



**SEALED BID: Managed Care Services**

**BUYER: April Battle, Buyer 22**

**SOLICITATION NO: BAFO 0511 BMS1600000001**

**BID Opening Date: June 17, 2016**

**BID Opening Time: 1:30 PM EST**

**FAX NUMBER: (304) 558-3970**

**Submitted By:**

**Trusted Health Plan (District of Columbia), inc**

**1100 New Jersey Avenue, S.E.**

**Suite 840**

**Washington, D.C. 20003**

**202-821-1100**

**Thomas Duncan, Chief Executive Officer**

**[tduncan@trustedhp.com](mailto:tduncan@trustedhp.com)**

Please provide an amount in each bid amount cell (columns D, I, and P) that is between the low and high range for each corresponding age cohort and region. The total amount for each age cohort/region will auto-calculate, with the sum of each population type, by region, summing in cell A87 the annual cost amount for evaluation.

| TANF    |          |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|---------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
| Cohort  | North    |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|         | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr   | \$408.78 | \$408.83 | \$408.78   | 55,000  | \$22,482,900.00  | \$416.56 | \$416.61 | \$416.56   | 55,000  | \$22,910,800.00  | \$441.94 | \$441.99 | \$441.94   | 55,000  | \$24,306,700.00  |
| 1 yr    | \$141.27 | \$141.32 | \$141.27   | 45,000  | \$6,357,150.00   | \$143.96 | \$144.01 | \$143.96   | 45,000  | \$6,478,200.00   | \$152.73 | \$152.78 | \$152.73   | 45,000  | \$6,872,850.00   |
| 2-14 yr | \$147.59 | \$147.64 | \$147.59   | 450,000 | \$66,745,500.00  | \$150.40 | \$150.45 | \$150.40   | 450,000 | \$67,680,000.00  | \$159.56 | \$159.61 | \$159.56   | 450,000 | \$71,802,000.00  |
| 15-19 F | \$220.27 | \$220.32 | \$220.27   | 50,000  | \$11,013,500.00  | \$224.46 | \$224.51 | \$224.46   | 50,000  | \$11,223,000.00  | \$238.14 | \$238.19 | \$238.14   | 50,000  | \$11,909,000.00  |
| 15-19 M | \$181.66 | \$181.71 | \$181.66   | 50,000  | \$9,083,000.00   | \$185.11 | \$185.16 | \$185.11   | 50,000  | \$9,255,500.00   | \$196.39 | \$196.44 | \$196.39   | 50,000  | \$9,819,500.00   |
| 20-29 F | \$258.51 | \$258.56 | \$258.51   | 36,000  | \$9,306,360.00   | \$263.43 | \$263.48 | \$263.43   | 36,000  | \$9,483,480.00   | \$279.48 | \$279.53 | \$279.48   | 36,000  | \$10,061,280.00  |
| 20-29 M | \$181.12 | \$181.17 | \$181.12   | 7,500   | \$1,358,400.00   | \$184.57 | \$184.62 | \$184.57   | 7,500   | \$1,384,275.00   | \$195.82 | \$195.87 | \$195.82   | 7,500   | \$1,468,650.00   |
| 30-39 F | \$377.42 | \$377.47 | \$377.42   | 30,000  | \$11,322,600.00  | \$384.60 | \$384.65 | \$384.60   | 30,000  | \$11,538,000.00  | \$408.04 | \$408.09 | \$408.04   | 30,000  | \$12,241,200.00  |
| 30-39 M | \$284.45 | \$284.50 | \$284.45   | 10,000  | \$2,844,500.00   | \$289.86 | \$289.91 | \$289.86   | 10,000  | \$2,898,600.00   | \$307.53 | \$307.58 | \$307.53   | 10,000  | \$3,075,300.00   |
| 40+     | \$451.73 | \$451.78 | \$451.73   | 20,000  | \$9,034,600.00   | \$460.33 | \$460.38 | \$460.33   | 20,000  | \$9,208,600.00   | \$488.38 | \$488.43 | \$488.38   | 20,000  | \$9,767,600.00   |
|         |          |          |            |         | \$169,218,510.00 |          |          |            |         | \$172,018,455.00 |          |          |            |         | \$181,322,080.00 |

