

Total Consensus Points Summary

Evaluation Criteria		Maximum Points	Catamaran Points	Goold Points	Magellan Points	Xerox Points
VENDOR EXPERIENCE		150.0	98.3	111.7	98.3	98.3
PROJECT ORGANIZATION AND STAFFING		100.0	53.3	80.3	56.7	70.0
BUSINESS SOLUTION		550.0	310.9	386.2	362.1	435.9
Non-Cost Total Points		800.0	462.5	578.2	517.1	604.2
COST		200.0		200.0		143.0
TOTAL POINTS		1,000.0		778.2		747.2

Evaluation Component	Description; Location in Proposal	Max Pts	Individual Scores:											Avg Score	Individual Points:											Avg Pts	Final Consensus		Comments/ Rationale			
			A	B	C	D	E	F	G	H	I	A	B		C	D	E	F	G	H	I	Score	Points									
GOOD																																
MINIMUM MANDATORY QUALIFICATIONS																																
Cover Letter (Pass/Fail)	The Vendor must include a cover letter and executive summary stating the Vendor's intent to bid for the RFP. The Vendor's response must include a transmittal (cover) letter table of contents, executive summary, Vendor contact information and locations. Requirements in Template A																						Pass									
Vendor Experience (Pass/Fail)	The Vendor must demonstrate at least five years' experience with projects of similar size and scope to the State's that include design, development, implementation, and operation of a Medicaid POS pharmacy claims processing system. Requirements in Template A																						Pass									
Proven Solution (Pass/Fail)	The PBM Solution proposed by the Vendor must have been previously implemented successfully in a State Medicaid environment. Requirements in Template A																						Pass									
Part D Experience (Pass/Fail)	The Vendor must have three years' experience administering Part D drug benefits and supporting Part D drug plans. Requirements in Template A																															
Vendor EXPERIENCE	<ul style="list-style-type: none"> Rating of Vendor's services performed for the three (3) required references. Demonstrated knowledge and prior experience with design, development, implementation, and operation of a Medicaid POS pharmacy claims processing system similar in size and scope of Sol's functional, technical, and implementation requirements. Previous experience with Medicare Part D benefit administration. 																															
Relevant Bidder Experience	The similarity and depth of Bidder experience as compared to the State's	50.00	3	4		3	4		3		4		3		4		3		4		3		3.50	30.00	40.00	30.00	40.00	30.00	40.00	35.00	3.50	35.00
Vendor References	Extent and quality of Vendor's references (and sub-contractor references, if applicable); Template C	100.00	3	4		4	5		3		4		3		4		3		4		3		3.83	60.00	80.00	80.00	100.00	60.00	80.00	76.67	3.83	76.67
	Sub-Total	150.00	6.00	8.00	0.00	7.00	9.00	0.00	6.00	0.00	8.00	7.33	90.00	120.00	0.00	110.00	140.00	0.00	90.00	0.00	120.00	111.67	7.33	111.67								
PROJECT ORGANIZATION AND STAFFING																																
Project Organization and Staffing Plan	Quality and relevance of proposed Project Organization Plan, Project Organization Chart, Staff Contingency Plan, Staff Management, Training Policies and Procedures, and Staff Retention; Template D	50.00	3	4		4	4		4		4		4		4		4		4		4		3.83	30.00	40.00	40.00	40.00	40.00	40.00	38.33	3.83	38.33
Staff Experience	Quality and relevance of Staff Experience and references for key personnel; Template E	50.00	3	4		5	5		3		5		4		3		5		4		3		4.20	30.00	50.00	50.00	30.00	50.00	42.00	4.20	42.00	
	Sub-Total	100.00	6.0	4.0	0.0	9.0	9.0	0.0	7.0	0.0	9.0	0.0	60.0	40.0	0.0	90.0	90.0	0.0	70.0	0.0	90.0	60.33	6.03	60.33								
BUSINESS SOLUTION																																
