vs “data mart”</u> ○ <u>Insufficient explanation of exactly what Myers and Stauffer will do and how those adjustments fit back in process-wise, so I am not convinced bidder understands the process</u> ○ <u>Claims capping is missing from the processes</u> ○ <u>I do not see anything about the Summary Document - bidder did not meet minimum requirements</u> • <u>4. Savings Projections – bidder meets minimum requirements</u> • <u>5. Completion Factors – the bidder understands completion factors, including that developing them requires actuarial judgment, but there is nothing in their application stating that they have actuaries on their team</u> • <u>6. Policy Change Adjustments - bidder successfully demonstrates understanding and capability</u> • <u>7. Ad hoc Analyses - - bidder meets minimum requirements</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

Bid 1525000
250 M+S

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

HealthTech
4/24/18

DATE: (Insert date proposal was reviewed by individual evaluator)

EVALUATOR NAME: (Insert your name here)

NWBodine

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Rev 7M 13M

Part IV. B. Section I.		RFP PDF
1. Overview of Organization	KY 2011 6 yrs (25) states SOM 2013 EHR P&IP M+D (HHS) DC, OSC	
2. Subcontractor	Myers + Starfer 197 many states VBF 700C Idaho - NIT MCO M+S HHS W Rosters Hosp KY - NY DWH + Panels Clin measures C 830K 19	Edin cms nets
3. Job Descriptions	DRIP - MED Robinson Costs 20 Relay on M+S for expert GA clin measures "actionable?" "autonomous"	
4. Job Descriptions	5-10 yrs Requires	
5. Staff Resumes	includes CEO 2015 starts 20 yr exp Rev 7M 13M	85% 16% 19M
6. Litigation	None, EMT?	Present Fairly
7. Financial Viability yrs	pg 117	2014 2015 QR 3.5:1 5.1:1 NIT Rev 47% 47% less mbr 4% 13%
8. Licensure and Certification	N/A? pg 128	2016 8.4:1 48% 20%
9. Certificate of Insurance	WA - 1M Alaska 1-3M Rate 1M	High content Labor 5 cust 70% rev 3=63%
Section II.		Related parties pg 104
1. Services to Be Provided	Setup 5M	consult lease + tenant
A. Receipt and Management of Data Files Necessary to Produce Deliverables	Amazon, AWS / Move IT / SQL	40%K Lease in ME
B. Quarterly and Annual Deliverables	Rosters RTP Attrib RD WHI? pg 20 Conversations lang. Rosters of Panels M+S Policy, Long, Trend Using HTS benchmark and store Outlier Completed in studies Policy Trend act Non-AC? Risk act? pg 31	4/25 58% ASU impact Lease Rev Credit loss pg 15 + CT

- Appx
- ✓ A - Core
- ✓ B - Data
- ✓ C - and P&IP
- ✓ D - Cost
- E ?
- ✓ F - Report
- ✓ G - Method
- ✓ H - Rosters
- ✓ I - Trend
- ✓ J - ME 2/10

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: HealthTech

DATE: 4/24/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • P- established organization with considerable experience in over 25 states and supports many state government agencies. • Project 1 <ul style="list-style-type: none"> ○ Bidder has developed automated assessment and data validation tools similar to those outlined in RFP • Project 2 <ul style="list-style-type: none"> ○ Myers and Stauffer are project leads, seems to be a collaborative approach with proven results
2. Subcontractor
<ul style="list-style-type: none"> • One subcontractor being used, bidder meets minimum requirements.
3. Org Chart
<ul style="list-style-type: none"> • Attachment 3 is litigation, should have referenced attachment 4.
4. Job Descriptions
<ul style="list-style-type: none"> • Staff seem well qualified to complete work within RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Staff have extensive experience in all areas outlined in the RFP. • No actuaries
6. Litigation
<ul style="list-style-type: none"> • N/A?
7. Financial Viability
<ul style="list-style-type: none"> • Young, small organization
8. Licensure and Certification
<ul style="list-style-type: none"> • No individual or organization licensure provided.
9. Certificate of Insurance
<ul style="list-style-type: none"> • Requirement met
Section II.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: HealthTech

DATE: 4/24/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none">• P - State has experience with MoveIT sFTP platform proposed by bidder.• P - bidder values securely storing all PHI evidenced in explanation of current controls.• P - Bidder's understanding of volume/type of claims is correct.• M- minimal innovation in receipt/storage of files
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• P- Bidder's understanding of attribution is correct.• P- Extensive experience in collaborating with stakeholders around policy change adjustments.• M- savings projection is brief, no innovation in how savings is derived.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Mercer
 DATE: 04/26/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • History working with DHHS organizations as actuaries. • Assists other organizations with TCOC, analytics, rate settings.
2. Subcontractor
This section was met by the requirements of the RFP.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was not met by the requirements of the RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Extensive qualifications within staff.
6. Litigation
This section was met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<p>This section was met by the requirements of the RFP</p> <ul style="list-style-type: none"> • Understands the execution of the deliverables. • MercerConnect, is there a cost to this program?
B. Quarterly and Annual Deliverables
This section was met by the requirements of the RFP

