

ACUTE CARE/CRS RFP CONSENSUS RANKING
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

SUBMISSION REQUIREMENT NO. 3	
Ranking No.	Offeror
1	UnitedHealthcare Community Plan
2	Southwest Catholic Health Network dba Mercy Care Plan
3	Maricopa Health Plan managed be University of Arizona
3	University of Arizona Health Plans, University Family Care
5	Care 1 st Health Plan Arizona
6	Health Choice Arizona
7	Medisun Community Care Inc. dba BlueCross BlueShield of Arizona Community Care
8	Bridgeway Health Solutions of Arizona, LLC
9	Health Net of Arizona
10	Phoenix Health Plan

Total Number of Bidders:
10

Totalled By Team Lead:	Signature	Date
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Verified By Facilitator:	Signature	Date
Scott W. Hester	<i>Scott W. Hester</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: UnitedHealthcare Community Plan

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	1

Rationale-

Major Observations:

Offeror described a comprehensive array of decision support tools to improve care coordination and health care outcomes.

Offeror described a broad array of data-driven payment models designed to improve care and outcomes.

Offeror described a significant number of quality improvement initiatives and continuously monitors and modifies the initiatives through data analysis.

Offeror described several quality improvement initiatives that have produced positive results related to quality of care and outcomes.

Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate strong reliance on evidence-based medicine.

Evaluation Team Member (Print Name)	Signature	Date
Marc Leisner	<i>Marc Leisner</i>	2/28/13
Maureen Sharp	<i>Maureen Sharp</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott W. Huns	<i>Scott W. Huns</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Southwest Catholic Health Network dba Mercy Care Plan

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	2

Rationale:
<p><u>Major Observations:</u></p> <p>Offeror described a comprehensive array of decision support tools to improve care coordination and health care outcomes.</p> <p>Offeror described several pay-for-performance approaches intended to improve care and outcomes.</p> <p>Offeror described several quality improvement initiatives that have produced positive results related to quality of care and outcomes.</p> <p>Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate reliance on evidence-based medicine.</p>

Evaluation Team Member (Print Name)	Signature	Date
Marc Lewis, MD	<i>Marc Lewis</i>	2/28/13
Maurice Sharp	<i>Maurice Sharp</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Wittner	<i>Scott Wittner</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Maricopa Health Plan managed by University of Arizona

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	3

Rationale:
<p><u>Major Observations:</u></p> <p>Offeror described a broad array of decision support tools to improve care coordination and health care outcomes.</p> <p>Offeror described several pay-for-performance approaches intended to improve care and outcomes.</p> <p>Offeror described several quality improvement initiatives that have produced positive results related to quality of care and outcomes.</p> <p>Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate reliance on evidence-based medicine.</p>

Evaluation Team Member (Print Name)	Signature	Date
MARC LEIB, MD	<i>Marc Leib</i>	2/28/13
maureen Shays	<i>Maureen Shays</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witham	<i>Scott Witham</i>	2/27/13

**ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3**

COMPONENT: PROGRAM

OFFEROR'S NAME: University of Arizona Health Plans, University Family Care

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	3

Rationale:

Major Observations:

Offeror described a broad array of decision support tools to improve care coordination and health care outcomes.

Offeror described several pay-for-performance approaches intended to improve care and outcomes.

Offeror described several quality improvement initiatives that have produced positive results related to quality of care and outcomes.

Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate reliance on evidence-based medicine.

Evaluation Team Member (Print Name)	Signature	Date
Maureen Shery	<i>Maureen Shery</i>	2/28/13
Maureen Shery	<i>Maureen Shery</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Wittus	<i>Scott Wittus</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Care 1st Health Plan Arizona

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	5

Rationale:

Major Observations:

Offeror described a broad array of decision support tools to improve care coordination and health care outcomes.

Offeror described several quality improvement initiatives that have produced positive results related to quality of care and outcomes.

Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate reliance on evidence-based medicine.