Functional	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology Demonstrated knowledge Scope of the solution 																															
Point-of-Sale (POS) claims processing system		14.29	5		5	5		4		4		4		4		4		4		4		4.75	14.29	14.29	14.29	11.43	13.57	13.57	13.57	4.75	13.57	
Automated Coordination of Benefits (COB)		14.29	3		3	3		3		3		3		3		3		3		3		4.00	14.29	14.29	14.29	11.43	8.57	8.57	8.57	4.00	8.57	
Provider Network Support, Call Center, and Portal		23.81	4		5	5		4		4		4		4		4		4		4		3.50	19.05	19.05	23.81	23.81	19.05	19.05	21.43	4.50	21.43	
Post Payment Claims		3.52	3		3	3		3		3		3		3		3		3		3		3.00	5.71	5.71	5.71	5.71	5.71	5.71	5.71	3.00	5.71	
E-Prescribing and E-Prior Authorization Capabilities		23.81	4		4	4		4		4		4		4		4		4		4		4.00	19.05	19.05	19.05	19.05	19.05	19.05	19.05	4.00	19.05	
Utilization Management Programs		19.05	4		5	5		4		4		4		4		4		4		4		4.20	15.24	19.05	19.05	15.24	11.43	16.00	16.00	4.20	16.00	
Prior Authorization Program		23.81	4		5	4		4		4		4		4		4		4		4		4.00	19.05	11.43	11.43	11.43	11.43	11.43	11.43	4.00	11.43	
Drug Utilization Review		14.29	4		4	4		4		4		4		4		4		4		4		4.00	11.43	11.43	11.43	11.43	11.43	11.43	11.43	4.00	11.43	
State Maximum Allowable Cost (SMAC) Program and the Federal Upper Limit (FUL)		9.52	4		5	5		5		5		5		5		5		5		5		4.75	7.62	9.52	9.52	9.52	9.52	9.52	9.52	4.75	9.05	
Specialty Pharmacy	Response to Functional Specifications and Functional Specifics Approach; Templates F and G	14.29	3		3	3		3		3		3		3		3		3		3		3.00	8.57	8.57	8.57	8.57	8.57	8.57	8.57	3.00	8.57	
Benefit Design and Consultative Support		9.52	4		4	4		4		4		4		4		4		4		4		3.75	7.62	7.62	7.62	7.62	7.62	7.62	7.62	3.75	7.14	
Management of Physician-Administered Drugs		14.29	4		4	5		3		4		4		4		4		4		4		4.00	11.43	11.43	14.29	14.29	8.57	11.43	11.43	4.00	11.43	
Support of Drug Appeals Process		14.29	5		5	5		3		3		3		3		3		3		3		4.50	14.29	14.29	14.29	14.29	8.57	12.86	12.86	4.50	12.86	
Reporting and Analytics		19.05	4		4	4		3		3		3		3		3		3		3		3.67	15.24	15.24	15.24	15.24	11.43	11.43	13.97	3.67	13.97	
Quality Assurance		9.52	4		3	4		3		3		3		3		3		3		3		3.90	7.62	5.71	7.62	5.71	5.71	6.67	3.90	6.67		
Medication Therapy Management		23.81	4		5	4		4		4		4		4		4		4		4		4.20	19.05	23.81	19.05	19.05	19.05	20.00	4.20	20.00		
Management of State and CMS Drug Rebate Programs		19.05	3		4	4		4		4		4		4		4		4		4		3.80	11.43	15.24	15.24	15.24	15.24	14.48	3.80	14.48		
Support of Multistate Supplemental Rebate Consortium		19.05	3		4	5		4		4		4		4		4		4		4		4.00	11.43	15.24	19.05	15.24	15.24	15.24	4.00	15.24		
340B Program Management		4.76	3		4	4		4		3		3		3		3		3		3		3.60	2.86	3.81	3.81	2.86	2.86	3.43	3.60	3.43		
Financial Management		9.52	3		3	4		3		3		3		3		3		3		3		3.20	5.71	5.71	5.71	7.62	5.71	6.10	3.20	6.10		
Single Paper		9.52	3		3	3		3		3		3		3		3		3		3		3.00	5.71	5.71	5.71	5.71	5.71	5.71	3.00	5.71		
	Sub-Total	300.00	12.00	81.00	4.00	84.00	86.00	18.00	74.00	3.00	0.00	80.17	31.43	234.29	15.24	250.48	249.52	70.48	215.24	11.43	0.00	233.97	80.17	233.97								
Technical																																
Interoperability and Integration	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology (including but not limited to system design and system features) Maturity, flexibility, and scalability of technologies being proposed Ease of use for system maintenance and operations Impact to existing operations (i.e., congruence with technology directions) 																															
Reporting and Analytics		8.11	4		4	4		4		4		4		4		4		4		4		4.00	6.49	6.49	6.49	6.49	6.49	6.49	4.00	6.49		
Security and Privacy		10.81	4		4	4		4		4		4		4		4		4		4		4.00	8.65	8.65	8.65	8.65	8.65	8.65	4.00	8.65		
User Interface		13.51	4		4	4		4		4		4		4		4		4		4		4.25	10.81	10.81	10.81	10.81	10.81	10.81	4.25	11.49		