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Mercer

DATE: 04/26/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

C. TCOC Reports
This section was met by the requirements of the RFP <ul style="list-style-type: none">• Has a draft workplan to help manage the coordination with the dept.
D. TCOC Summary Documents
This section was met by the requirements of the RFP
E. Savings Projections
This section was met by the requirements of the RFP
This section was met by the requirements of the RFP
F. Completion Factors
This section was met by the requirements of the RFP
G. Policy Adjustments
This section was met by the requirements of the RFP
H. Ad HOC Analysis
This section was met by the requirements of the RFP
Section III. Cost Proposal
Section IV: Business Economic Impact

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

Bid 1207,740

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

Mercer

DATE: (Insert date proposal was reviewed by individual evaluator)

4/27/18

EVALUATOR NAME: (Insert your name here)

M. Bodine

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Mercer 33% Rev 4B 1-3% growth
140 yrs March + McKeenan 14B Rev 44B Nov 10% Net income
65KEE F500
of org for solutions? no

Part IV. B. Section I.			
1. Overview of Organization	NY/AZ 30+ yrs	10 yrs CA	MA 1992 LT, HPL, TREC, AC 2/11
2. Subcontractor & pg 53	35 states	20+ yrs	CT VEP FORK A&O support - workers + reply
3. Job Descriptions pg 56	1972 Govt Div 27EE		NS MCO ETC - COMM B/H
4. Job Descriptions pg 57			
5. Staff Resumes pg 62 + Good exp pg 79 Maine			
6. Litigation pg 54 SEC M/M	M/M 2004 Ins. Industry 130000		
7. Financial Viability	Not required		pg 83 Link "Error processing" not after 2018 Rev growth M/M 4%
8. Licensure and Certification	MAAA SOA		Consult 5%
9. Certificate of Insurance	Can 2-4M		30% margin
Section II.			
1. Services to Be Provided			
A. Receipt and Management of Data Files Necessary to Produce Deliverables pg 10			
B. Quarterly and Annual Deliverables			
			Dash board's
			Comm issues
			Map of AC's AC's
			Risk Ad. experts
			Non-AC
			T/OC
			Business K's
			Trust
			IBAR
			Voting? pg 16. pg 23 do/learn
			FC +/- 10 24 box?/s

Appx
1A Cov
1B Del
1C Data Exp
1D Cost same netw. no table
E?
F Appx
G Method
H Risk
J TREC
J ME 2/10

Exceptions pg 92 Routine?
"Trail by July pg 94"

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Mercer
 DATE: April 29, 2018
 EVALUATOR NAME: Olivia Alford
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • P: Has history with other Medicaid agencies, including long-standing relationships. • P: Thirty-five people on Informatics team within Mercer Government. • P: Proposed staff includes three actuaries. • P: Bidder has extensive, relevant, and impressive experience presented in project summaries. This experience spans a range of Medicaid areas.
2. Subcontractor
3. Organizational Chart
4. Job Descriptions
<ul style="list-style-type: none"> • P: Discusses project management and peer review process. • M: Did not include minimum qualifications for each position.
5. Staff Resumes
6. Litigation
<ul style="list-style-type: none"> • M: Bidder only included a link for related information.
7. Financial Viability
8. Licensure and Certification
9. Certificate of Insurance
<ul style="list-style-type: none"> • I/Q: Bidder provided additional terms which would need to be reviewed during contracting if this proceeded.
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> • P: Bidder discusses their data validation process. • P: The workplan proposal sounds beneficial. • P: The bidder demonstrates a sound understanding of deliverables and presents a methodology for each component.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Mercer
 DATE: April 29, 2008
 EVALUATOR NAME: Peter Kraut
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • <u>Significant long-term work with other state Medicaid programs</u> • <u>Mercer informatics groups would lead this contract "Our Informatics sector is focused on the interpretation and evaluation of detailed claims/encounter data, including data analysis and enhancement" (Page 47) with support from Actuarial/Financial (page 62)</u> • <u>Three actuaries will be on this project</u> • <u>Project 1 – MA. Rate setting. UPL. TCOC. Shared savings. Highly relevant, clearly shows grasp of work under our contract.</u> • <u>Project 2 – CT. Rate setting. TCOC & Shared savings for FQHCs. Shared savings for duals proposal. Highly relevant, clearly shows grasp of work under our contract</u> • <u>Project 3 – NJ. Rate setting. "Incorporate cutting-edge efficiency analyses/adjustments directly into capitation rate setting, such as unnecessary ER use, preventable hospitalizations, and improved pharmacy management" – could be useful in future. "Work with the State on evaluating various options related to a shared savings/accountable care organization program." Financial and Encounter Modeling and Reporting.</u> • <u>importance of peer review (page 57)</u> • <u>importance of detailed documentation (page 57)</u>
2. Subcontractor
NA
3. Org Chart
OK
4. Job Descriptions
Look good
5. Staff Resumes
Qualified
6. Litigation
page 58 – did not provide
7. Financial Viability
defer to Nancy
8. Licensure and Certification
OK. They have actuaries.
9. Certificate of Insurance
OK
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Mercer

DATE: April 29, 2008

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

- 1. Claims Feeds and Eligibility Files – response displays bidder’s ability to perform necessary tasks
- 2. Other Files Necessary to Produce Deliverables - response displays bidder’s ability to perform necessary tasks

