

## Summary of ACUTE/CRS RFP Awards

	<b>GSA 2</b>	<b>GSA 4</b>	<b>GSA 6</b>	<b>GSA 8</b>	<b>GSA 10</b>	<b>GSA 12</b>	<b>GSA 14</b>	<b>CRS</b>
	<b>Yuma, LaPaz</b>	<b>Apache, Coconino, Mohave, Navajo</b>	<b>Yavapai</b>	<b>Gila, Pinal</b>	<b>Pima, Santa Cruz</b>	<b>Maricopa</b>	<b>Cochise Graham Greenlee</b>	
<b>Bridgeway Health Solutions of Arizona, LLC</b>	S	S	*S	S	S	S	S	
<b>Care 1<sup>st</sup> Health Plan Arizona</b>	S		S	S	S(1)	*S	S	
<b>Health Choice Arizona</b>	*S	*S	S	S	*S(1)	*S	S	
<b>Health Net of Arizona</b>					S	S		
<b>Maricopa Health Plan managed by University of Arizona Health Plans</b>						*S		
<b>Blue Cross Blue Shield of Arizona / Medisun Community Care Inc. dba Community Care</b>						S		
<b>Southwest Catholic Health Network dba Mercy Care Plan</b>	S	S	S		*S(1)	*S	*S	S
<b>Phoenix Health Plan</b>		*S	*S	*S	*S	*S		
<b>United Health Care Community Plan</b>	*S	S	S	S	*S	*S	S	*S
<b>University of Arizona Health Plans, University Family Care</b>	S		S	*S	*S		*S	
<b>Total Bids Received</b>	<b>6</b>	<b>5</b>	<b>7</b>	<b>6</b>	<b>8</b>	<b>9</b>	<b>6</b>	<b>2</b>

- \* = Current Contractor
- S = Submitted a Proposal
- (1) = Award in Pima County Only
- = Contract Awarded

Note: Per Section H, Paragraph 9, Award of Contract, of the RFP, AHCCCS is still evaluating the Maricopa GSA.

OFFERORS' RANKINGS BY SUBMISSION REQUIREMENT

	#1 - Network: Medicaid Expansion	#2 - Network: Development & Management	#3 - Program: Data Sharing/ Care Coordination	#4 - Program: Disease Management	#5 - Program: Disease Management	#6 - Program: Medicare Integration / Alignment	#7 - Organization: IOM	#8 - Organization: Fraud & Abuse	#9 - Organization: Grievance	#10 - Organization: IT Demo	Oral
Blue Cross Blue Shield of Arizona / Medisun Community Care Inc. dba Community Care	10	10	7	9	10	10	7	6	9	2	7
Bridgeway Health Solutions of Arizona, LLC	8	8	8	5	2	8	8	6	10	10	10
Care1st Health Plan Arizona	1	5	5	7	1	3	5	3	1	4	6
Health Choice Arizona	7	2	6	4	6	7	6	8	6	5	8
Health Net of Arizona	3	9	9	8	2	3	10	10	8	6	5
Maricopa Health Plan managed by University of Arizona Health Plans	4	2	3	2	7	5	3	1	2	9	1
Southwest Catholic Health Network dba Mercy Care Plan	9	1	2	6	4	1	1	3	7	3	4
Phoenix Health Plan	4	7	10	10	9	9	9	3	4	8	9
United Health Care Community Plan	2	6	1	1	5	2	2	8	5	1	1
University of Arizona Health Plans, University Family Care	4	2	3	2	7	5	3	1	2	7	1

Category weights	Points
Program	33%
Capitation	33%
Access to Care/Network	17%
Organization	17%
Total	100%

	#11 - Network: Access to Care	#12 - Program: Behavioral Health Integration	#13 - Program: Behavioral Health Case Management	#14 - Program: Data Exchange Care Coordination	#15 - Organization: Ombudsman / Client Advocate
CRS					
Southwest Catholic Health Network dba Mercy Care Plan	2	1	1	2	2
United Health Care Community Plan	1	2	2	1	1

Category weights	Points
Program	35%
Capitation	6%
Access to Care/Network	35%
Organization	24%
Total	100%