BI and Reporting		10.81	4		4	4		3		3		3		3		3		3		3		4.00	8.65	6.49	6.49	6.49	8.65	7.35	4.00	7.35		
Quality Management	Response to Non-Functional Specifications and Non-Functional Requirements Approach; Templates H and I	8.11	2		2	2		3		1		2.00	3.24	3.24	3.24	4.86	0.00	2.84	2.00	2.84	2.00	3.24	2.00	3.24								
System Administration and Disaster Recovery		10.81	4		3	3		4		3		3.50	8.65	8.65	6.49	8.65	6.49	8.65	6.49	7.57	3.50	7.57	3.50	7.57								
Testing and Validation		10.81	4		3	3		4		3		3.50	8.65	8.65	6.49	8.65	6.49	7.57	3.50	7.57	3.50	7.57	3.50	7.57								
Service Level Requirements - Business Process Performance Measures		13.51	3		3	3		4		3		3.25	8.11	8.11	10.81	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11		
Service Level Requirements - System Performance Measures		13.51	4		3	3		3		3		3.00	10.81	10.81	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11	8.11		
	Sub-Total	100.00	0.00	33.00	0.00	29.00	0.00	0.00	33.00	3.00	29.00	30.50	0.00	74.05	0.00	64.86	0.00	0.00	73.51	6.49	63.78	68.84	30.90	69.24								
Project Management																																
Program and Project Management	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology Demonstrated knowledge including use of best practices Clarity of responsibilities 																															
Project Work Plan		9.78	4		4	4		4		3		3.75	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83		
Change Management Plan		13.04	4		4	4		4		3		3.25	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83		
Relationship Management		9.78	3		3	3		3		3		3.00	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87		
Issue Management	Response to Non-Functional Specifications and Non-Functional Requirements Approach; Templates H and I	13.04	3		3	3		4		3		3.25	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83	7.83		
Risk Management		9.78	2		2	2		2		2		2.00	3.91																			

Xerox

Evaluation Component	Description; Location in Proposal	Max Pts	Individual Scores:										Avg Score	Individual Points:										Avg Pts	Final Consensus		Comments/ Rationale																			
			A	B	C	D	E	F	G	H	I	A		B	C	D	E	F	G	H	I	Score	Points																							
MINIMUM MANDATORY QUALIFICATIONS																																														
Cover Letter (Pass/Fail)	The Vendor must include a cover letter and executive summary stating the Vendor's intent to bid for this RFP. The Vendor's response must include a transmittal (cover) letter, table of contents, executive summary, Vendor contact information and locations. Requirements in Template A																						Pass																							
Vendor Experience (Pass/Fail)	The Vendor must demonstrate at least five years' experience with projects of similar size and scope to the State's that include design, development, implementation, and operation of a Medicaid POS pharmacy claims processing system. Requirements in Template A																						Pass																							
Proven Solution (Pass/Fail)	The PBM Solution proposed by the Vendor must have been previously implemented successfully in a State Medicaid environment. Requirements in Template A																						Pass																							
Part D Experience (Pass/Fail)	The Vendor must have three years' experience administering Part D drug benefits and supporting Part D drug plans. Requirements in Template A																						Pass																							
Vendor EXPERIENCE																																														
Relevant Bidder Experience	The similarity and depth of Bidder experience as compared to the needs of the Project	50.00	4	5		4	4		4		4	4.17	40.00	50.00		40.00	40.00		40.00	40.00		40.00	41.67																							
