AHCCCS
Arizona Health Care Cost Containment System

SOLICITATION EXECUTIVE SUMMARY
YH24-0001 H2O Program Administrator

Meggan LaPorte, CPPO, MSW
Chief Procurement Officer

The Request for Proposals (RFP) commenced in accordance with A.R.S. § 36-2906.

RFP Development and Publication Timeline

1. Procurement Disclosure Statements were signed by individuals involved in the solicitation between 10/17/2023 and 6/4/24.
2. Requirements gathering was hosted by the AHCCCS procurement consultant (NTT Data) and included multiple meetings held virtually with various SME's across the agency from December 6, 2023, to January 23, 2024.
3. The RFP was published on the AHCCCS website on February 1, 2024.
4. Notification was sent to potential interested vendors on February 1, 2024, with a link to the AHCCCS website where the RFP was published.
5. Questions were due from vendors on February 15, 2024.
6. Solicitation amendment one (1) was published on the AHCCCS website on February 28, 2024, and included answers to vendor questions.
7. No Pre-Offer conference was held.
8. Meetings were held on 3/7/24 and 4/18/24 to develop the final subcategory weights, the detailed scoring process and to identify evaluation team members.
9. Intent to Bids were due on April 1, 2024, this was the deadline for requesting access to the ASFS site in order to submit a proposal for this solicitation.
10. Evaluator training was held on April 26, 2024 with all scoring team members.
11. The Overview of the Evaluation and Scoring Process document was finalized on April 29, 2024.
12. The RFP closed on May 1, 2024, 3:00 PM (Arizona time) and two (2) proposals were received.
13. The process for evaluation of the submitted proposals is described below, and resulted in the award recommendation to Solari.
14. Award was made and announced publicly on Friday June 28, 2024.

Scoring Methodology

The scoring methodology and evaluation process is detailed in the Overview of the Evaluation and Scoring Process document.

POINT DISTRIBUTION:

	Max Points
REQUIREMENTS TRACEABILITY MATRIX (B1)	*400*
METHOD OF APPROACH NARRATIVE PROPOSAL (B2, B3)	*250*
EXPERIENCE AND EXPERTISE (B4, B5, B6)	*200*
COST PROPOSAL (B7)	*150*
TOTAL MAX POINT	**1000**

Receipt of Proposals

Two proposals were received and publicly opened on May 1, 2024, at 3:00 p.m. (Arizona Time) to the AHCCCS ASFS website in accordance with the RFP instructions:

1. Blue Cross and Blue Shield of Arizona Health Choice (BCBSAZ Health Choice)
2. Solari Crisis and Human Services (Solari)

Evaluation Process

The proposals received were evaluated pursuant to the evaluation criteria published in the RPP and the pre-approved Overview of the Evaluation and Scoring Process document. The proposals were distributed to all evaluation committee members after the proposal due date to facilitate initial individual review prior to the consensus meetings.

Consensus Evaluation Meetings

The evaluation committee's first meeting was held on May 13, 2024. The agenda for the evaluation of the proposals was discussed. At this meeting, the committee started to develop strengths and weaknesses for each proposal. The team continued this process on May 13, 2024, May 14, 2024, May 17, 2024, May 20, 2024, May 22, 2024, May 23, 2024, June 7, 2024, and June 17, 2024.

Clarifications

Clarification letters were emailed to BCBSAZ Health choice and Solari asking for clarification. Both Offerors provided a written response to the letters sent. The evaluation committee reviewed the clarification responses and finished the initial scoring process.

Presentations

Presentations were scheduled with both Offerors at the following times:

1. Solari on 6/7/2024 from 9:30AM – 11:30AM,
2. BCBSAZ Health Choice on 6/7/2024 from 1:00PM – 3:00PM

Members of the Evaluation team (Scoring team members and SME's) and some executive team members were in attendance. A debrief meeting was held on Friday June 7, 2024 to discuss the presentations and presented material.

Final Evaluation Meeting

A final evaluation team meeting was held on June 20, 2024 to confirm final consensus scores, and sign evaluation summary documents containing recommendation for award.

Award Recommendation

After giving the proposals serious consideration and after examining the facts related to the evaluation criteria as published in the RFP, the Committee recommended a contract be awarded to Solari. It is determined that this Offeror submitted a proposal that was responsible and responsive. It was further determined that this award will be the most advantageous to AHCCCS and the State of Arizona based on the evaluation factors set forth in the solicitation.

I concur with the committee's recommendation.

6/27/24

Meggan LaPorte, AHCCCS Chief Procurement Officer

FINAL SCORING SUMMARY:

AHCCCS RFP YH24-0041 H2O Program Administrator RFP SCORING SUMMARY			
Criteria	**Points Max**	**Health Choice Arizona, Inc. dba Blue Cross Blue Shield of Arizona Health Choice ("BCBS Health Choice")**	**Solari, Inc.**
Requirements Traceability Matrix (RTM)	400	**326**	**379**
Method of Approach	250	**125**	**170**
Experience and Expertise	200	**133**	**120**
Cost	150	**150**	**130**
TOTAL SCORE	**1000**	**733**	**800**