

Submission Requirement 4

Offeror	Rank*
Centene	4
UHC	3
University Family Care	1
Mercy Care Group	2

*If Offeror omits a submission, the requirement rank for that offeror for that submission will be an "X"

Evaluation Team Member	Signature	Date
Connie Williams	<i>Connie Williams</i>	2-9-17
Kari Price	<i>Kari Price</i>	2-9-17
Jakenna Lebsack	<i>Jakenna Lebsack</i>	2-13-17

Facilitator	Signature	Date
Scott Watten	<i>Scott Watten</i>	2-9-17

COMPONENT: PROGRAM

OFFEROR'S NAME: University Family Care

SUBMISSION REQUIREMENT No. 4	Total Ranking
Approximately 20% of the ALTCS E/PD population dies annually representing a significant percentage of the membership. This requires an increased emphasis on supporting members through life transitions such as declining health, aging and/or terminal illness. Describe the Offeror's experience in serving members during these life transitions. Describe new innovative strategies the Offeror will use to support members with decision-making and care needs throughout the term of the Contract.	1

Rationale:
<p><u>Major Observations:</u></p> <p>Offeror described an approach for supporting end of life decision making for transitions for individuals with declining health, advanced aging and terminal illness</p> <p>Offeror described process for identification of members in need of supports</p> <p>Offeror described how it would provide cultural awareness training and processes to ensure that members' cultural beliefs are identified and respected</p> <p>Offeror described its strategies to engage and support members' families</p> <p>Offeror provided detailed curricula for case manager training</p> <p>Offeror described how it would engage and educate providers</p> <p>Offeror described an approach to reimburse and offer financial incentives to providers for conducting advance care planning activities at a well visit or sick visit</p> <p>Offeror provided a detailed description of how it would support members with legal issues, including Power of Attorney (POA), medical POA and mental health POA</p> <p>Offeror provided a comprehensive description regarding the continuum of services available to support members and families</p> <p>Offeror described a series of innovative strategies to support members and their families, including education programs to support members with specialized needs, training for Community Health Workers, and partnerships to promote culturally appropriate care</p>

Evaluation Team Member	Signature	Date
Connie Williams	Connie Williams	2-9-17
Kari Price	Kari Price	2-9-17
Jakenna Lebeck	Jakenna Lebeck	2/13/17

Facilitator	Signature	Date
Scott Watten	S. Watten	2-9-17

COMPONENT: PROGRAM

OFFEROR'S NAME:

Mercy Care Group

SUBMISSION REQUIREMENT No. 4	Total Ranking
Approximately 20% of the ALTCS E/PD population dies annually representing a significant percentage of the membership. This requires an increased emphasis on supporting members through life transitions such as declining health, aging and/or terminal illness. Describe the Offeror's experience in serving members during these life transitions. Describe new innovative strategies the Offeror will use to support members with decision-making and care needs throughout the term of the Contract.	2

Rationale:

Major Observations:

Offeror described an approach for supporting end of life decision making for transitions for individuals with declining health, advanced aging and terminal illness

Offeror described process for identification of members in need of supports

Offeror described how it would provide cultural awareness training and processes to ensure that members' cultural beliefs are identified and respected

Offeror described its strategies to engage and support members' families

Offeror described a multi-faceted approach for case manager training, including First Aid Mental Health and supporting younger members

Offeror described how it would engage and communicate with providers regarding advance directives

Offeror provided a description of how it would support members with legal issues, including Power of Attorney

Offeror provided a description of services available to support members and families

Offeror described innovative strategies to support members and their families with decision-making and promote the delivery of member-centered care, including innovative approaches to address the specialized needs of members

Evaluation Team Member	Signature	Date
Connie Williams	Connie Williams	2-9-17

Kari Price	Kari Price	2.9.17
Jakenna Lebsock	Jakenna Lebsock	2/13/17

Facilitator	Signature	Date
Scott Woffen	[Signature]	2-9-17

COMPONENT: PROGRAM

OFFEROR'S NAME:

UHC

SUBMISSION REQUIREMENT No. 4	Total Ranking
Approximately 20% of the ALTCS E/PD population dies annually representing a significant percentage of the membership. This requires an increased emphasis on supporting members through life transitions such as declining health, aging and/or terminal illness. Describe the Offeror's experience in serving members during these life transitions. Describe new innovative strategies the Offeror will use to support members with decision-making and care needs throughout the term of the Contract.	3

Rationale:

Major Observations:

Offeror described an approach for supporting end of life decision making for transitions for individuals with declining health, advanced aging and terminal illness

Offeror described process for identification of members in need of supports

Offeror described how it would provide cultural awareness training and processes to ensure that members' cultural beliefs are identified and respected

Offeror described its strategies to engage and support members' families

Offeror described a multi-faceted approach for case manager training, including additional training opportunities via community agencies

Offeror described resources available to educate providers

Offeror provided a description of services available to support members and families

Offeror presented a series of strategies to support members and their families with decision-making and care needs

Evaluation Team Member	Signature	Date
Connie Williams	<i>Connie Williams</i>	2-9-17
Kari Price	<i>Kari Price</i>	2.9.17
Jakenna Leback	<i>Jakenna Leback</i>	2/14/17

Facilitator	Signature	Date
<i>Scott W. Hatten</i>	<i>[Handwritten Signature]</i>	2-9-17

COMPONENT: PROGRAM

OFFEROR'S NAME:

Centene

SUBMISSION REQUIREMENT No. 4	Total Ranking
Approximately 20% of the ALTCS E/PD population dies annually representing a significant percentage of the membership. This requires an increased emphasis on supporting members through life transitions such as declining health, aging and/or terminal illness. Describe the Offeror's experience in serving members during these life transitions. Describe new innovative strategies the Offeror will use to support members with decision-making and care needs throughout the term of the Contract.	4

Rationale:

Major Observations:

Offeror described an approach for supporting end of life decision making for transitions for individuals with declining health, advanced aging and terminal illness

Offeror described process for identification of members in need of supports

Offeror described how it would provide cultural awareness training and processes to ensure that members' cultural beliefs are identified and respected

Offeror described its strategies to engage and support members' families

Offeror described its approach for case manager training, but training appeared to focus on advance directives

Offeror described how it would engage and communicate with providers regarding advance directives

Offeror provided a description of services available to support members and families

Offeror presented strategies to support members with decision-making and care needs, but approaches represent limited advancement in practices for supporting members and their families during life transitions

Evaluation Team Member	Signature	Date
Connie Williams	Connie Williams	2-9-17
Kari Price	Kari Price	2.9.17

Jakenna Lebsock	Jakenna Lebsock	2/13/17
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Facilitator	Signature	Date
Scott Wilton	[Signature]	2-9-17