Evaluation Team Member (Print Name)	Signature	Date
Maureen Leis MD	<i>Maureen Leis MD</i>	2/28/13
Maureen Gray	<i>Maureen Gray</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witten	<i>Scott Witten</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Health Choice Arizona

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	6

Rationale:

Major Observations:

Offeror described several pay-for-performance approaches intended to improve care and outcomes.

Offeror described several, data-driven quality improvement projects and reported positive outcomes.

Offeror's description of decision support tools, payment models and quality improvement approaches demonstrate reliance on evidence-based medicine.

Evaluation Team Member (Print Name)	Signature	Date
Marc Leib, MD	<i>Marc Leib</i>	2/28/13
Maureen Gray	<i>Maureen Gray</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witter	<i>Scott Witter</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Medisun Community Care Inc. dba BlueCross BlueShield of Arizona Community Care

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	7

Rationale:
<p><u>Major Observations:</u></p> <p>Offeror described a broad array of decision support tools to improve care coordination and health care outcomes.</p> <p>Offeror described a significant number of quality improvement initiatives and continuously monitors and modifies the initiatives through data analysis.</p> <p>Offeror's description of decision support tools and quality improvement approaches demonstrate reliance on evidence-based medicine.</p> <p>Offeror described limited array of strategies to promote care coordination.</p> <p>Offeror did not adequately describe how payment strategies are designed to promote good outcomes.</p>

Evaluation Team Member (Print Name)	Signature	Date
Marc Lewis, MD	<i>Marc Lewis</i>	2/28/13
Maurice Sharp	<i>Maurice Sharp</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witten	<i>Scott Witten</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
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COMPONENT: PROGRAM

OFFEROR'S NAME: Bridgeway Health Solutions of Arizona, LLC

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	8

Rationale:

Major Observations:

Offeror described a broad array of decision support tools to improve care coordination and health care outcomes.

Offeror described several, data-driven quality improvement projects and reported positive outcomes.

Offeror described future strategies for rewarding quality care, but does not appear to currently employ any of these approaches.

Evaluation Team Member (Print Name)	Signature	Date
MARC LEIB MD	<i>Marc Leib</i>	2/28/13
maureen shaw	<i>Maureen Shaw</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witter	<i>Scott Witter</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

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OFFEROR'S NAME: Health Net of Arizona

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	9

Rationale:

Major Observations:

Offeror described incentive payment approaches, but approaches are primarily limited to contracts with FQHCs/RHCs and incentives for documentation.

Evaluation Team Member (Print Name)	Signature	Date
Marc Lewis, MD	<i>Marc Lewis</i>	2/28/13
maureen shap	<i>Maureen Shap</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Wittun	<i>Scott Wittun</i>	2/27/13

ACUTE CARE/CRS RFP CONSENSUS RATIONALE
SUBMISSION REQUIREMENT NO. 3

COMPONENT: PROGRAM

OFFEROR'S NAME: Phoenix Health Plan

SUBMISSION REQUIREMENT No. 3	Total Ranking
<p>AHCCCS supports efforts to reward desired care outcomes attained through care coordination and the provision of the best and most appropriate evidence-based care that results in lower costs. How will the Offeror use data and evidence based decision support tools, both within its organization and in working with providers and stakeholders, to maximize care coordination for members, improve outcomes, and create cost efficiencies? How will these tools and data be used to implement outcome- and value-oriented payment models?</p> <p>Describe the Offeror's experience and specific results.</p>	10

Rationale:

Major Observations:

Offeror did not demonstrate use of decision support tools that promote care coordination and improved outcomes at the individual level.

Offeror described limited array of strategies to promote care coordination.

Offeror did not adequately describe how payment strategies are designed to promote good outcomes.

Evaluation Team Member (Print Name)	Signature	Date
Marc Leib, MD	<i>Marc Leib, MD</i>	2/28/13
maureen Sharp	<i>Maureen Sharp</i>	2/28/13
Debbie Reichow	<i>Debbie Reichow</i>	3/1/13

Facilitator	Signature	Date
Scott Witten	<i>Scott Witten</i>	2/27/13