B. Quarterly and Annual Deliverables

- 1. Rosters – response displays bidder’s ability to produce deliverables
- 2. TCOC Reports – response displays bidder’s ability to produce deliverables:
 - Rate setting work routinely performed by bidder is analogous to TCOC work
 - Bidder successfully describes multiple exhibits within deliverable
- 3. TCOC Summary Document. response shows that bidder understands what we want the document to be (e.g., mention of color coding, matching format of TCOC reports, etc)
- 4. Savings Projections - response displays bidder’s ability to produce deliverables. They mention multiple possible approaches in terms of complexity, flexibility to design accordingly
- 5. Completion Factors - response displays bidder’s ability to produce deliverables
- 6. Policy Change Adjustments response displays bidder’s understanding of process, including
 - mention that this type of work is part of rate setting
 - there are actuarial standards they follow for this type of work
 - understands that deliberative process helps with quality of the process and product
 - discusses issue of ramp-up and other questions to be discussed regarding each policy change
- 7. Ad hoc Analyses - Recommends running list of possible ad hocs to prioritize, and a not-to-exceed ad hoc budget

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Mercer

DATE: 4/26/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • P- most work with Commonwealth of Massachusetts is relevant to scope of work in RFP • P- State of Connecticut, Department of Social Services
2. Subcontractor
<ul style="list-style-type: none"> • N/A
3. Org Chart
<ul style="list-style-type: none"> • Met minimum qualifications
4. Job Descriptions
<ul style="list-style-type: none"> • Experienced staff throughout
5. Staff Resumes
<ul style="list-style-type: none"> • Adequate experience
6. Litigation
<ul style="list-style-type: none"> • Did not provide list of pending litigation
7. Financial Viability
<ul style="list-style-type: none"> • Bidder met minimum requirements
8. Licensure and Certification
<ul style="list-style-type: none"> • Met minimum requirements
9. Certificate of Insurance
<ul style="list-style-type: none"> • Bidder met minimum requirements
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> • Bidder demonstrated they can receive and safely store all necessary files to produce deliverables.
B. Quarterly and Annual Deliverables

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Mercer

DATE: 4/26/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

- | |
|---|
| <ul style="list-style-type: none">• Policy change adjustments is Bidder's strongest part of response, extensive experience incorporating adjustments into reports.• Understands the deliverables enough to complete the work, minimal innovation in complete RFP requirements. |
| |
| |
| |

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Molina
 DATE: 05/01/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • History working with DHHS – easy integration • Assists other organizations with data collection, repository, and reporting. • All three projects are based on their contractor's ability. Would like to have seen what Molina does. Unclear what their role is and what extent they assisted their contractors, if any.
2. Subcontractor
This section was met by the requirements of the RFP.
They will have subcontractors.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was not met by the requirements of the RFP
5. Staff Resumes
<ul style="list-style-type: none"> • Extensive qualifications within staff and subcontractors • Who is Nicholas Fabbicante and Maria Dominiak consult for? Molina, IBM Watson or CCNC
6. Litigation
This section was met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
<ul style="list-style-type: none"> • Audit that was given was for system, not financials.
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was not met by the requirements of the RFP
*Liability Insurance has no expiration date, no issuer's name or contact information or no date issued.
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Molina

DATE: 05/01/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

<p>This section was met by the requirements of the RFP</p> <ul style="list-style-type: none">• Still unsure what the role of the Bidder is.• States Bidder will provide the data, are they no already doing that?•
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• Maybe doesn't understand the program process or deliverables.
C. TCOC Reports
<p>This section was met by the requirements of the RFP Has a draft workplan to help manage the coordination with the dept.</p>
D. TCOC Summary Documents
<p>This section was met by the requirements of the RFP</p> <ul style="list-style-type: none">• Bidder understands the process of the TCOC reports.
E. Savings Projections
<p>This section was met by the requirements of the RFP</p>
<p>This section was met by the requirements of the RFP</p>
F. Completion Factors
<p>This section was met by the requirements of the RFP</p>
G. Policy Adjustments
<p>This section was met by the requirements of the RFP</p>
H. Ad HOC Analysis
<p>This section was met by the requirements of the RFP</p>
Section III. Cost Proposal
<ul style="list-style-type: none">• No rate of the Controller or the Actuary?
Section IV: Business Economic Impact

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

Bid 8450915.20

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

DATE: (Insert date proposal was reviewed by individual evaluator)

EVALUATOR NAME: (Insert your name here)