| CSHCN TANF |            |            |            |         |                |            |            |            |         |                |            |            |            |         |                |
|------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|
| Cohort     | North      |            |            |         |                | East       |            |            |         |                | South      |            |            |         |                |
|            | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          |
| <1 yr      | \$2,399.11 | \$2,399.16 | \$2,399.11 | 500     | \$1,199,555.00 | \$2,444.78 | \$2,444.83 | \$2,444.78 | 500     | \$1,222,390.00 | \$2,593.74 | \$2,593.79 | \$2,593.74 | 500     | \$1,296,870.00 |
| 1 yr       | \$829.08   | \$829.13   | \$829.08   | 300     | \$248,724.00   | \$844.87   | \$844.92   | \$844.87   | 300     | \$253,461.00   | \$896.34   | \$896.39   | \$896.34   | 300     | \$268,902.00   |
| 2-14 yr    | \$866.19   | \$866.24   | \$866.19   | 700     | \$606,333.00   | \$882.68   | \$882.73   | \$882.68   | 700     | \$617,876.00   | \$936.46   | \$936.51   | \$936.46   | 700     | \$655,522.00   |
| 15-19 F    | \$1,292.76 | \$1,292.81 | \$1,292.76 | 200     | \$258,552.00   | \$1,317.36 | \$1,317.41 | \$1,317.36 | 200     | \$263,472.00   | \$1,397.63 | \$1,397.68 | \$1,397.63 | 200     | \$279,526.00   |
| 15-19 M    | \$1,066.13 | \$1,066.18 | \$1,066.13 | 200     | \$213,226.00   | \$1,086.42 | \$1,086.47 | \$1,086.42 | 200     | \$217,284.00   | \$1,152.62 | \$1,152.67 | \$1,152.62 | 200     | \$230,524.00   |
| 20-29 F    | \$258.51   | \$258.56   | \$258.51   | 100     | \$25,851.00    | \$263.43   | \$263.48   | \$263.43   | 100     | \$26,343.00    | \$279.48   | \$279.53   | \$279.48   | 100     | \$27,948.00    |
| 20-29 M    | \$181.12   | \$181.17   | \$181.12   | 100     | \$18,112.00    | \$184.57   | \$184.62   | \$184.57   | 100     | \$18,457.00    | \$195.82   | \$195.87   | \$195.82   | 100     | \$19,582.00    |
| 30-39 F    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 30-39 M    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 40+        | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
|            |            |            |            |         | \$2,736,169.00 |            |            |            |         | \$2,788,257.00 |            |            |            |         | \$2,938,442.00 |

| Pregnancy |          |          |            |         |                 |          |          |            |         |                 |          |          |            |         |                 |
|-----------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|
| Cohort    | North    |          |            |         |                 | East     |          |            |         |                 | South    |          |            |         |                 |
|           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           |
| <1 yr     | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 1 yr      | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 2-14 yr   | \$337.06 | \$337.11 | \$337.06   | 100     | \$33,706.00     | \$343.48 | \$343.53 | \$343.48   | 100     | \$34,348.00     | \$364.41 | \$364.46 | \$364.41   | 100     | \$36,441.00     |
| 15-19 F   | \$337.06 | \$337.11 | \$337.06   | 5,000   | \$1,685,300.00  | \$343.48 | \$343.53 | \$343.48   | 5,000   | \$1,717,400.00  | \$364.41 | \$364.46 | \$364.41   | 5,000   | \$1,822,050.00  |
| 15-19 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 20-29 F   | \$337.06 | \$337.11 | \$337.06   | 20,000  | \$6,741,200.00  | \$343.48 | \$343.53 | \$343.48   | 20,000  | \$6,869,600.00  | \$364.41 | \$364.46 | \$364.41   | 20,000  | \$7,288,200.00  |
| 20-29 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 30-39 F   | \$337.06 | \$337.11 | \$337.06   | 10,000  | \$3,370,600.00  | \$343.48 | \$343.53 | \$343.48   | 10,000  | \$3,434,600.00  | \$364.41 | \$364.46 | \$364.41   | 10,000  | \$3,644,100.00  |
| 30-39 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 40+       | \$337.06 | \$337.11 | \$337.06   | 2,500   | \$842,650.00    | \$343.48 | \$343.53 | \$343.48   | 2,500   | \$858,700.00    | \$364.41 | \$364.46 | \$364.41   | 2,500   | \$919,025.00    |
|           |          |          |            |         | \$12,673,458.00 |          |          |            |         | \$12,914,848.00 |          |          |            |         | \$13,701,816.00 |

