



RFP MED-16-009

IOWA HIGH QUALITY HEALTHCARE INITIATIVE

RECOMMENDATION OF THE EVALUATION COMMITTEE

1 BACKGROUND

The Department of Human Services (Agency) issued a RFP for the Iowa High Quality Healthcare Initiative on February 16, 2015. In response, eleven bids were received by the Agency. The bids were received from:

- Aetna Better Health Iowa Inc. (“Aetna”)
- Amerigroup Iowa (“Amerigroup”)
- AmeriHealth Caritas Iowa, Inc. (“AmeriHealth”)
- Gateway Health Plan LP (“Gateway”)
- Iowa Total Care, Inc. (“Iowa Total Care”)
- Magellan Complete Care of Iowa, Inc. (“Magellan”)
- Medica Health Plans (“Medica”)
- Meridian Health Plan (“Meridian”)
- Molina Healthcare Inc. (“Molina”)
- UnitedHealthcare Plan of the River Valley, Inc. (“United”)
- WellCare Health Plans, Inc. (“WellCare”)

All eleven bids were deemed responsive and provided to the Evaluation Team on May 28, 2015.

Gateway withdrew their bid on August 10, 2015.

1.1 Proposal Evaluation Committee (PEC) Members

The Proposal Evaluation Committee was comprised of the following individuals:

PEC Member	Division
Julie Lovelady	Iowa Medicaid Enterprise
Elizabeth Matney	Iowa Medicaid Enterprise



Richard Shults	Mental Health and Disability Services
Jean Slaybaugh	Fiscal Management

Carrie Lindgren, Bureau of Service Contract Support (BSCS), is the Agency's Issuing Officer.

1.2 Evaluation Process

During the review of the Technical Proposals, each member of the PEC reviewed each proposal. The PEC considered references for each of the bidders. Subject matter experts (SMEs) in the areas of Financial Stability, Pharmacy, Public Health, and Information Technology were also asked to review the portions of each proposal that were most relevant to their areas of expertise. The Iowa Insurance Division (IID) made a pass/fail recommendation regarding the financial stability of each bidder. All bidders passed this review. The other SMEs created summary documents of their review, which were provided to the PEC as supplemental materials to aid in their review. After reviewing the bid proposals, SME reports, and reference questionnaire responses, the PEC met from July 27th-July 31st to assign scores to the bid proposals. The evaluation committee assigned group scores. During the scoring meeting, a list of clarifying questions for each bidder was compiled. These clarification questions were approved by the PEC and distributed to the respective bidders on August 3. After receiving and reviewing the responses to these clarification questions, the PEC met on August 10th to determine if any scoring changes were necessary based on the clarification responses received from the bidders. On August 11th the PEC determined a final ranking of the bidders for Award.

The following is a timeline of the Evaluation Process:

Date	Activity
April 14, 2015	PEC Initial Planning Meeting
May 13, 2015	PEC Training Meeting
May 28, 2015	PEC Provided With Proposals
June 11, 2015	SME Training Meeting and SMEs Provided with Proposals
July 6, 2015	PEC Provided with SME Reviews
July 27-July 31, 2015	PEC Scoring Meeting
August 3, 2015	PEC Approved Clarification Requests and Requests Were Distributed to Bidders
August 7, 2015	PEC Provided with Clarification Responses
August 10-August 11, 2015	PEC Clarification Review and Award Recommendation Meeting



1.2.1 Scoring Meeting

During the week of July 27th, 2015 – July 31st, 2015, the PEC met to assign scores to the submitted proposals. They were assisted by representatives of Ikaso Consulting and the Bureau of Service Contract Support. Attendees who were not members of the PEC did not assist in the assigning of scores or evaluation of the proposals.

The order of review was determined by randomly drawing the bidders' names. Scores were assigned to each of the submitted proposals. More detail can be found in the attached Evaluation Score Cards Document.

Technical Proposal Score Summary after Scoring Meeting:

Bidder	Technical Score (out of 100)
Aetna	56.50
Amerigroup	78.00
AmeriHealth	63.25
Iowa Total Care	60.25
Gateway	Withdrew Bid
Magellan	51.75
Medica	40.75
Meridian	35.00
Molina	41.25
United	78.00
WellCare	65.75

1.2.2 Clarification Questions

During the scoring meeting the PEC developed a list of clarification questions for each of the bidders. These clarification questions were distributed to bidders on August 3rd. Responses were returned on August 7th.

2 PEC MEETING TO DEVELOP RANKING

The PEC met on August 10, 2015 to review the responses to the clarification questions. On August 11, 2015 the PEC met to develop a final ranking to present to the Decision Maker, Charles Palmer, Director of the Department of Human Services, regarding the bidders whose proposals best meet the Department's needs and requirements for the Iowa High Quality Healthcare Initiative, and the bidders that offer the greatest benefit to the Department of Human Services.

2.1 Ranking of Technical Proposals

After the clarification responses were reviewed by the PEC, the PEC determined if the contents of the clarification responses should result in any adjustment to scores.



Technical Proposal score summary after reviewing clarification responses:

Bidder	Technical Score (out of 100)
Aetna	56.50
Amerigroup	78.00
AmeriHealth	63.25
Iowa Total Care	60.25
Gateway	Withdrew Bid
Magellan	51.75
Medica	40.75
Meridian	35.00
Molina	41.25
United	77.25
WellCare	65.75

The PEC's final ranking of bidders is as follows:

Ranking	Bidder
1	Amerigroup
2	United
3	WellCare
4	AmeriHealth
5	Iowa Total Care
6	Aetna
7	Magellan
8	Molina
9	Medica
10	Meridian

3 RECOMMENDATIONS

After careful consideration of the Technical Proposals, responses to clarifications questions, and all other proposal-related information the PEC developed these final recommendations. They were presented to the Decision Maker, Charles Palmer, Director of the Department of Human Services, on August 12, 2015.

The Proposal Evaluation Committee unanimously agrees to the above scores and ranking of bidders.

4 ATTACHMENTS

The following documents are included as attachments:

- Select Strengths and Weakness of Technical Proposals
- Evaluation Score Card Document