EVALUATOR DEPARTMENT: Health and Human Services

Molina
5/1/18
MBodine

Instructions: The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Part IV. B. Section I.	7000 EE 380K 2%	95EE 1998
1. Overview of Organization	2008 Current vendor reimburse, SURS	IBM attr + TLOC IBM vendor ORA + Actuary + PMPA TLOC Valid date
2. Subcontractor	84% Bid SC Pg 19-26	IBM CO - DW, AC, Portal VBT exp?
3. Job Descriptions	pg 24/25	MT - very basic NC - DW, BM, Savings FPS
4. Job Descriptions	DW, BM, Savings FPS (Low)	Relevant 20 states Cap rates CRG's pg 40
5. Staff Resumes	Contract people/exp	
6. Litigation	(3) pg 41 Pg 107	
7. Financial Viability	a. AICPA No. 70 MIS Tests + results, Disaster Rec., Testing	Molina IS - subcontract Q. 2018 Rev 5%
8. Licensure and Certification	Written ISO, staff Qual reqs CME, Recovery Lic.	Hours MHC 14 15 F500 CA 3215 5306
9. Certificate of Insurance	pg 385 Com 1-30 Auto 10	CL 2174 3822 15 1.4
Section II.	Unbid 25M	Annual Ref 2017. 18B Rev Premium
1. Services to Be Provided		512m Lo??
A. Receipt and Management of Data Files Necessary to Produce Deliverables	Exports currently in DSS form modify for AC Data Platform	VMS Portal
B. Quarterly and Annual Deliverables	pg 399	pg 398 non-AC providers Plurality clean/app's rules/export
		Restors - attrit
	InA + 1st # = 2nd / 2 84% SC No initial ranking Part cost pg 410 to proposal	Non-AC + Invid? pg 402 TLOC
		Savings pg 405 Completion - work w/ state
		COMM. IBM "Policy Insure" pg 407

quad. aim
MC
Multiple plans ↑ 40%
Obamacare ↓ indicat
MHC Inc
EPS ↑ Net inc ↑
Restructuring recovery
16
5988
1570
1.3

Agg
A-Cov
B-Deliv
C Qual Exp
D Cost
E?
F App
G Mkt
H Restr
I TLOC

pg 406

Adhoc IBM CR's

J ME 6/10

3 Partners

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Molina

DATE: May 3, 2018

EVALUATOR NAME: Olivia Alford

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> P: CCNC is well-known and respected for their work in Medicaid reform efforts.
<ul style="list-style-type: none"> P/Q: It is somewhat clear what role IBM and CCNC will play; however, I am unclear on what Molina will provide specifically.
<ul style="list-style-type: none"> P: IBM and Molina have a long history with DHHS and with a number of state Medicaid/Medicare initiatives. IBM has experience with federal initiatives as well.
<ul style="list-style-type: none"> Q: I'm unsure what aspect of Health Homes Stage A/B and Opioid Health Homes, Molina is referring to in the overview as a service they delivered.
<ul style="list-style-type: none"> P: Project one and three shows relevant experience and skills, while project two is less directly relevant to the work of this RFP.
<ul style="list-style-type: none"> I: All three projects are for IBM Watson's piece only.
2. Subcontractor
<ul style="list-style-type: none"> Q: There are a few places where the Bidder references CCNC work with Maine but this is not explained further.
<ul style="list-style-type: none"> P: The bidder describes numerous ways in which the subcontractors have demonstrated capacity to perform the services in this RFP.
3. Organizational Chart
<ul style="list-style-type: none"> I: Bidder lists a few key staff which have experience with Maine state staff through various projects.
4. Job Descriptions
<ul style="list-style-type: none"> M: The ETL Engineer requires one year or less of various skills/experience.
<ul style="list-style-type: none"> Q: I am unclear what role the ACO SME, Consulting Physician, and Quality Metrics and Visualization Manager would play in completing the work in this RFP as it does not include outreach to providers or quality metrics reporting.
<ul style="list-style-type: none"> M: The CNCC job duties appear to be referencing work the staff do for CNCC.
<ul style="list-style-type: none"> P: The Bidder includes actuaries in the proposal.
5. Staff Resumes
6. Litigation
7. Financial Viability

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Molina

DATE: May 2, 2018

EVALUATOR NAME: Peter Kraut

EVALUATOR DEPARTMENT: Health and Human Services

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none">• <u>Descriptions of all three partners shows each one independently is likely qualified:</u><ul style="list-style-type: none">○ <u>Molina's parent company "Molina Healthcare provides MCOs to 13 states and Puerto Rico, providing advanced data analytics for health homes, ACOs, VBP, payment reform, and financial forecasting and trending, including Healthcare Effectiveness Data and Information Set (HEDIS) reporting."</u>○ <u>"IBM Watson Health has been involved with the ACO model since its inception. As a subcontractor to another firm from 2012 to 2016, they helped CMS evaluate the first-in-the-nation Medicare Pioneer ACO model... IBM Watson Health also provides ACO services similar to those described in this RFP through its Medicaid data warehousing and data analytics contracts in several states, including Colorado and North Carolina. These projects are highlighted in the project descriptions later in this Appendix C."</u>○ <u>CCNC 20 yr experience in North Carolina community-based population health infrastructure would be great IF we were working on comprehensive joining of AC, HH, CCT, and/or offering providers care management assistance, but that's not what this contract is. Thus is it unclear what they add beyond Molina and IBM, and why Molina and Watson feel yet another party is necessary to review their work (e.g., Molina has its own actuaries).</u>• <u>The three project example all focus on IBM Watson with no mention of the other two partners.</u><ul style="list-style-type: none">○ <u>Project 1 . Relevant. IBM attributing members to Colorado PCPs and providing data through a portal (although not much detail re what exactly).</u>○ <u>Project 2. Less relevant. IBM assists Michigan Public School Employees Retirement System in evaluating PCMH program. Attribution of members to intervention and control groups has elements of utilization-based attribution.</u>○ <u>Project 3. Relevant. IBM developed North Carolina multi-payer data warehouse, then do analytics.</u>
2. Subcontractor
<ul style="list-style-type: none">• <u>Again, CCNC strikes me as redundant with IBM; e.g., IBM has "technology to support complex attribution methods to assign members to providers, and calculate TCOC" (p 19) and "developed and implemented client-attribution methodologies for a variety of applications and services," (20-1) while CCNC "has demonstrated the capability to implement a complex methodology to assign members to various organizations," then response continues to show this redundancy for each of the RFP's deliverables (However, the IBM Watson experience on PDF pages 23-4 seem irrelevant to policy adjustment work, and for some reason, no IBM info is presented for quarterly TCOC reports (even though IBM info is presented for annual TCOC reports; also, it is unclear why the response</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