GSA 2: Yuma, La Paz

X = Incumbents: Health Choice, United

Total Bids = 6

			X		X	
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Southwest Catholic Health Network dba Mercy Care Plan	United Health Care Community Plan	University of Arizona Health Plans, University Family Care
Access to Care/ Network	510.00	1,300.00	1,080.00	1,140.00	1,130.00	1,220.00
Organization	818.25	1,360.62	1,024.86	1,393.01	1,276.78	1,463.34
Program	1,550.00	2,125.00	1,660.00	2,400.00	2,890.00	2,265.00
Capitation	1,460.38	1,682.25	2,962.50	787.52	2,468.63	3,288.89
Total Score	4,338.63	6,467.87	6,727.36	5,720.54	7,765.42	8,237.24
Ranking	6	4	3	5	2	1

							Total
Current GSA total membership by Contractor			11,668		36,632		48,300
Potential Transitioning	0	0	11,668	0	0	0	11,668

Note: Gray highlighted columns indicate Contract Award

GSA 4: Apache, Coconino Mohave, Navajo

X = Incumbents: Health Choice, Phoenix Health Plan

Total Bids = 5

		X		X	
	Bridgeway Health Solutions of Arizona, LLC	Health Choice Arizona	Southwest Catholic Health Network dba Mercy Care Plan	Phoenix Health Plan	United Health Care Community Plan
Access to Care/ Network	510.00	1,080.00	1,140.00	820.00	1,130.00
Organization	818.25	1,024.86	1,393.02	1,067.09	1,276.78
Program	1,550.00	1,660.00	2,400.00	500.00	2,890.00
Capitation	1,071.77	3,286.68	948.93	2,827.59	2,369.21
Total Score	3,950.02	7,051.54	5,881.94	5,214.68	7,666.00
Ranking	5	2	3	4	1

						Total
Current GSA total membership by Contractor		52,712		22,700		75,412
Potential Transitioning	0	0	0	22,700	0	22,700

Note: Gray highlighted columns indicate Contract Award

GSA 6: Yavapai

X = Incumbent: Bridgeway, Phoenix Health Plan

Total Bids = 7

	X				X		
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Southwest Catholic Health Network dba Mercy Care Plan	Phoenix Health Plan	United Health Care Community Plan	University of Arizona Health Plans, University Family Care
Access to Care/ Network	510.00	1,300.00	1,080.00	1,140.00	820.00	1,130.00	1,220.00
Organization	818.25	1,360.62	1,024.86	1,393.02	1,067.09	1,276.78	1,463.35
Program	1,550.00	2,125.00	1,660.00	2,400.00	500.00	2,890.00	2,265.00
Capitation	903.37	386.39	3,285.73	1,893.63	2,664.84	2,294.91	3,033.86
Total Score	3,781.63	5,172.01	7,050.59	6,826.64	5,051.94	7,591.70	7,982.21
Ranking	7	5	3	4	6	2	1

								Total
Current GSA total membership by Contractor	16,078				15,084			31,162
Potential Transitioning	16,078	0	0	0	15,084	0	0	31,162

Note: Gray highlighted columns indicate Contract Award

Total Bids = 6

				X		X
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Phoenix Health Plan	United Health Care Community Plan	University of Arizona Health Plans, University Family Care
Access to Care/ Network	510.00	1,300.00	1,080.00	820.00	1,130.00	1,220.00
Organization	818.25	1,360.62	1,024.86	1,067.09	1,276.78	1,463.35
Program	1,550.00	2,125.00	1,660.00	500.00	2,890.00	2,265.00
Capitation	883.35	746.46	3,294.45	2,882.38	734.22	1,993.67
Total Score	3,761.60	5,532.08	7,059.31	5,269.47	6,031.00	6,942.01
Ranking	6	4	1	5	3	2

							Total
Current GSA total membership by Contractor				30,026		16,836	46,862
Potential Transitioning	0	0	0	30,026	0	0	30,026

Note: Gray highlighted columns indicate Contract Award

GSA10: Pima, Santa Cruz

Total Bids = 8

X = Incumbents: Health Choice, Mercy Care, United, Phoenix Health Plan, University Family Care

