

**NARRATIVE B2
RANKING AND CONSENSUS RATIONALE**

Narrative B2: The delivery of comprehensive and effective integrated services (physical health, behavioral health, social service referrals, and support) to individuals with an SMI designation and efficient administration of Non-Title XIX/XXI funding, including federal grants, require significant expertise and experience. Describe the Offeror's experience with:
 A. Service delivery to individuals with an SMI designation (Title XIX/XXI and Non-Title XIX/XXI), and
 B. Service delivery using Non-Title XIX/XXI funding sources including federal grants;
 C. Administration of Non-Title XIX/XXI funding sources including federal grants.

The description shall include, but is not limited to, geographic coverage, population served, enrollment, efforts to advance health care integration, years serving individuals with an SMI designation, and years administering Non-Title XIX/XXI funding, including federal grants. (2-page limit)

Submission Evaluation Considerations:
 Experience and expertise with service delivery to individuals with an SMI designation
 Experience and expertise with administration of Non-Title XIX/XXI funding, including federal grants
 Other notable considerations


MOLINA COMPLETE CARE	MERCY CARE (MC)	BANNER UNIVERSITY FAMILY CARE (BUFC)	HEALTH CHOICE (HC)	ARIZONA COMPLETE HEALTH (AZCH / CARE 1ST (C))
RATIONALE AND MAJOR OBSERVATIONS				
Offeror discussed its national experience serving persons with SMI, and provided information on years of experience among staff members.	Offeror described its Arizona-specific experience and expertise serving persons with SMI through its contract as the Central GSA RBHA for the past seven years, as well as serving the dual eligible, long term care and IDD populations during the past 30 years through AHCCCS/AITCS contracts.	Offeror described its Arizona-specific experience serving as a current ACC-contractor and its experience serving persons with SMI, both through its provider system and past contractual relationships.	Offeror described its Arizona-specific experience and expertise serving persons with SMI through its contract as the North GSA RBHA for the past 29 years.	Offeror described its Arizona-specific experience and expertise serving persons with SMI through its contract as the South GSA RBHA for the past 16 years.
Offeror discussed its experience with service integration as a non-RBHA and that it has sought certification as a Trauma Informed Organization, although it did not describe clearly whether it has obtained certification.	Offeror described its activities related to improving integration of physical/behavioral health services, including co-location of physical health providers within integrated Health Homes and inclusion of FQHC providers within its network.	Offeror discussed its experience with service integration as a non-RBHA, including through referrals to, and collaboration with the RBHA system.	Offeror described its experience with service integration and the growth in members receiving fully integrated services, as well as its adoption of evidence-based best practices for integrated care.	Offeror described its activities related to improving integration of physical/behavioral health services, including through expansion of its community based system of care and use of QR to reward improved outcomes.
Offeror provided examples of improved outcomes achieved in other states or affiliate plans, including with respect to integrated care.	Offeror provided detailed examples of improved outcomes achieved in Arizona through its integrated care initiatives, including with respect to: members served within a specialty integrated care model; ED and inpatient utilization trends; HBA1c control among members with diabetes; and member satisfaction.	Offeror discussed the role of its provider network in furnishing both physical and behavioral health services to persons with SMI.	Offeror provided detailed examples of improved outcomes achieved in Arizona through its integrated care initiatives, including with respect to: members served within an integrated care model; preventive care, inpatient, crisis service and chemical dependency residential treatment; utilization trends; cost trends; ED utilization among members with diabetes; and member satisfaction.	Offeror provided examples of improved outcomes achieved in Arizona through its integrated care initiatives, including with respect to preventive care, ED and inpatient utilization.
Offeror discussed the experience of staff members in administering non-Title XIX funds and its coordination of care with providers in the Central GSA who receive such funding.	Offeror described its experience and expertise administering approximately \$160 million in non-Title XIX funds from local, state and federal sources on behalf of over 13,000 persons, through its contract during the past seven years as the Central GSA RBHA.	Offeror discussed its experience in referring eligible members to the RBHA for care and the role of its Research & Development team in administering state and federal grants.	Offeror described its experience and expertise administering approximately \$86 million in non-Title XIX funds from local, state and federal sources, and \$23 million in community reinvestment grants through its contract since 2018 as the North GSA RBHA.	Offeror described its experience and expertise administering over \$475 million in non-Title XIX funds from local, state and federal sources, through its contract since 2015 as the South GSA RBHA.
Offeror discussed the types of funding for which ACC-RBHAs will be responsible.	Offeror described in detail its process for monitoring the use and efficacy of non-Title XIX funding.	Offeror discussed the types of funding for which ACC-RBHAs will be responsible.	Offeror discussed the role of its dedicated grant administration team in overseeing use of non-Title XIX funding.	Offeror described the role of its dedicated grants team in overseeing use of non-Title XIX funding.
RANKING				
5	1	4	2	3

**NARRATIVE B2
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EVALUATION TEAM SIGNATURES**

EVALUATOR FULL NAME (FIRST AND LAST): Mary Mason

EVALUATOR TITLE: Financial Consultant


DATE: Nov 3, 2021

SIGNATURE: 
Mary Mason (Nov 3, 2021 09:34 PDT)

EVALUATOR FULL NAME (FIRST AND LAST): Michelle Holmes

EVALUATOR TITLE: Operations Manager


DATE: Nov 3, 2021

SIGNATURE: 
Michelle Holmes (Nov 3, 2021 09:30 PDT)

EVALUATOR FULL NAME (FIRST AND LAST): Michelle Skurka


EVALUATOR TITLE: Grants Administrator

DATE: Nov 4, 2021

SIGNATURE: 
Michelle Skurka (Nov 4, 2021 07:23 PDT)

FACILITATOR FULL NAME (FIRST AND LAST): Andrew Cohen

DATE: Nov 3, 2021

SIGNATURE: 
Andrew Cohen (Nov 3, 2021 09:30 PDT)