Consensus Comments

Solicitation Number:	**3491**
Solicitation Title:	**EQRO**
Opening Date:	**2/22/2018**

Delmarva Foundatio	**Comments:**
Vendor 01	
	Have 3 subcontractors. Appears will be dealing with 4 different
	companies. Project Manager references says she is new and doesn't have a lot
	of experience. Another said they need additional expertise.
	PEBP experience.
Germane Solutions	**Comments:**
Vendor 02	
	Felt like they are a very small scale. No detail to network adequacy and how to meet
	requirment. Said they would give a crosswalk, but didn't explaiin. Minimal Technical
	They didn't include signed amendments. Didn't respond to several sections of the RFP.
HealthInsight Assure	**Comments:**
Vendor 03	
	A lot of information that didn't pertain to RFP. Formed 2017. PIP table wasn't clear
	Confusing to follow response. CCO Experience and not much about MCO.
	If/when an optional activity occurs they will respond.
HSAG Health Service	**Comments:**
Vendor 04	
	Project Manager is very knowlegable and helpful. Works closely with CMS
	15 States. Project team worked together last 5 years. Reference clean and accurate
	to measure. Only 1 subcontractor for surveys.
	Possitive recommendations.
Mercer Health	**Comments:**
Vendor 05	
	One subcontractor had bad references. A lot of N/A on references.
	They didn't answer sections within RFP.

Milliman, Inc.
Vendor 06

Comments:

Didn't give any detail. Didn't respond to optional activities, just said they would do it.
Took exceptions to contract.Didn't provide Amend #2.

Vendor 07

0 Comments:

Vendor 08

0 Comments:

Vendor 09

0 Comments:

Vendor 10

0 Comments:

Vendor 11	**0 Comments:**
Vendor 12	**0 Comments:**
Vendor 13	**0 Comments:**
Vendor 14	**0 Comments:**
Vendor 15	**0 Comments:**

Technical Ranking

Solicitation Number:	**3491**
Solicitation Title:	**EQRO**
Opening Date:	**2/22/2018**

	Available Points:	850	
Vendor #	**Vendor Name**	**Technical**	**Rank**
Vendor 01	Delmarva Foundation	545	3
Vendor 02	Germane Solutions	456.6666667	6
Vendor 03	HealthInsight Assure	531.6666667	4
Vendor 04	HSAG Health Service	823.3333333	1
Vendor 05	Mercer Health	581.6666667	2
Vendor 06	Milliman, Inc.	500	5
Vendor 07	0	0	7
Vendor 08	0	0	7
Vendor 09	0	0	7
Vendor 10	0	0	7
Vendor 11	0	0	7
Vendor 12	0	0	7
Vendor 13	0	0	7
Vendor 14	0	0	7
Vendor 15	0	0	7

Standard Cost Evaluation Form

Solicitation Number:	3491
Solicitation Title:	EQRO
Opening Date:	2/22/2018

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: 15

				Vendor 01 Delmarva Foundation		Vendor 02 Germane Solutions		Vendor 03 HealthInsight Assu
Line	Item	Quantity	Type	Unit Price 01	Ext. Price 01	Unit Price 02	Ext. Price 02	Unit Price 03
1	Total Contract Cost	1		$ 2,360,573.84	$ 2,360,573.84	$ 9,780,458.00	$ 9,780,458.00	$ 2,687,075.49
2					$ -		$ -	
3					$ -		$ -	
4					$ -		$ -	
5					$ -		$ -	
6					$ -		$ -	
7					$ -		$ -	
8					$ -		$ -	
9					$ -		$ -	
10					$ -		$ -	
11					$ -		$ -	
12					$ -		$ -	
13					$ -		$ -	
14					$ -		$ -	
15					$ -		$ -	
16					$ -		$ -	
	Total Cost (TC)				**$ 2,360,573.84**		**$ 9,780,458.00**	
	Price Factor (LC/TC = PF):	**LC/TC = PF**			**0.86**		**0.21**	
	1-10 Cost Score:	**PF * 10**			**9**		**2**	
	Weighted Cost Score (WCS):	**CS x CW = WCS**			**129**		**31**	

Enter data into yellow cells.

Solicitation Number:
Solicitation Title:
Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

Line	Item	Quantity	Type	ıre Ext. Price 03
1	Total Contract Cost	1		$ 2,687,075.49
2				$ -
3				$ -
4				$ -
5				$ -
6				$ -
7				$ -
8				$ -
9				$ -
10				$ -
11				$ -
12				$ -
13				$ -
14				$ -
15				$ -
16				$ -
	Total Cost (TC)			**$ 2,687,075.49**
	Price Factor (LC/TC = PF):	**LC/TC = PF**		**0.76**
	1-10 Cost Score:	**PF * 10**		**8**
	Weighted Cost Score (WCS):	**CS x CW = WCS**		**113**

Enter data into yellow cells.