| Expansion |          |          |            |         |                |          |          |            |         |                |          |          |            |         |                |
|-----------|----------|----------|------------|---------|----------------|----------|----------|------------|---------|----------------|----------|----------|------------|---------|----------------|
| Cohort    | North    |          |            |         |                | East     |          |            |         |                | South    |          |            |         |                |
|           | Low      | High     | Bid Amount | Members | Total          | Low      | High     | Bid Amount | Members | Total          | Low      | High     | Bid Amount | Members | Total          |
| <1 yr     | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 1 yr      | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 2-14 yr   | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 15-19 F   | \$205.19 | \$205.24 | \$205.19   | 10,000  | \$2,051,900.00 | \$196.79 | \$196.84 | \$196.79   | 10,000  | \$1,967,900.00 | \$210.26 | \$210.31 | \$210.26   | 10,000  | \$2,102,600.00 |
| 15-19 M   | \$131.43 | \$131.48 | \$131.43   | 10,000  | \$1,314,300.00 | \$126.05 | \$126.10 | \$126.05   | 10,000  | \$1,260,500.00 | \$134.67 | \$134.72 | \$134.67   | 10,000  | \$1,346,700.00 |

|         |          |          |          |         |                  |          |          |          |         |                  |          |          |          |         |                  |
|---------|----------|----------|----------|---------|------------------|----------|----------|----------|---------|------------------|----------|----------|----------|---------|------------------|
| 20-29 F | \$237.05 | \$237.10 | \$237.05 | 80,000  | \$18,964,000.00  | \$227.34 | \$227.39 | \$227.34 | 80,000  | \$18,187,200.00  | \$242.91 | \$242.96 | \$242.91 | 80,000  | \$19,328,800.00  |
| 20-29 M | \$194.40 | \$194.45 | \$194.40 | 80,000  | \$15,552,000.00  | \$186.44 | \$186.49 | \$186.44 | 80,000  | \$14,915,200.00  | \$199.20 | \$199.25 | \$199.20 | 80,000  | \$15,976,000.00  |
| 30-39 F | \$305.30 | \$305.35 | \$305.30 | 80,000  | \$24,424,000.00  | \$292.81 | \$292.86 | \$292.81 | 80,000  | \$23,424,000.00  | \$312.85 | \$312.90 | \$312.85 | 80,000  | \$25,032,000.00  |
| 30-39 M | \$288.24 | \$288.29 | \$288.24 | 75,000  | \$21,618,000.00  | \$276.44 | \$276.49 | \$276.44 | 75,000  | \$20,733,000.00  | \$295.34 | \$295.41 | \$295.36 | 75,000  | \$22,152,000.00  |
| 40+     | \$461.76 | \$461.81 | \$461.76 | 250,000 | \$116,440,500.00 | \$442.86 | \$442.91 | \$442.86 | 250,000 | \$110,715,000.00 | \$473.17 | \$473.22 | \$473.17 | 250,000 | \$118,292,500.00 |