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EVALUATOR DEPARTMENT: Health and Human Services

<p><u>separated out annual reports from quarterly reports (given that they are virtually identical), and then put some CCNC and IBM qualifications under one but not the other).</u></p> <ul style="list-style-type: none"> <u>I am confused by reference to Maine in this sentence, since we do not have capitation: "CCNC has extensive experience in developing completion factors for a wide variety of programs. For example, CCNC actuarial team members have developed Medicaid actuarial capitation rates in over 20 states, including Maine, Vermont, and North Carolina."</u>
3. Org Chart
<u>Met minimum, but appears staff heavy.</u>
4. Job Descriptions
<u>Met minimum. Duties of some are not relevant to this contract.</u>
5. Staff Resumes
<ul style="list-style-type: none"> <u>Only three bios have any mention of ACOs or shared savings or rate setting</u> <u>I have always had good experience with Nick F re the portal.</u>
6. Litigation
<u>Met minimum</u>
7. Financial Viability
<u>Defer to Nancy</u>
8. Licensure and Certification
<u>Met minimum</u>
9. Certificate of Insurance
<u>Minimum not met</u>
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> <u>1. Claims Feeds and Eligibility Files –</u> <u>2. Other Files Necessary to Produce Deliverables</u> <ul style="list-style-type: none"> <u>page 10 2nd to last bullet: interesting concept: building the AC sac category into MIHMS itself....</u> <u>Page 7 proposal to handle non-claim excel files — and their saying that process is "slow" — shows they do not get it</u>
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none"> <u>1. Rosters.</u> <ul style="list-style-type: none"> <u>table on page 6 misses the point the HH enrollment is part of attribution, they do not mention it in roster section either</u> <u>page 10 - highlighted text shows lack of understanding: "for attribution purposes (a.i.), AC provider network membership (a.ii.), non-AC providers that nonetheless provide most of their services in AC settings"</u> <u>page 10 - "Quarterly, Molina creates and exports the list of practices and emergency departments (and the organizations to which they belong) received from the State to IBM Watson Health." this is incorrect: this is only done annually; it is provider lists that are updated quarterly, and they do not mention that.</u> <u>Page 12 – rosters are already provided at the portal</u> <u>2. TCOC Reports</u> <ul style="list-style-type: none"> <u>Bidder appears to understand deliverables (although bidder is incorrect that exhibit 2a is benchmark TCOC and 2b is actual TCOC).</u> <u>3. TCOC Summary Document.</u> <ul style="list-style-type: none"> <u>minimum requirements met</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

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BIDDER NAME: Molina

DATE: May 2, 2018

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EVALUATOR DEPARTMENT: Health and Human Services

o page 6 - providing the reports thru the portal adds no value.

- 4. Savings Projections – minimum not met: includes no discussion of how projections would be made
- 5. Completion Factors - minimum requirements met. It is not clear what last sentence refers to: “We will also produce new functionality reports based on specifications in Appendix G.”
- 6. Policy Change Adjustments. minimum requirements met. It is not clear what they are getting at in the “Policy Review” section (page 19) and how that fits with the policy adjustments
- 7. Ad hoc Analyses - minimum requirements met

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Molina

DATE: 5/1/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> Bidder proposes a team consisting of Community Care of North Carolina (CCNC) and IBM Watson Health, with Molina to complete work in RFP. Bidder and its proposed team has extensive experience in Data Analytics specifically related to ACO. Project 1 – IBM Watson Health, how is their support of ACC with “passive enrollment of members” related RFP work? Project 2 – seems irrelevant to work outline in RFP Project 3 – IBM Watson Health built, maintains, and hosts a centralized enterprise DW with complex data coming from various sources.
2. Subcontractor
<ul style="list-style-type: none"> All subcontractors seem to be more than qualified to complete work outlined in RFP
3. Organization Chart
<ul style="list-style-type: none"> Have members of this team worked collaboratively with one another in a similar setting?
3. Job Descriptions
<ul style="list-style-type: none"> Bidder met minimum
4. Staff Resumes
<ul style="list-style-type: none"> Bidder met minimum
5. Litigation
<ul style="list-style-type: none"> Bidder met minimum
6. Financial Viability
<ul style="list-style-type: none"> Bidder met minimum
7. Licensure and Certification
<ul style="list-style-type: none"> Bidder met minimum
8. Certificate of Insurance
<ul style="list-style-type: none"> Bidder met minimum

