

**HCPSS BENEFITS RFP
SCORECARD - Dental PPO**

		DELTA DENTAL	METLIFE	DOMINION NATIONAL	UNIED CONCORDIA	CIGNA	AETNA	CAREFIRST
AREA OF ASSESSMENT	WEIGHT							
1	Provider Networks							
	Geographic Access	15	15	15	15	15	15	15
	History/Stability	5	5	5	5	5	5	5
	Size of Network	5	5	5	5	5	5	5
	Match of top providers (disruption analysis)	20	18	10	20	20	18	19
		45	43	35	45	45	43	44
2	Cost Proposal							
	Fixed costs and charges	3	3	3	5	5	4	4
	Self Insured rate equivalents	10	15	15	15	13	12	10
	Provider discounts/reimbursements	12	12	8	15	13	15	13
	Performance guarantees	5	4	2	3	4	4	4
	Claim Repricing							
		30	34	28	38	35	35	31
3	Administration/Service							
	Claims Administration	2	2	2	2	2	2	2
	Service Standards/Results	2	2	2	2	2	2	2
	Enrollment Processes/capabilities	2	2	2	2	2	2	2
	Data Reporting	2	2	2	2	2	2	2
	Network Administration	2	2	2	2	2	2	2
		10	10	10	10	10	10	10
4	Compliance with Specifications							
	Proposal Instructions	1	1	1	1	1	1	1
	Form Submission	1	1	1	1	1	1	1
	Appropriateness of Questions	1	1	1	1	1	1	1
	Client References	2	2	2	2	0	0	2
		5	5	5	5	3	3	5
GRAND TOTAL:		90	92	78	98	93	91	90

HCPSS BENEFITS RFP SCORECARD - Dental HMO

		CIGNA	UNITED CONCORDIA	AETNA	DOMINION NATIONAL	CAREFIRST	DELTA DENTAL
AREA OF ASSESSMENT	WEIGHT						
1	Provider Networks Geographic Access History/Stability Size of Network Match of top providers (disruption analysis)	45%					
		23	22	25	20	25	20
		10	10	10	5	8	8
		10	5	10	8	5	8
		N/A	N/A	N/A	N/A	N/A	N/A
		43	37	45	33	38	36
2	Cost Proposal Fixed costs and charges Self Insured rate equivalents Provider discounts/reimbursements Performance guarantees Claim Repricing	40%					
		30	40	30	28	35	25
		N/A	N/A	N/A	N/A	N/A	N/A
		30	40	30	28	35	25
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	2	2
		2	2	2	2	2	2
		2	2	2	2	2	2
		10	10	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
		1	1	1	1	1	1
		0	2	2	2	2	2
		3	5	5	5	5	5
GRAND TOTAL:		100%					
		86	92	90	76	88	76

HCPSS BENEFITS RFP SCORECARD - Vision

		VSP	VISION BENEFITS OF AMERICA	GROUP VISION SERVICES	EYEMED	CAREFIRST	CIGNA	AETNA	AVESIS	
AREA OF ASSESSMENT	WEIGHT									
1 Provider Networks	45%	Geographic Access	10	5	10	10	8	10	10	10
		History/Stability	10	10	5	10	8	8	8	8
		Size of Network	10	5	8	10	8	8	10	8
		Match of top providers (disruption analysis)	15	5	10	10	9	12	8	8
		Subtotal	45	25	33	40	33	38	36	34
2 Cost Proposal	40%	Fixed costs and charges	7	8	5	8	10	7	6	8
		Self Insured rate equivalents	5	9	8	7	5	5	4	4
		Provider discounts/reimbursements	5	5	6	8	7	8	6	6
		Performance guarantees	10	5	5	10	7	0	0	10
		Subtotal	27	27	24	33	29	20	16	28
3 Administration/Service	10%	Claims Administration	2	2	2	2	2	2	2	2
		Service Standards/Results	2	2	2	2	2	2	2	2
		Enrollment Processes/capabilities	2	2	2	2	2	2	2	2
		Data Reporting	2	2	2	2	2	2	2	2
		Network Administration	2	2	2	2	2	2	2	2
Subtotal	10	10	10	10	10	10	10	10		
4 Compliance with Specifications	5%	Proposal Instructions	1	1	1	1	1	1	1	1
		Form Submission	1	1	1	1	1	1	1	1
		Appropriateness of Questions	1	1	1	1	1	1	1	1
		Client References	2	2	2	2	0	0	0	2
		Subtotal	5	5	5	5	3	3	3	5
GRAND TOTAL:	100%	87	67	72	88	75	71	65	77	