Vendor References	Extent and quality of Vendor's references (and subcontractor references, if applicable). Template C	100.00	3	3		3	3		3		3	2.83	60.00	60.00		60.00	60.00		60.00	60.00		60.00	56.67																							
Sub-Total																							150.00	7.00	8.00	0.00	7.00	7.00	0.00	7.00	0.00	6.00	7.00	100.00	110.00	0.00	100.00	100.00	0.00	100.00	0.00	80.00	98.33	7.00	98.33	
PROJECT ORGANIZATION AND STAFFING																																														
Project Organization and Staffing Plan	Quality and relevance of proposed Project Organization Plan, Project Organization Chart, Staff Contingency Plan, Staff Management, Training Policies and Procedures, and Staff Retention. Template D	50.00	4	5		3	3		4		4	3.83	40.00	50.00		30.00	30.00		40.00	40.00		40.00	38.33																							
Staff Experience	Quality and relevance of Staff Experience and references for key personnel. Template E	50.00	4	4		2	2		3		3	3.17	40.00	40.00		20.00	20.00		30.00	40.00		40.00	31.67																							
Sub-Total																							100.00	8.0	9.0	0.0	5.0	5.0	0.0	7.0	0.0	8.0	7.00	80.0	90.0	0.0	50.0	50.0	0.0	70.0	0.0	80.0	70.00	7.00	70.00	
BUSINESS SOLUTION																																														
Functional																																														
Point-of-Sale (POS) claims processing system	Thoroughness of approach Proposed methodology Demonstrated knowledge Scope of the solution	14.29	5		4	3		5		5	4.25	14.29			11.43	8.57		14.29			12.14	4.25	12.14																							
Automated Coordination of Benefits (COB)		14.29	4		3	3		4		4	3.50	11.43			8.57	8.57		11.43			10.00	3.50	10.00																							
Provider Network Support, Call Center, and Plans		23.81	5		4	4		5		5	4.50	23.81			19.05	19.05		23.81			21.43	4.50	21.43																							
Post-Partnership Claims		9.52	4		3	3		4		4	3.60	7.62			5.71	5.71		7.62			6.86	3.60	6.86																							
E-Prescribing and E-Prior Authorization Capabilities		23.81	5		4	4		4		4	4.20	23.81			19.05	19.05		19.05			20.00	4.20	20.00																							
Utilization Management Programs		19.05	4		3	3		4		4	3.40	15.24			11.43	11.43		15.24			12.95	3.40	12.95																							
Prior Authorization Program		23.81	5		3	3		3		4	3.60	23.81			14.29	14.29		14.29			17.14	3.60	17.14																							
Drug Utilization Review		14.29	5		4	4		4		4	4.20	14.29			11.43	11.43		11.43			12.00	4.20	12.00																							
State Maximum Allowable Cost (SMAC) Program and the Federal Upper Limit (FUL)		9.52	3		3	4		4		4	3.50	5.71			5.71	7.62		7.62			6.67	3.50	6.67																							
Specialty Pharmacy		14.29	3		3	3		3		3	3.00	8.57			8.57	8.57		8.57			8.57	3.00	8.57																							
Benefit Design and Consultative Support		9.52	4		4	3		4		4	3.75	7.62			5.71	7.62		7.62			7.14	3.75	7.14																							
Management of Physician-Administered Drugs		14.29	3		3	2		3		3	2.80	8.57			8.57	5.71		8.57			8.00	2.80	8.00																							
Support of Drug Appeals Process		14.29	3		2	2		4		4	2.75	8.57			5.71	5.71		11.43			7.86	2.75	7.86																							
Reporting and Analytics		19.05	4		4	4		5		4	4.17	15.24			15.24	15.24		19.05			15.87	4.17	15.87																							
Quality Assurance		9.52	4		3	2		4		4	3.25	7.62			5.71	3.81		7.62			6.19	3.25	6.19																							
Medication Therapy Management		4.76	3		3	4		4		4	3.50	2.86			2.86	3.81		3.81			3.33	3.50	3.33																							
Management of State and CMS Drug Rebate Programs		19.05	4		5	4		4		5	4.40	15.24			19.05	15.24		15.24			16.76	4.40	16.76																							
Support of Multistate Supplemental Rebate Programs		19.05	3		3	3		3		3	3.00	11.43			11.43	11.43		11.43			11.43	3.00	11.43																							