| SSA     |            |            |            |         |                  |            |            |            |         |                  |            |            |            |         |                  |
|---------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|
| Age     | Rate       | Rate       | Rate       | Count   | Value            | Rate       | Rate       | Rate       | Count   | Value            | Rate       | Rate       | Rate       | Count   | Value            |
| <1 yr   | \$2,715.53 | \$2,715.58 | \$2,715.53 | 1,000   | \$2,715,530.00   | \$2,767.22 | \$2,767.27 | \$2,767.22 | 1,000   | \$2,767,220.00   | \$2,935.83 | \$2,935.88 | \$2,935.83 | 1,000   | \$2,935,830.00   |
| 1 yr    | \$863.22   | \$863.27   | \$863.22   | 10,000  | \$8,632,200.00   | \$879.65   | \$879.70   | \$879.65   | 10,000  | \$8,796,500.00   | \$933.25   | \$933.30   | \$933.25   | 10,000  | \$9,332,500.00   |
| 2-14 yr | \$497.39   | \$497.44   | \$497.39   | 10,000  | \$4,973,900.00   | \$506.86   | \$506.91   | \$506.86   | 10,000  | \$5,068,600.00   | \$537.74   | \$537.79   | \$537.74   | 10,000  | \$5,377,400.00   |
| 15-19 F | \$471.55   | \$471.60   | \$471.55   | 10,000  | \$4,715,500.00   | \$480.52   | \$480.57   | \$480.52   | 10,000  | \$4,805,200.00   | \$509.80   | \$509.85   | \$509.80   | 10,000  | \$5,098,000.00   |
| 15-19 M | \$427.25   | \$427.30   | \$427.25   | 10,000  | \$4,272,500.00   | \$435.38   | \$435.43   | \$435.38   | 10,000  | \$4,353,800.00   | \$461.91   | \$461.96   | \$461.91   | 10,000  | \$4,619,100.00   |
| 20-29 F | \$617.15   | \$617.20   | \$617.15   | 25,000  | \$15,428,750.00  | \$628.90   | \$628.95   | \$628.90   | 25,000  | \$15,722,500.00  | \$667.22   | \$667.27   | \$667.22   | 25,000  | \$16,680,500.00  |
| 20-29 M | \$519.19   | \$519.24   | \$519.19   | 25,000  | \$12,979,750.00  | \$529.07   | \$529.12   | \$529.07   | 25,000  | \$13,226,750.00  | \$561.31   | \$561.36   | \$561.31   | 25,000  | \$14,032,750.00  |
| 30-39 F | \$746.20   | \$746.25   | \$746.20   | 25,000  | \$18,655,000.00  | \$760.41   | \$760.46   | \$760.41   | 25,000  | \$19,010,250.00  | \$806.74   | \$806.79   | \$806.74   | 25,000  | \$20,168,500.00  |
| 30-39 M | \$578.77   | \$578.82   | \$578.77   | 25,000  | \$14,469,250.00  | \$589.79   | \$589.84   | \$589.79   | 25,000  | \$14,744,750.00  | \$625.72   | \$625.77   | \$625.72   | 25,000  | \$15,643,000.00  |
| 40+     | \$1,009.16 | \$1,009.21 | \$1,009.16 | 100,000 | \$100,916,000.00 | \$1,019.19 | \$1,019.24 | \$1,019.19 | 100,000 | \$101,919,000.00 | \$1,081.29 | \$1,081.34 | \$1,081.29 | 100,000 | \$108,129,000.00 |

| Delivery     |            |            |       |                 |
|--------------|------------|------------|-------|-----------------|
| Region       | Rate       | Rate       | Count | Value           |
| North Region | \$4,751.31 | \$4,751.36 | 4,000 | \$19,005,440.00 |
| East Region  | \$4,774.39 | \$4,774.44 | 4,000 | \$19,107,760.00 |
| South Region | \$4,628.95 | \$4,629.00 | 4,000 | \$18,519,800.00 |

| Total Contract Dollar Value |  |
|-----------------------------|--|
| \$174,638,285.00            |  |

Sign: *Thomas T. Dwyer*  
 Print: Thomas T. Dwyer, CEO  
 Company: Trustees Health Plan (District of Columbia) Inc.  
 Date: June 15, 2016

**SOLICITATION NUMBER: BAFO 0511 BMS1600000001**  
**Addendum Number: 1**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

- 1) To extend the bid opening date from July 14, 2016, at 1:30 PM EST to July 17, 2016, at 1:30 PM EST.

A subsequent addenda will be issued in the future to address vendor questions.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS1600000001**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Trustco Health Plan (Contract Administrator) Inc.  
Company

Thomas E. Brown  
Authorized Signature

6.13.16  
Date

**NOTE:** This addendum acknowledgement should be submitted with the bid to expedite document processing.

**SOLICITATION NUMBER: BAFO 0511 BMS1600000001**

**Addendum Number: 2**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

1) To correct a typographically error on the attachments of Addendum #1. The bid opening date on the face of the Addendum is correct and remains June 17, 2016, at 1:30 PM EST.

