North GSA

Member Months to Use for Bidding	990,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 31.27
% of Admin PMPM that is Fixed	66.25%
% of Admin PMPM that is Variable	33.75%
Detail Admin Break Out	
Compensation	$ 16.24
Occupancy	$ 0.60
Depreciation	$ 0.22
Care Management/Care Coordination	$ 6.23
Professional and Outside Services	$ 6.26
Office Supplies and Equipment	$ 0.03
Travel	$ 0.11
Repair and Maintenance	$ 0.24
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.81
Total Admin PMPM	$ 31.27

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%

Central GSA

Member Months to Use for Bidding	3,170,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 20.17
% of Admin PMPM that is Fixed	39.70%
% of Admin PMPM that is Variable	60.30%
Detail Admin Break Out	
Compensation	$ 10.54
Occupancy	$ 0.64
Depreciation	$ 0.17
Care Management/Care Coordination	$ 2.52
Professional and Outside Services	$ 5.11
Office Supplies and Equipment	$ 0.03
Travel	$ 0.06
Repair and Maintenance	$ 0.08
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.51
Total Admin PMPM	$ 20.17

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%

South GSA

Member Months to Use for Bidding	1,630,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 25.07
% of Admin PMPM that is Fixed	53.78%
% of Admin PMPM that is Variable	46.22%
Detail Admin Break Out	
Compensation	$ 13.95
Occupancy	$ 0.61
Depreciation	$ 0.19
Care Management/Care Coordination	$ 3.30
Professional and Outside Services	$ 5.59
Office Supplies and Equipment	$ 0.03
Travel	$ 0.08
Repair and Maintenance	$ 0.15
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.64
Total Admin PMPM	$ 25.07

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%

North and South GSAs

Member Months to Use for Bidding	2,620,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 21.80
% of Admin PMPM that is Fixed	44.67%
% of Admin PMPM that is Variable	55.33%
Detail Admin Break Out	
Compensation	$ 11.71
Occupancy	$ 0.64
Depreciation	$ 0.17
Care Management/Care Coordination	$ 2.80
Professional and Outside Services	$ 5.23
Office Supplies and Equipment	$ 0.04
Travel	$ 0.07
Repair and Maintenance	$ 0.09
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.54
Total Admin PMPM	$ 21.80

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%

North and Central GSAs

Member Months to Use for Bidding	4,160,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 19.07
% of Admin PMPM that is Fixed	34.69%
% of Admin PMPM that is Variable	65.31%
Detail Admin Break Out	
Compensation	$ 9.58
Occupancy	$ 0.70
Depreciation	$ 0.16
Care Management/Care Coordination	$ 2.39
Professional and Outside Services	$ 5.09
Office Supplies and Equipment	$ 0.03
Travel	$ 0.05
Repair and Maintenance	$ 0.06
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.48
Total Admin PMPM	$ 19.07

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%

Central and South GSAs

Member Months to Use for Bidding	4,800,000

Administrative Bid Component

Total Admin PMPM (All Admin Expenses)	$ 17.92
% of Admin PMPM that is Fixed	32.53%
% of Admin PMPM that is Variable	67.47%
Detail Admin Break Out	
Compensation	$ 8.93
Occupancy	$ 0.64
Depreciation	$ 0.16
Care Management/Care Coordination	$ 2.30
Professional and Outside Services	$ 4.77
Office Supplies and Equipment	$ 0.03
Travel	$ 0.05
Repair and Maintenance	$ 0.05
Bank Service Charge	$ 0.09
Insurance	$ 0.26
Marketing	$ 0.15
Interest	$ 0.03
Other Administrative	$ 0.46
Total Admin PMPM	$ 17.92

Underwriting Gain Component

	Year 1	Year 2	Year 3
Underwriting Gain	1.00%	1.00%	1.00%