

# EVALUATION CRITERIA - CORRECTED

**RFP NUMBER 112209 O3,  
Capitated Medicaid Managed Care program for Physical Health,  
Behavioral Health, Pharmacy, and Dental Services  
Opening Date: July 1, 2022**

## Request for Requirements - Medicaid Managed Care

### Stage 1

To ensure responsiveness, the proposals will first be examined to determine if all items have been provided below, and if the mandatory requirements of the RFP have been addressed and warrant further evaluation. Proposals not complete or not meeting mandatory requirements will be excluded from further evaluation. The required items are as follows:

1. Original Request for Proposal for Contractual Services form signed in ink or via DocuSign;
2. Clarity and responsiveness of the proposal;
3. Completed Corporate Overview;
4. Completed Sections II through VI; and
5. Completed Proposal Response Instructions.

### Stage 2

Proposals that meet all of the mandatory requirements identified in Stage 1 will then be evaluated on specific criteria on a pass/fail basis, to ensure responsibility.

### Stage 3

Proposals that pass Stage 2 will then be evaluated and scored subjectively on their approach to providing Medicaid Managed Care.

#### Evaluation Criteria – Stage 3

Each category below will have a maximum possible point potential. Areas that will be addressed and scored during the evaluation include:

Evaluation Criteria	Possible Points
Part 1 — Corporate Overview	1,000
Part 2 — Approach	5,000
Total Points without Oral Interviews	6,000
Oral Interviews (if required)	500
Total Points with Oral Interviews	6,500

In both Stage 2 and Stage 3, the Proposal Response Instructions will be used.

# Request for Requirements - Fee for Service Claims Management and Processing – Optional Service

## Stage 1

To ensure responsiveness, the proposals will first be examined to determine if all items have been provided below, and if the mandatory requirements of the RFP have been addressed and warrant further evaluation. Proposals not complete or not meeting mandatory requirements will be excluded from further evaluation. The required items are as follows:

1. Completed Optional Services Proposal Response Instructions; and
2. Completed Optional Services State Cost Proposal Template.

## Stage 2

Proposals that meet all of the mandatory requirements will then be evaluated on specific criteria, from the Option Services Proposal Response, on a pass/fail basis, to determine responsibility.

## Stage 3

Proposals that pass all the requirements will then be evaluated on their cost.

## Evaluation Criteria

All responses to this Request for Proposal, which fulfill all mandatory requirements, will be evaluated. Each category will have a maximum possible point potential. Areas that will be addressed and scored during the evaluation include:

Evaluation Criteria	Possible Points
Cost Proposal Points	500
Oral Interviews, (if required)	50
Total Points with Oral Interviews	550

**Cost Proposal Points** Cost points should be calculated as follows:

1. Establish lowest cost submitted – lowest cost submitted receives the maximum points.
2. To assign points to all others, the following formula should be followed:

$$\text{Lowest Cost Submitted} \div \text{Cost Submitted} \times \text{Maximum Possible Cost Points} = \text{Cost Points to Award (see samples below)}$$

	Formula	Sample	Sample	Sample
	Lowest Cost Submitted	\$100,000	\$100,000	\$100,000
÷	Cost Submitted	\$100,000	\$200,000	\$150,000
x	Maximum Possible Cost Points	40	40	40
=	Points To Award	40	20	26.7