340B Program Management		4.76	4		4	3		4		4	3.80	3.81			3.81	2.86		3.81			3.62	3.80	3.62																							
Financial Management		19.05	4		4	2		4		4	3.60	7.62			7.62	3.81		7.62			6.86	3.60	6.86																							
Single Payer		9.52	5		4	2		4		4	3.75	9.52			7.62	3.81		7.62			7.14	3.75	7.14																							
Sub-Total																							300.00	15.00	85.00	12.00	72.00	65.00	18.00	85.00	4.00	0.00	76.52	38.10	250.48	34.29	206.67	191.43	61.00	245.71	15.24	0.00	221.97	76.52	221.97	
Technical																																														
Interoperability and Integration																																														
Regulatory and Security		10.81	4		4	4		4		4	4.00	8.65			8.65	8.65		8.65			8.65	4.00	8.65																							
User Interface		13.51	4		4	4		5		4	4.25	10.81			10.81	8.65		13.51			10.81	11.49	4.25	11.49																						
BI and Reporting		10.81	5		4	4		5		5	4.80	10.81			8.65	8.65		10.81			10.81	10.38	4.80	10.38																						
Quality Management		8.11	4		4	4		4		4	6.49	6.49			6.49	6.49		6.49			6.49	6.49	4.00	6.49																						
System Administration and Disaster Recovery		10.81	5		3	5		5		5	4.50	10.81			6.49	6.49		10.81			10.81	9.73	4.50	9.73																						
Testing and Validation		10.81	5		5	5		4		5	4.75	10.81			8.65	8.65		10.81			10.81	10.27	4.75	10.27																						
Service Level Requirements - Business Process Performance Measures		13.51	4		4	4		4		4	4.00	10.81			10.81	10.81		10.81			10.81	10.81	4.00	10.81																						
Service Level Requirements - System Performance Measures		13.51	5		4	4		5		5	4.75	13.51			10.81	10.81		13.51			13.51	12.84	4.75	12.84																						
Sub-Total																							75.00	0.00	26.00	0.00	23.00	0.00	0.00	29.00	0.00	29.00	26.75	0.00	57.39	0.00	50.22	0.00	0.00	63.26	0.00	62.61	58.37	26.75	58.37	
Implementation																																														
Program and Project Management																																														
Program Work Plan		13.04	4		3	4		4		4	3.75	10.43			7.83	7.83		10.43			10.43	9.78	3.75	9.78																						
Change Management Plan		13.04	4		4	4		5		4	4.25	10.43			10.43	10.43		13.04			10.43	11.09	4.25	11.09																						
Relationship Management		9.78	3		3	3		4		4	3.50	8.87			8.87	8.87		9.78			8.87	8.85	3.50	8.85																						
Issue Management		13.04	4		3	3		4		4	3.75	10.43			7.83	7.83		10.43			10.43	9.78	3.75	9.78																						
Risk Management		9.78	4		4	4		4		5	4.25	7.83			7.83	7.83		7.83			9.78	8.32	4.25	8.32																						
Relationships with Third Parties		6.52	2		2	2		3		3	2.50	2.61			2.61	2.61		3.91			3.91	3.26	2.50	3.26																						
Sub-Total																							75.00	0.00	26.00	0.00	23.00	0.00	0.00	29.00	0.00	29.00	26.75	0.00	57.39	0.00	50.22	0.00	0.00	63.26	0.00	62.61	58.37	26.75	58.37	
Data Conversion Strategy, Approach and Timeline																																														
Data Conversion Strategy, Approach and Timeline		13.64	5		4	4		4		5	4.60	13.64			10.91	10.91		13.64			13.64	12.65	4.60	12.65																						
Data Transition Strategy, Approach and Timeline		10.23	5		4	4		5		4	4.60	10.23			8.16	8.16		10.23			10.23	9.41	4.60	9.41																						
Implementation/Rollout Planning		13.64	5		4	4		5		5	4.75	13.64			10.91	10.91		13.64			13.64	12.95	4.75	12.95																						
Change Management		13.64	5		4	4		4		5	4.50	13.64			10.91	10.91		13.64			13.64	12.27	4.50	12.27																						
Knowledge Transfer		10.23	3		3	3		3		4	3.25	8.14			8.14	8.14		8.14			8.18	6.65	3.25	6.65																						
Training Strategy and Approach		13.64	5		4	4		5		5	4.75	13.64			10.91	10.91		13.64			13.64	12.95	4.75	12.95																						
