

VENDOR SELECTION MATRIX

MEDICAL –SELF INSURED ADMINISTRATION AND STOP LOSS

	<u>GPA</u>	<u>BCBS</u>	<u>Recommended CIGNA</u>	<u>UHC</u>
Cost (30%)	28	29	30	27
Cost Containment / Innovative Solutions (20%)	18	19	20	19
Population Health Management Programs (20%)	20	20	20	20
Communication (5%)	5	5	5	5
Claims Processing (10%)	10	10	10	10
Integrated Systems / Technology Initiative (10%)	19	20	19	19
Past Performance (5%)	4	4	4	5
TOTAL	95	97	98	95

CODE KEY:

60	Below Average
70	Average
80	Average / No Basis for Comparison
90	Above Average
100	Clearly Demonstrable Advantage

VENDOR SELECTION MATRIX

PHARMACY BENEFIT MANAGER

	<u>Recommended Maxor</u>	<u>BCBS</u>	<u>CIGNA</u>	<u>UHC</u>
Cost (30%)	30	29	29	27
Cost Containment / Innovative Solutions (20%)	20	19	19	19

Population Health Management Programs (20%)	19	20	20	20
Communication (5%)	5	5	5	4
Claims Processing (10%)	10	10	10	10
Integrated Systems / Technology Initiative (10%)	19	20	20	20
Past Performance (5%)	5	4	4	4
TOTAL	98	97	97	96

CODE KEY:

60	Below Average
70	Average
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VENDOR SELECTION MATRIX

DENTAL ADMINSTRATIVE SERVICES

	<u>Delta Dental</u>	<u>Ameritas</u>	<u>BCBS</u>	Recommended <u>Cigna</u>
Cost (30%)	28	30	30	29
Cost Containment / Innovative Solutions (20%)	20	20	19	19
Population Health Management Programs (20%)	20	20	20	20
Communication (5%)	5	4	4	5
Claims Processing (10%)	10	10	10	10
Integrated Systems / Technology Initiative (10%)	19	19	20	20
Past Performance (5%)	4	4	4	5
TOTAL	96	97	96	98

CODE KEY:

60	Below Average
70	Average
80	Average / No Basis for Comparison
90	Above Average

VENDOR SELECTION MATRIX

LIFE AND DISABILITY (PLAN OPTION)

	<u>THE ST ANDARD</u>	<u>Recommended</u> <u>SUN LIFE</u>	<u>UNUM</u>	<u>CIGNA</u>	<u>MOO</u>
Cost of Services (40%)	29	40	36	38	35
Reporting (20%)	20	20	20	20	20
Technology Capabilities (20%)	20	20	20	20	20
References / Relevant Services / Explanations (10%)	10	9	9	10	9
Enrollment / Communication Materials (10%)	9	9	10	9	10
TOTAL	88	98	95	97	94

CODE KEY:

60	Below Average
70	Average
80	Average / No Basis for Comparison
90	Above Average
100	Clearly Demonstrable Advantage

VENDOR SELECTION MATRIX

WELLNESS

Recommended Package

	<u>GPA</u>	<u>Simply Well</u>	<u>BCBS</u>	<u>CIGNA</u>	<u>UHC</u>
Cost of Services (40%)	37	37	*35	40	39
Reporting (20%)	19	20	19	19	20

Technology Capabilities (20%)	20	20	20	20	20
References / Relevant Services / Explanations (10%)	9	9	9	10	10
Enrollment / Communication Materials (10%)	10	9	9	10	9
<i>TOTAL</i>	95	96	92	99	98

***Additional information pending on BCBS Coaching**

CODE KEY:	60	Below Average
	70	Average
	80	Average / No Basis for Comparison
	90	Above Average

100 Clearly Demonstrable Advantage