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Molina

DATE: 5/1/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none">• Bidder identified missing data currently in VMS portal and proposed solution• IBM Watson has experience in receipt and management of many data sets from a variety of entities.
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• Considerable experience producing reports using similar methodology.• TCOC - IMB Watson Creates summary document, CCNC will review and provide recommendations to State, how will this impact project timelines?• Deep understanding of broader CMS requirements the State can benefit from.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: Optumas
 DATE: 05/02/2018
 EVALUATOR NAME: Jennifer Marlowe
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> Experience matches with deliverables.
2. Subcontractor
This section was met by the requirements of the RFP.
<ul style="list-style-type: none"> No subcontractors will be used.
3. Organizational Chart
This section was met by the requirements of the RFP
4. Job Descriptions
This section was not met by the requirements of the RFP
<ul style="list-style-type: none"> No job descriptions or minimum qualifications.
5. Staff Resumes
<ul style="list-style-type: none"> Would like to see what they did at their previous employment to see how it aligns with this project.
6. Litigation
This section was met by the requirements of the RFP
7. Financial Viability
This section was met by the requirements of the RFP
8. Licensure and Certification
This section was met by the requirements of the RFP
9. Certificate of Insurance
This section was met by the requirements of the RFP
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none"> Bidder included solutions to possible causes that could arise.
B. Quarterly and Annual Deliverables
This section was met by the requirements of the RFP
C. TCOC Reports

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Optumas

DATE: 05/02/2018

EVALUATOR NAME: Jennifer Marlowe

EVALUATOR DEPARTMENT: Health and Human Services

This section was met by the requirements of the RFP
D. TCOC Summary Documents
This section was met by the requirements of the RFP
E. Savings Projections
This section was met by the requirements of the RFP
This section was met by the requirements of the RFP
F. Completion Factors
This section was met by the requirements of the RFP
G. Policy Adjustments
This section was met by the requirements of the RFP
H. Ad HOC Analysis
This section was met by the requirements of the RFP
Section III. Cost Proposal
Section IV: Business Economic Impact

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

Bid 1922500

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: (Insert name of Bidder organization whose proposal is being reviewed)

DATE: (Insert date proposal was reviewed by individual evaluator)

EVALUATOR NAME: (Insert your name here)

EVALUATOR DEPARTMENT: Health and Human Services

Schumann Health Partners
Optima's Trade name
5/2/18
MBCadline

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Individual Evaluator Comments: 2006 Schumann AZ 3 EE 100K

Part IV. B. Section I.	Optima 2006 24EE 848K Rev
↓ 1. Overview of Organization	Actuarial 80 yrs total combined CO-ACC CAP/ACC/SS Expansion, Medicare, FFS, RADs, Trad BYE
↓ 2. Subcontractor	NE - Data WH, Walner and ML - Institute - SIM J-ACE2
↓ 3. Job Descriptions	
↓ 4. Job Descriptions	Waiters
↓ 5. Staff Resumes	Doyle 1845 Truopt 100 each Arcom State Univ Akers 15/7 2T exp.
↓ 6. Litigation	None last 21 mths
7. Financial Viability	Exempt DTB 2011 3 EE 100K
↓ 8. Licensure and Certification	MAAA Capes
↓ 9. Certificate of Insurance	CBM 1-2M Prot 3M + 5M Auto 1M Cyber 5M + 5M
Section II.	Umbrella 1M
1. Services to Be Provided	
A. Receipt and Management of Data Files Necessary to Produce Deliverables	9 what? NE FTP P&I Standard Files
B. Quarterly and Annual Deliverables	
	Alex Asson - 100M
	Pg 9 AC Rpt - RE Note 3000 Blvd
	Application for TCOE many + tested
	Pat - Reg chg normalize
	Pg 11 7000 + Nor TCOE states
	Model Flex 6/1/14
	Share cad line local
	Migration Obaid
	Restro (Permit) roster?
	Maine pg 14
	Base on perf period
	Review + research deviations Sum TCOE
	Drugs
	Saving Proj H/L
	Outlier
	CommU - open transparent
	Policy KA 450 chg in 30 days
	Pg 26 Example

- A Cov
- B Detail
- C QE
- D Cost
- E ?
- F Appeal
- G Method
- H Roster
- I TCOE
- J AE o/ro

Beyond admin
Prometheus

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Optumas

DATE: May 3, 2018

EVALUATOR NAME: Olivia Alford

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> P: Bidder discusses the benefits of a small team and their organization's accessibility, budget consciousness and other important values.
<ul style="list-style-type: none"> P: Bidder presents three relevant projects which demonstrate their capabilities to complete the services in the RFP.
<ul style="list-style-type: none"> P: Bidder explains their experience to support the claim that they are experts in Medicaid actuarial services.
<ul style="list-style-type: none"> P: Bidder has other highly relevant experience which extends beyond the scope of the RFP.
<ul style="list-style-type: none"> P: Bidder does a good job explaining the standards and certifications of their actuaries.
2. Subcontractor
3. Organizational Chart
4. Job Descriptions
<ul style="list-style-type: none"> M: Bidder does not include minimum qualifications.
5. Staff Resumes
<ul style="list-style-type: none"> P: Bidder describes organizational philosophy on why team members have comprehensive, and full-project understanding.
<ul style="list-style-type: none"> M: Staff resumes do not list many past jobs in detail, instead opting for more of a narrative. I would have liked to see more specific detail by project in addition to the narrative.
<ul style="list-style-type: none"> M: In Dr. Pelberg's resume, it references MCOs instead of ACOs when discussing how the individual could assist Maine.
<ul style="list-style-type: none"> I: There is a large cohort of staff with a mathematics background (from Arizona).
<ul style="list-style-type: none">
6. Litigation
7. Financial Viability
8. Licensure and Certification