Sub-Total																							75.00	0.00	28.00	0.00	23.00	0.00	0.00	26.00	0.00	26.00	26.45	0.00	79.91	0.00	57.95	0.00	0.00	65.45	0.00	21.82	72.95	66.78	26.45	66.78
NON-COST POINTS																																														
Sub-Total																							800.00	30.00	197.00	12.00	167.00	77.00	16.00	195.00	16.00	113.00	163.77	218.11	699.8	34.3	546.5	341.4	61.9	636.8	47.9	386.4	604.21	193.77	604.21	

Magellan

Evaluation Component	Description: Location in Proposal	Max Pts	Individual Scores:											Avg Score	Individual Points:											Avg Pts	Final Consensus		Comments/ Rationale													
			A	B	C	D	E	F	G	H	I	A	B		C	D	E	F	G	H	I	Score	Points																			
MINIMUM MANDATORY QUALIFICATIONS																																										
Cover Letter (Pass/Fail)	The Vendor must include a cover letter and executive summary stating the Vendor's intent to bid for this RFP. The Vendor's response must include a transmittal (cover) letter, table of contents, executive summary, Vendor contact information and locations. Requirements in Template A.																					Pass																				
Vendor Experience (Pass/Fail)	The Vendor must demonstrate at least five years' experience with projects of similar size and scope to the State's that include design, development, implementation, and operation of a Medicaid POS pharmacy claims processing system. Requirements in Template A.																					Pass																				
Proven Solution (Pass/Fail)	The PBM Solution proposed by the Vendor must have been previously implemented successfully in a State Medicaid environment. Requirements in Template A.																					Pass																				
Part D Experience (Pass/Fail)	The Vendor must have three years' experience administering Part D drug benefits and supporting Part D drug plans. Requirements in Template A.																																									
Vendor EXPERIENCE	<ul style="list-style-type: none"> Rating of Vendor's services performed for the three (3) required references. Demonstrated knowledge and prior experience with design, development, implementation, and operation of a Medicaid POS pharmacy claims processing system similar in size and scope of Sol's functional, technical, and implementation requirements. Previous experience with Medicare Part D benefit administration. 																																									
Relevant Bidder Experience	The similarity and depth of Bidder experience as compared to the needs of the Project.	50.00	4	3		4	3			3		4	3			3.50	40.00	30.00		40.00	30.00																					
Vendor References	Extent and quality of Vendor's references (and sub-contractor references, if applicable). Template C	100.00	3	3		3	3			3		4	3			3.17	60.00	60.00		60.00	60.00																					
	Sub-total	150.00	7.00	6.00	0.00	7.00	6.00	0.00	6.00	0.00	8.00	6.67	100.00	90.00	0.00	100.00	90.00	0.00	90.00	0.00	120.00	98.33																				
PROJECT ORGANIZATION AND STAFFING																																										
Project Organization and Staffing Plan	Demonstrated knowledge and prior experience of the Vendor's staff that would fill the key project positions. Relevant and effective Project Organization and proposed time commitments. Quality and relevance of proposed Project Organization Plan, Project Organization Chart, Staff Contingency Plan, Staff Management, Training Policies and Procedures, and Staff Retention. Template D	50.00	3	3		2	3			3		4	3			3.00	30.00	30.00		20.00	30.00																					
Staff Experience	Quality and relevance of Staff Experience and references for key personnel. Template E	50.00	3	3		2	2			2		4	2			2.67	30.00	30.00		20.00	20.00																					
