

HCPSS BENEFITS RFP SCORECARD - Dental PPO

		DELTA DENTAL	UNITED CONCORDIA	CIGNA	CAREFIRST
AREA OF ASSESSMENT	WEIGHT				
1 Provider Networks Geographic Access History/Stability Size of Network Match of top providers (disruption analysis)	45%				
		15	15	15	15
		5	5	5	5
		5	5	5	5
		14	13	20	17
		39	38	45	42
2 Cost Proposal Fixed costs and charges Self Insured rate equivalents Provider discounts/reimbursements Performance guarantees Claim Repricing	40%				
		1	10	6	3
		5	10	9	6
		12	15	12	15
		5	3	5	3
		23	38	32	27
3 Administration/Service Claims Administration Service Standards/Results Enrollment Processes/capabilities Data Reporting Network Administration	10%				
		2	2	2	2
		2	2	2	2
		2	2	2	2
		2	2	2	2
		10	10	10	10
4 Compliance with Specifications Proposal Instructions Form Submission Appropriateness of Questions Client References	5%				
		1	1	1	1
		1	1	1	1
		1	1	1	1
		2	1	2	2
		5	4	5	5
GRAND TOTAL:	100%	77	90	92	84

HCPSS BENEFITS RFP SCORECARD - Dental HMO

		CIGNA	UNITED CONCORDIA	AETNA
AREA OF ASSESSMENT	WEIGHT			
1 Provider Networks Geographic Access History/Stability Size of Network Match of top providers (disruption analysis)	45%			
		13	10	15
		5	5	5
		3	4	5
		17	15	20
		38	34	45
2 Cost Proposal Fixed costs and charges Self Insured rate equivalents Provider discounts/reimbursements Performance guarantees Claim Repricing	40%			
		30	40	30
		N/A	N/A	N/A
		30	40	30
3 Administration/Service Claims Administration Service Standards/Results Enrollment Processes/capabilities Data Reporting Network Administration	10%			
		2	2	2
		2	2	2
		2	2	2
		2	2	2
		2	2	2
10	10	10		
4 Compliance with Specifications Proposal Instructions Form Submission Appropriateness of Questions Client References	5%			
		1	1	1
		1	1	1
		1	1	1
		0	1	2
3	4	5		
GRAND TOTAL:		81	88	90

HCPSS BENEFITS RFP SCORECARD - Vision

		VSP	GROUP VISION SERVICES	CAREFIRST	
AREA OF ASSESSMENT	WEIGHT				
1 Provider Networks	45%				
		Geographic Access	10	10	8
		History/Stability	10	5	8
		Size of Network	10	8	8
		Match of top providers (disruption analysis)	15	7	9
		45	30	33	
2 Cost Proposal	40%				
		Fixed costs and charges	6	4	10
		Self Insured rate equivalents	8	10	6
		Provider discounts/reimbursements	9	7	10
		Performance guarantees	10	10	10
		33	31	36	
3 Administration/Service	10%				
		Claims Administration	2	2	2
		Service Standards/Results	2	2	2
		Enrollment Processes/capabilities	2	2	2
		Data Reporting	2	2	2
		Network Administration	2	2	2
		10	10	10	
4 Compliance with Specifications	5%				
		Proposal Instructions	1	1	1
		Form Submission	1	1	1
		Appropriateness of Questions	1	1	1
		Client References	2	2	0
		5	5	3	
GRAND TOTAL:	100%	93	76	82	