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Optumas

DATE: May 3, 2018

EVALUATOR NAME: Olivia Alford

EVALUATOR DEPARTMENT: Health and Human Services

9. Certificate of Insurance
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none">• M: The Bidder appears to understand data warehousing but does not provide a detailed description of data reconciliation or other specific steps in their process.
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• P: The Bidder provides a detailed explanation of methodology for creating the TCOC reports which demonstrates their experience with this work.
<ul style="list-style-type: none">• P: The Bidder discusses the importance of clear documentation.
<ul style="list-style-type: none">• P: The Bidder provides relevant examples of how attribution methodologies may need to be changed or investigated and describes how they could do this work.
<ul style="list-style-type: none">• P: Bidder writes in detail about their methods for calculating trend in other programs. This appears to be a strong suite for the bidder.
<ul style="list-style-type: none">• P: The Bidder proposes to assist in investigating potential impacts on spend, as part of the policy adjustment process, rather than only considering previously identified policy changes.
<ul style="list-style-type: none">• P: Bidder proposes a few ways to meet the State's needs out of the TCOC Summary document
<ul style="list-style-type: none">• P: Bidder proposes to review policy changes internally and consult with the Department to check understanding, which represents them taking a strong lead role in this work. They demonstrate the ability to do this work efficiently and in a well-organized manner.
<ul style="list-style-type: none">• I: Bidder proposes a few interesting ad-hoc projects.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006
 RFP TITLE: Accountable Communities Data Analysis and Reporting
 BIDDER NAME: **Optumas**
 DATE: **May 3, 2008**
 EVALUATOR NAME: **Peter Kraut**
 EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> • <u>"currently certify to TCOC estimates in Arkansas, Colorado, Iowa, Kansas, Maryland, Nebraska, North Dakota, and Oregon as well as actuarially sound, risk-adjusted capitation rates for managed care programs serving persons covered by Medicaid in nine states."</u> • <u>"All of the actuaries on the Optumas team meet the qualification standards established by the American Academy of Actuaries for Medicaid rate setting, follow the practice standards established by the Actuarial Standards Board"</u> • <u>"Our consultants have worked across the country developing actuarially sound capitation rates and rate projection methodologies in over two dozen state Medicaid managed care programs in the last 10 years."</u> • <u>Has experience in "risk adjustment (using multiple tools, including diagnosis- and/or pharmacy-based)."</u> • <u>Project 1 – directly relevant: data warehousing, TCOC, shared savings</u> • <u>Project 2 - directly relevant: data warehousing, TCOC, eligibility and service category mapping</u> • <u>Project 3 – not quite as relevant to RFP as other two projects, but work on "appropriate care management fees to pay ACOs and shared saving arrangements between the State of Maryland and future D-ACO provider participants" could be helpful if we redesign the program in the future</u>
2. Subcontractor
<u>NA</u>
3. Org Chart
<u>Satisfactory</u>
4. Job Descriptions
<p>Our team consists of analysts, consultants, and actuaries who will manage the entire project from start to finish – the same person who imports and summarizes the Department's datasets will be the person presenting the completed TCOC reports. We purposefully do not have a separate data intake group within Optumas, as this too often leads to misunderstandings and inefficiency amongst the data analysts, actuaries, and consultants/project managers. Instead, we train all of our staff to be able to manage every step of a project, so the same group of individuals see the project through from start to completion. This is done to make sure that the team members talking to the Department and the Accountable Communities (ACs) are fully informed and know every possible nuance of the program, data, and analyses. We have additional analytic resources we can bring to bear in the event of compressed timelines, but our proposed approach is a core team of multifaceted individuals capable of managing everything from the construction of a detailed data warehouse to the presentation of savings reports.</p>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: **Optumas**