	Sub-Total	100.00	6.00	6.00	0.00	4.00	5.00	0.00	5.00	0.00	8.00	5.67	60.00	60.00	0.00	40.00	50.00	0.00	50.00	0.00	80.00	56.67																				
BUSINESS SOLUTION																																										
Functional	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology Demonstrated knowledge Scope of the solution 																																									
Point-of-Sale (POS) claims processing system		14.29	4		4	5			4		4.25	11.43	11.43	14.29		11.43			12.14		4.25	12.14																				
Automated Coordination of Benefits (COB)		14.29	4		4	4			4		4.00	11.43	11.43	11.43		11.43			11.43		4.00	11.43																				
Provider Network Support, Call Center, and Portal		23.81	3		3	3			3		3.00	14.29	14.29	14.29		14.29			14.29		3.00	14.29																				
Post Payment Claims		9.52	3	3	3	3			3		3.00	5.71	5.71	5.71		5.71			5.71		3.00	5.71																				
E-Prescribing and E-Prior Authorization Capabilities		23.81	4		4	3	4		4		3.80	19.05	19.05	19.05		19.05			19.05		3.80	18.10																				
Utilization Management Programs		19.05	2		3	3	3		3		2.80	7.62	11.43	11.43		11.43			10.67		2.80	10.67																				
Prior Authorization Program		23.81	3		3	3	3		3		3.00	14.29	14.29	14.29		14.29			14.29		3.00	14.29																				
Drug Utilization Review		14.29	3	4	3	3			4		3.40	8.57	11.43	8.57		11.43			9.71		3.40	9.71																				
State Maximum Allowable Cost (SMAC) Program and the Federal Upper Limit (FUL)		9.52	2		2	2			3		2.25	3.81	3.81	3.81		3.81			4.29		2.25	4.29																				
Specialty Pharmacy		14.29	4		4	3	4		4		3.80	11.43	11.43	8.57		11.43			10.86		3.80	10.86																				
Benefit Design and Consultative Support	Response to Functional Specifications and Functional Specifications Approach. Templates F and G	9.52	3		3	2			3		2.75	5.71	5.71	3.81		5.71			5.24		2.75	5.24																				
Management of Physician-Administered Drugs		14.29	3		4	3	4		3		3.40	8.57	11.43	8.57		11.43			9.71		3.40	9.71																				
Support of Drug Appeals Process		14.29	2		3	3			3		2.75	5.71	8.57	8.57		8.57			7.86		2.75	7.86																				
Reporting and Analytics		19.05	3	4	3	4			3	4	3.50	11.43	15.24	11.43	15.24		11.43	15.24		13.33		3.50	13.33																			
Quality Assurance		9.52	3		3	3			3		3.00	5.71	5.71	5.71		5.71			5.71		3.00	5.71																				
Medication Therapy Management		4.76	3		3	3			3		3.00	2.86	2.86	2.86		2.86			2.86		3.00	2.86																				
Management of State and CMS Drug Rebate Programs		19.05	3	4	4	4			4		3.80	11.43	15.24	15.24		15.24			14.48		3.80	14.48																				
Support of Multistate Supplemental Rebate Consortium		19.05	3	3		3	4		3		3.20	11.43	11.43	11.43		15.24			12.19		3.20	12.19																				
340B Program Management		4.76	4	4	4	3			4		3.80	3.81	3.81	3.81		2.86			3.81		3.80	3.82																				
Financial Management		9.52	3		3	3			3		3.00	5.71	5.71	5.71		5.71			5.71		3.00	5.71																				
Single Payer		9.52	3		3	3			3		3.00	5.71	5.71	5.71		5.71			5.71		3.00	5.71																				
	Sub-Total	300.00	13.00	66.00	11.00	69.00	67.00	18.00	70.00	4.00	0.00	68.50	32.38	189.52	32.38	199.05	196.19	67.62	200.95	15.24	0.00	197.90																				
Technical																																										
Interoperability and Integration	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology (including but not limited to system design and system features) Maturity, flexibility, and scalability of technologies being proposed Ease of use for system maintenance and operations Impact to existing operations (i.e., congruence with technology direction) 																																									
Regulatory and Security		8.11	4		4				4		4.00	6.49	6.49	6.49		6.49			6.49		4.00	6.49																				