XX = Contractor also in Santa Cruz County

		XX			X	X	X	XX
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Health Net of Arizona	Southwest Catholic Health Network dba Mercy Care Plan	Phoenix Health Plan	United Health Care Community Plan	University of Arizona Health Plans, University Family Care
Access to Care/ Network	510.00	1,300.00	1,080.00	760.00	1,140.00	820.00	<b>1,130.00</b>	<b>1,220.00</b>
Organization	818.25	1,360.62	1,024.86	718.91	1,393.02	1,067.09	<b>1,276.78</b>	<b>1,463.35</b>
Program	1,550.00	2,125.00	1,660.00	1,665.00	2,400.00	500.00	<b>2,890.00</b>	<b>2,265.00</b>
Capitation	1,646.11	679.52	3,137.09	2,246.74	1,390.55	2,680.88	<b>2,226.52</b>	<b>3,197.47</b>
Total Score	4,524.36	5,465.14	6,901.96	5,390.65	6,323.56	5,067.97	<b>7,523.31</b>	<b>8,145.81</b>
Ranking	8	5	3	6	4	7	<b>2 XX</b>	<b>1 XX</b>

Total

Current GSA total membership by Contractor			41,858		24,834	17,506	60,979	33,980	179,157
Potential Transitioning	0	0	0	0	0	17,506	0	0	17,506

Note: Gray highlighted columns indicate Contract Award

GSA 12: Maricopa

X = Incumbents: Care1st, Health Choice, Maricopa, Mercy Care, Phoenix Health Plan, United

Total Bids = 9

		X	X		X		X	X	X
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Health Net of Arizona	Maricopa Health Plan managed by University of Arizona Health Plans	Blue Cross Blue Shield of Arizona / Medisun Community Care Inc. dba Community Care	Southwest Catholic Health Network dba Mercy Care Plan	Phoenix Health Plan	United Health Care Community Plan
Access to Care/ Network	510.00	1,300.00	1,080.00	760.00	1,220.00	170.00	1,140.00	820.00	1,130.00
Organization	818.25	1,360.62	1,024.86	718.91	1,438.66	962.50	1,393.02	1,067.09	1,276.78
Program	1,550.00	2,125.00	1,660.00	1,665.00	2,265.00	830.00	2,400.00	500.00	2,890.00
Capitation	2,574.43	1,998.11	2,876.46	2,474.02	3,281.75	1,065.23	1,354.86	1,234.86	2,416.69
Total Score	5,452.68	6,783.73	6,641.32	5,617.92	8,205.41	3,027.73	6,287.88	3,621.96	7,713.47
Ranking	7	3	4	6	1	9	5	8	2

										Total
Current GSA total membership by Contractor		47,500	62,723		47,989		240,791	95,143	138,492	632,638
Potential Transitioning	0	0	0	0	0	0	0	95,143	0	95,143

Note: Gray highlighted columns indicate Contract Award



GSA 14: Cochise, Graham, Greenlee

Incumbents: Mercy Care, University Family Care

Total Bids = 6

				X		X
	Bridgeway Health Solutions of Arizona, LLC	Care1st Health Plan Arizona	Health Choice Arizona	Southwest Catholic Health Network dba Mercy Care Plan	United Health Care Community Plan	University of Arizona Health Plans, University Family Care
Access to Care/ Network	510.00	1,300.00	1,080.00	1,140.00	1,130.00	1,220.00
Organization	818.25	1,360.62	1,024.86	1,393.02	1,276.78	1,463.35
Program	1,550.00	2,125.00	1,660.00	2,400.00	2,890.00	2,265.00
Capitation	1,164.03	2,081.83	3,103.82	1,000.00	2,321.00	3,170.95
Total Score	4,042.28	6,867.45	6,868.69	5,933.02	7,617.79	8,119.30
Ranking	6	4	3	5	2	1

							Total
Current GSA total membership by Contractor				16,520		14,451	30,971
Potential Transitioning	0	0	0	16,520	0	0	16,520

Note: Gray highlighted columns indicate Contract Award

CRS: Statewide

X = Incumbent: United

Total Bids = 2

		X
	Southwest Catholic Health Network dba Mercy Care Plan	United Health Care Community Plan
CRS Access to Care/ Network	2,250.00	3,000.00
CRS Organization	1,888.02	1,946.78
CRS Program	2,600.00	2,650.00
CRS Capitation	600.00	154.03
CRS Total	7,338.02	7,750.82
Ranking	2	1

Current CRS total membership for January 2012		24,744
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Note: Gray highlighted columns indicate Contract Award