DATE: **May 3, 2008**

EVALUATOR NAME: **Peter Kraut**

EVALUATOR DEPARTMENT: Health and Human Services

<u>Look good except did not provide minimum requirements for positions</u>
5. Staff Resumes
<u>Look good except not traditional resumes in terms of showing work history</u>
6. Litigation
<u>"Optumas is not named in any current litigation or in any cases that have closed in the past 24 months."</u>
7. Financial Viability
<u>Defer to Nancy</u>
8. Licensure and Certification
<u>OK</u>
9. Certificate of Insurance
<u>OK</u>
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables
<ul style="list-style-type: none">• <u>1. Claims Feeds and Eligibility Files – vendor clearly demonstrates ability to warehouse data</u>• <u>2. Other Files Necessary to Produce Deliverables – minimum requirements met. They don't say much here about role of provider lists, but what they say elsewhere re their attribution work sufficiently compensates</u>
B. Quarterly and Annual Deliverables
<u>1. Rosters -</u> <ul style="list-style-type: none">• <u>vendor clearly demonstrates ability to execute rosters</u>• <u>Example on page 5 PDF where they calculate totals at the end of each step in the logic shows a thoughtful approach both to self-check and to inform strategic understanding of the various steps (the latter in case we are ever interested in revisiting the logic)</u>
<u>2. TCOC Reports</u> <ul style="list-style-type: none">• <u>vendor clearly demonstrates ability to execute reports</u>• <u>Example they gave about understanding Arkansas 16% one-year TCOC increase could be useful in TCOC summary documents.</u>
<u>3. TCOC Summary Documents. – good response: they gave an example of color coding report they created for use in CA. They also talk about drill down to understand the cause of changes and it appears (page 14-15 of PDF) their price is inclusive of the drill down (and also narrative).</u>
<u>4. Savings Projections – good response: they discuss multiple options, but say they need to better understand our needs before they design it.</u>
<u>5. Completion Factors - vendor clearly demonstrates ability to execute CFs.</u>
<u>6. Policy Change Adjustments - vendor clearly demonstrates understanding of the deliberative process and their ability to execute. Also a plus to say custom approach for each change (as we have done) rather than cookie cutter approach. Their Kansas work provides example of doing this efficiently.</u>
<u>7. Ad hoc Analyses – use of Prometheus sounds promising</u>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: **Optumas**

DATE: **5/1/18**

EVALUATOR NAME: **Nicholas J. Kamenos**

EVALUATOR DEPARTMENT: Health and Human Services

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Individual Evaluator Comments:

Part IV. B. Section I.
1. Overview of Organization
<ul style="list-style-type: none"> Project 1 – benchmark development, TCOC target project and share savings calculations are relevant experience. Project 2 – proven experience in warehousing massive complex data sets Project 3 – would have liked to see more about the modeling and how, specifically, adjustments were incorporated
2. Subcontractor
<ul style="list-style-type: none"> Bidder met minimum
3. Organization Chart
<ul style="list-style-type: none"> Bidder met minimum
3. Job Descriptions
<ul style="list-style-type: none"> Bidder met minimum
4. Staff Resumes
<ul style="list-style-type: none"> Leads for proposed dedicated MaineCare team have incredible experience related to scope of work in RFP. Senior consultants seem more than qualified to complete tasks
5. Litigation
<ul style="list-style-type: none"> Bidder met minimum
6. Financial Viability
<ul style="list-style-type: none"> Bidder met minimum
7. Licensure and Certification
<ul style="list-style-type: none"> Bidder met minimum
8. Certificate of Insurance
<ul style="list-style-type: none"> Bidder met minimum
Section II.
1. Services to Be Provided
A. Receipt and Management of Data Files Necessary to Produce Deliverables

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201801006

RFP TITLE: Accountable Communities Data Analysis and Reporting

BIDDER NAME: Optumas

DATE: 5/1/18

EVALUATOR NAME: Nicholas J. Kamenos

EVALUATOR DEPARTMENT: Health and Human Services

<ul style="list-style-type: none">• Bidder met minimum requirements. Understands volume and frequency of data
B. Quarterly and Annual Deliverables
<ul style="list-style-type: none">• (Rosters) Bidder collaborates well with client to ensure all assumptions are accurate. Using a step-by-step method allows client/vendor to discover and remediate problems before draft reports are produced. Could result in additional work for program staff though.• (TCOC- Trend) Bidder can interpret and create methodologies around displaying trend while considering relevant changes. Minimal reference to trend calculations outlined in Appendix G of RFP. Would program be willing to forgo current trend methodology and use Bidder's methodology?• (TCOC- Summary) Case studies were helpful yet unnecessary in this section, would have liked to see deeper understand of scope of work in Appendix G of RFP. Bidder met minimum requirements.• (Policy Change Adjustments) Approach is logical, seems to value the need for non-cookie-cutter responses to policy changes



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

Paul R. LePage
Governor

Ricker Hamilton
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting

I, (print name) Peter Kraut accept
the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine
Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby
disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this
RFP.

Neither I, nor any member of my immediate family, have a personal or financial interest, direct or indirect, in the
bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership
in the bidder's company; current or former Board membership; current or former employment with the bidder;
current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or
former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest
(personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response
to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify
that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of
bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide
whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented
during the review process until such time as the Department formally releases the funding decision notices
for public distribution.

Signature [Handwritten Signature]

Date 4/17/18



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

Paul R. LePage
Governor

Ricker Hamilton
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting

I, (print name) Nancy V. Bodine accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I, nor any member of my immediate family, have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

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Signature Nancy V. Bodine

Date 4/16/18



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

Paul R. LePage
Governor

Ricker Hamilton
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting

I, (print name) Nicholas J. Kamenos accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the funding decision notices for public distribution.

Signature [Handwritten Signature]

Date 04/17/18



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

Paul R. LePage
Governor

Ricker Hamilton
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting

I, (print name) Olivia Atford accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I, nor any member of my immediate family, have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

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Signature

4/17/18
Date



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

Paul R. LePage
Governor

Ricker Hamilton
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201801006
RFP TITLE: Accountable Communities Data Analysis and Reporting

I, (print name) Jennifer Marlowe accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I, nor any member of my immediate family, have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the funding decision notices for public distribution.

Jennifer Marlowe
Signature

04.17.18
Date