User Interface		10.81	4		4				4		4.00	8.65	8.65	8.65		8.65			8.65		4.00	8.65																				
BI and Reporting	Response to Non-Functional Specifications and Non-Functional Requirements Approach. Templates H and I	13.51	1		1				1		1.00	0.00	0.00	0.00		0.00			0.00		1.00	0.00																				
Quality Management		10.81	4		4				4	3	4	3.80	8.65	8.65		8.65	8.49		8.65	8.22	3.80	8.22																				
System Administration and Disaster Recovery		10.81	4		4				4		4.00	8.65	8.65	8.65		8.65			8.65		4.00	8.65																				
Testing and Validation		10.81	4		4				3		3.75	8.65	8.65	6.49		8.65			8.11		3.75	8.11																				
Service Level Requirements - Business Process Performance Measures		13.51	3		3	3			4		4.50	8.11	8.11	10.81		10.81			10.81		4.50	9.46																				
Service Level Requirements - System Performance Measures		13.51	4		4				4		4.00	10.81	10.81	10.81		10.81			10.81		4.00	10.81																				
	Sub-Total	100.00	0.00	32.00	0.00	32.00	0.00	0.00	32.00	3.00	33.00	32.05	0.00	66.49	0.00	66.49	0.00	0.00	67.03	6.49	69.19	66.86																				
Project Management																																										
Program and Project Management	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology Demonstrated knowledge including use of best practices Clarity of responsibilities 																																									
Project Work Plan		9.78	4		4				4		4.00	7.83	7.83	7.83		7.83			7.83		4.00	7.83																				
Change Management Plan		13.04	4		4				4		4.00	10.43	10.43	10.43		10.43			10.43		4.00	10.43																				
Relationship Management	Response to Non-Functional Specifications and Non-Functional Requirements Approach. Templates H and I	13.04	3		3				2		2.75	7.83	7.83	5.22		7.83			7.17		2.75	7.17																				
Issue Management		9.78	2		2				3		2.75	3.91	3.91	5.87		7.83			5.38		2.75	5.38																				
Risk Management		13.04	2		2				3		2.25	5.22	5.22	5.22		5.22			5.22		2.25	5.22																				
Relationships with Third Parties		9.78	3		3				3		3.25	5.87	5.87	5.87		5.87			7.83		3.25	6.36																				
	Sub-Total	6.52	1		1				1		1.50	0.00	0.00	0.00		0.00			3.91		1.50	1.96																				
Implementation																																										
Data Conversion Strategy, Approach and Timeline	<ul style="list-style-type: none"> Thoroughness of approach Proposed methodology (including but not limited to implementation phasing, readiness assessment, and training) Demonstrated knowledge including use of best practices Impact to existing operations Clarity of responsibilities 																																									
Data Transition Strategy, Approach and Timeline	Response to Non-Functional Specifications and Non-Functional Requirements Approach. Templates H and I	13.64	4		4				4	4	4	4.00	10.91	10.91		10.91			10.91		4.00	10.91																				
Implementation/Rollout Planning		10.23	4		4				4	4	4	4.00	8.18	8.18		8.18			8.18		4.00	8.18																				
Change Management		13.64	4		4				4		4.00	10.91	10.91	10.91		10.91			10.91		4.00	10.91																				
Knowledge Transfer		13.64	3		3				4		3.50	8.18	8.18	8.18		8.18			10.91		3.50	8.55																				
Training Strategy and Approach		10.23	3		3				3		3.25	6.14	6.14	6.14		6.14			8.18		3.25	6.65																				
	Sub-Total	13.64	2		2				2		2.25	5.45	5.45	5.45		5.45			8.18		2.25	6.14																				
	Sub-Total	75.00	0.00	30.00	0.00	20.00	0.00	0.00	21.00	8.00	23.00	21.00	0.00	49.77	0.00	49.77	0.00	0.00	52.56	19.08	57.47	52.33																				
NON-COST POINTS																																										
		800.0	26.0	149.0	11.0	151.0	78.0	18.0	154.0	15.0	86.0	154.38	192.4	496.9	32.4	496.4	336.2	67.6	503.5	40.8	377.3	518.12																				