

Evaluation Report

Procurement Number	RFx 3180001260/3120002121
RFP Name	State and School Employees Health Insurance Management Board Request for Proposal for Utilization Management Services
RFP Release Date	November 24, 2020
Proposal Due Date and Time	January 14, 2021, 2:00 PM CST
Contract Effective Date	July 1, 2021
Evaluation Report Posting Date	February 26, 2021

On behalf of the State and School Employees Health Insurance Management Board (Board), the Mississippi Department of Finance and Administration's Office of Insurance (DFA-OI) conducted a Request for Proposal (RFP) solicitation to secure a vendor to provide utilization management services for the State and School Employees' Health Insurance Plan (Plan). The unabridged RFP as amended, including terms, conditions, scope of services and other matters anticipated to be incorporated into the resulting contract, may be accessed at <http://www.dfa.ms.gov/bid-rfp-notice/>.

With the goal of awarding a four-year contract to include a one-year optional renewal, DFA-OI adhered to the applicable provisions of the *Public Procurement Review Board, Office of Personal Service Contract Review Rules and Regulations*, as well as agency guidelines, to evaluate the three proposals received to ensure that each received a comprehensive, fair, and impartial evaluation. An internal evaluation committee utilized consensus scoring to evaluate the proposals using a three-step process consisting of Compliance, Analysis, and Finalist phases. A detailed description of the evaluation process is provided in Section 2.8 of the RFP document. Evaluation factors and their respective weighting included Cost at 40%, Technical at 38%, and Management at 22%.

As a result of the evaluation process described herein, the proposals are ranked by vendor in order of final score, highest to lowest, as follows:

1. Keystone Peer Review Organization, Inc. (Kepro)
2. ActiveHealth® Management, Inc.
3. eQHealth Solutions, LLC

Attached is the Summary Evaluation Score Sheet. The evaluation committee was comprised of the following individuals based on their knowledge and expertise related to the services being solicited: Cindy Bradshaw, State Insurance Administrator; Chris Shaman, Deputy Director of Programs and Benefits; and Angela Inman, Deputy Director of Accounting and Compliance.

Based on the evaluation results, the State and School Employees Health Insurance Management Board voted to approve entering into contract negotiations with Keystone Peer Review Organization, Inc. (Kepro) to provide utilization management services to the Plan. Subject to successful negotiations and final approval by the Public Procurement Review Board, a four-year plus one optional one-year renewal contract is expected to be executed with Kepro, with services to commence effective July 1, 2021, at a contract value estimated not to exceed \$9,441,000.00 for the initial four-year term.

2021 Utilization Management Request for Proposal (RFP) - Scoring Grids - Summary Total Sheet

			Vendor A eQHealth	Vendor B ActiveHealth	Vendor C Kepro
Compliance Categories:		Pass/Fail			
1	The Letter of Intent submission deadline met	✓ <input type="checkbox"/>	✓	✓	✓
2	Proposal submission deadline met	✓ <input type="checkbox"/>	✓	✓	✓
3	Required format followed	✓ <input type="checkbox"/>	✓	✓	✓
4	Duration of proposal requirement met	✓ <input type="checkbox"/>	✓	✓	✓
5	Minimum Vendor Requirements met	✓ <input type="checkbox"/>	✓	✓	✓
6	Scope of Services Confirmation submitted	✓ <input type="checkbox"/>	✓	✓	✓
7	Performance Standards provided	✓ <input type="checkbox"/>	✓	✓	✓
8	Questionnaire answered	✓ <input type="checkbox"/>	✓	✓	✓
9	References provided	✓ <input type="checkbox"/>	✓	✓	✓
10	Service Plan answered	✓ <input type="checkbox"/>	✓	✓	✓
11	Fee Schedule provided	✓ <input type="checkbox"/>	✓	✓	✓
12	Signed Statutory Requirement disclosure statement submitted	✓ <input type="checkbox"/>	✓	✓	✓
13	Signed Statement of Compliance submitted	✓ <input type="checkbox"/>	✓	✓	✓
14	Signed Acknowledgement of RFP Amendment(s), including the amendment with the Board's Responses to Questions, if any posted, submitted	✓ <input type="checkbox"/>	✓	✓	✓
15	Resumes of Key Staff	✓ <input type="checkbox"/>	✓	✓	✓
16	Required proposal attachments provided, if any, and any additional information provided	✓ <input type="checkbox"/>	✓	✓	✓
Analysis Categories:		Weights			
1	Cost	40%	25.60	40.00	39.70
2	Technical Capability	38%	33.45	34.97	34.55
3	Management	22%	21.27	21.27	19.80
Analysis Sub-total without BAFO		100%	80.32	96.24	94.05
Finalists Categories:					
<i>Finalist Phase may include any or all of the following:</i>					
	<u>Record of Past Performance of Similar Work (Experience and Qualifications)</u> : Scored on a Pass/Fail basis.	✓ <input type="checkbox"/>			
	<u>Finalist Presentation</u> : +5	+5		0	0
	<u>Best and Final Offer</u> - Factored into the Price category			34.7	40
Final Total with BAFO				90.94	94.35