Solicitation Number:
Solicitation Title:
Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

				Vendor 04 HSAG Health Service		Vendor 05 Mercer Health		Vendor 06 Milliman, Inc.
Line	**Item**	**Quantity**	**Type**	**Unit Price 04**	**Ext. Price 04**	**Unit Price 05**	**Ext. Price 05**	**Unit Price 06**
1	Total Contract Cost	1		$ 2,962,597.00	$ 2,962,597.00	$ 2,244,924.58	$ 2,244,924.58	$ 2,029,510.93
2					$ -		$ -	
3					$ -		$ -	
4					$ -		$ -	
5					$ -		$ -	
6					$ -		$ -	
7					$ -		$ -	
8					$ -		$ -	
9					$ -		$ -	
10					$ -		$ -	
11					$ -		$ -	
12					$ -		$ -	
13					$ -		$ -	
14					$ -		$ -	
15					$ -		$ -	
16					$ -		$ -	
	Total Cost (TC)				**$ 2,962,597.00**		**$ 2,244,924.58**	
	Price Factor (LC/TC = PF):	**LC/TC = PF**			**0.69**		**0.90**	
	1-10 Cost Score:	**PF * 10**			**7**		**9**	
	Weighted Cost Score (WCS):	**CS x CW = WCS**			**103**		**136**	

Enter data into yellow cells.

Solicitation Number:
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Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

					Vendor 07		Vendor 08	
						0		0
Line	**Item**	**Quantity**	**Type**	**Ext. Price 06**	**Unit Price 07**	**Ext. Price 07**	**Unit Price 08**	**Ext. Price 08**
1	Total Contract Cost	1		$ 2,029,510.93		$ -		$ -
2				$ -		$ -		$ -
3				$ -		$ -		$ -
4				$ -		$ -		$ -
5				$ -		$ -		$ -
6				$ -		$ -		$ -
7				$ -		$ -		$ -
8				$ -		$ -		$ -
9				$ -		$ -		$ -
10				$ -		$ -		$ -
11				$ -		$ -		$ -
12				$ -		$ -		$ -
13				$ -		$ -		$ -
14				$ -		$ -		$ -
15				$ -		$ -		$ -
16				$ -		$ -		$ -
	Total Cost (TC)			**$ 2,029,510.93**		**$ -**		**$ -**
	Price Factor (LC/TC = PF):	**LC/TC = PF**		**1.00**		**0.00**		**0.00**
	1-10 Cost Score:	**PF * 10**		**10**		**0**		**0**
	Weighted Cost Score (WCS):	**CS x CW = WCS**		**150**		**0**		**0**

Enter data into yellow cells.

Solicitation Number:
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Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

				Vendor 09		Vendor 10		Vendor 11
					0		0	
Line	**Item**	**Quantity**	**Type**	**Unit Price 09**	**Ext. Price 09**	**Unit Price 10**	**Ext. Price 10**	**Unit Price 11**
1	Total Contract Cost	1			$ -		$ -	
2					$ -		$ -	
3					$ -		$ -	
4					$ -		$ -	
5					$ -		$ -	
6					$ -		$ -	
7					$ -		$ -	
8					$ -		$ -	
9					$ -		$ -	
10					$ -		$ -	
11					$ -		$ -	
12					$ -		$ -	
13					$ -		$ -	
14					$ -		$ -	
15					$ -		$ -	
16					$ -		$ -	
	Total Cost (TC)				**$ -**		**$ -**	
	Price Factor (LC/TC = PF):	**LC/TC = PF**			**0.00**		**0.00**	
	1-10 Cost Score:	**PF * 10**			**0**		**0**	
	Weighted Cost Score (WCS):	**CS x CW = WCS**			**0**		**0**	

Enter data into yellow cells.

Solicitation Number:
Solicitation Title:
Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

					Vendor 12		Vendor 13	
				0		0		0
Line	**Item**	**Quantity**	**Type**	**Ext. Price 11**	**Unit Price 12**	**Ext. Price 12**	**Unit Price 13**	**Ext. Price 13**
1	Total Contract Cost	1		$ -		$ -		$ -
2				$ -		$ -		$ -
3				$ -		$ -		$ -
4				$ -		$ -		$ -
5				$ -		$ -		$ -
6				$ -		$ -		$ -
7				$ -		$ -		$ -
8				$ -		$ -		$ -
9				$ -		$ -		$ -
10				$ -		$ -		$ -
11				$ -		$ -		$ -
12				$ -		$ -		$ -
13				$ -		$ -		$ -
14				$ -		$ -		$ -
15				$ -		$ -		$ -
16				$ -		$ -		$ -
	Total Cost (TC)			**$ -**		**$ -**		**$ -**
	Price Factor (LC/TC = PF):	**LC/TC = PF**		**0.00**		**0.00**		**0.00**
	1-10 Cost Score:	**PF * 10**		**0**		**0**		**0**
	Weighted Cost Score (WCS):	**CS x CW = WCS**		**0**		**0**		**0**

Enter data into yellow cells.

Solicitation Number:
Solicitation Title:
Opening Date:

EVALUATION FACTORS:

Lowest Cost (LC): $ 2,029,510.93

Criteria Weight: **15**

				Vendor 14		Vendor 15	
					0		0
Line	**Item**	**Quantity**	**Type**	**Unit Price 14**	**Ext. Price 14**	**Unit Price 15**	**Ext. Price 15**
1	Total Contract Cost	1			$ -		$ -
2					$ -		$ -
3					$ -		$ -
4					$ -		$ -
5					$ -		$ -
6					$ -		$ -
7					$ -		$ -
8					$ -		$ -
9					$ -		$ -
10					$ -		$ -
11					$ -		$ -
12					$ -		$ -
13					$ -		$ -
14					$ -		$ -
15					$ -		$ -
16					$ -		$ -
	Total Cost (TC)				**$ -**		**$ -**
	Price Factor (LC/TC = PF):	**LC/TC = PF**			**0.00**		**0.00**
	1-10 Cost Score:	**PF * 10**			**0**		**0**
	Weighted Cost Score (WCS):	**CS x CW = WCS**			**0**		**0**

Enter data into yellow cells.