A subsequent addenda will be issued in the future to address vendor questions.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS1600000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Truist Health Plan (a subsidiary of Columbia) Inc.  
Company

  
Authorized Signature

6.13.16  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

**SOLICITATION NUMBER: BAFO 0511 BMS160000001**

**Addendum Number: 3**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

- 1) To provide responses to questions submitted by vendors.
- 2) To provide the correct documents which were inadvertently left out of the original BAFO documents entitled "Procurement of Managed Care Organization Services".
- 3) To provide the revised Service Provider Agreement.

Note: Only electronic versions of this documentation will be provided and can be downloaded on our [www.wvOASIS.gov](http://www.wvOASIS.gov) website.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS160000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Trusted Health Plan (District of Columbia), Inc.  
Company

  
Authorized Signature

6/16/16  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 34 - Service - Prof

Proc Folder: 186743

Doc Description: Addendum #3 Managed Care Services

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes    | Solicitation No         | Version |
|-------------|------------------------|-------------------------|---------|
| 2016-06-14  | 2016-06-17<br>13:30:00 | BAFO 0511 BMS1600000001 | 4       |

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

Vendor Name, Address and Telephone Number:  
 Trusted Health Plan (District of Columbia), Inc.  
 1100 New Jersey Avenue, S.E.  
 Suite 840  
 Washington, D.C.

FOR INFORMATION CONTACT THE BUYER

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X

FEIN #

45-2375150

DATE 6/15/16

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION**

addendum #3

- 1) To provide responses to questions submitted to vendors.
- 2) To provide the correct documents which were inadvertently left out of the original BAFO documents entitled "Procurement of Managed Care Organization Services".
- 3) To provide the revised Service Provider Agreement.

Note: Only electronic versions of this documentation will be provided and can be downloaded on our [www.wvOASIS.gov](http://www.wvOASIS.gov) website.

|  |   |
|--|---|
| PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV25301-3709<br>US | PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV 25301-3709<br>US |
|--|---|

| Line | Comm Ln Desc                        | Qty     | Unit Issue | Unit Price | Total Price |
|------|-------------------------------------|---------|------------|------------|-------------|
| 1    | Health or hospitalization insurance | 0.00000 | EA         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 84131602  |              |               |         |

**Extended Description :**  
See Exhibit A Pricing Page

**SCHEDULE OF EVENTS**

| Line | Event            | Event Date |
|------|------------------|------------|
| 1    | Questions Due    | 2016-06-08 |
| 2    | Responses Issued | 2016-06-10 |

|              |                                |  |                       |
|--------------|--------------------------------|--|-----------------------|
| BMS160000001 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Addendum #3 Managed Care Services | <b>Page 3</b><br>of 3 |
|--------------|--------------------------------|--|-----------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



**SEALED BID: Managed Care Services**

**BUYER: April Battle, Buyer 22**

**SOLICITATION NO: BAFO 0511 BMS1600000001**

**BID Opening Date: June 17, 2016**

**BID Opening Time: 1:30 PM EST**

**FAX NUMBER: (304) 558-3970**

**Submitted By:**

**Trusted Health Plan (District of Columbia), Inc**

**1100 New Jersey Avenue, S.E.**

**Suite 840**

**Washington, D.C. 20003**

**202-821-1100**

**Thomas Duncan, Chief Executive Officer**

**tduncan@trustedhp.com**

Please provide an amount in each bid amount cell (columns D, J, and P) that is between the low and high range for each corresponding age cohort and region. The total amount for each age cohort/region will auto-calculate, with the sum of each population type, by region, summing in cell A87 the annual cost amount for evaluation.

| TANF    |          |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|---------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
| Cohort  | North    |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|         | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr   | \$408.78 | \$408.83 | \$408.78   | 55,000  | \$22,483,900.00  | \$416.56 | \$416.61 | \$416.56   | 55,000  | \$22,910,800.00  | \$441.94 | \$441.99 | \$441.94   | 55,000  | \$24,306,700.00  |
| 1 yr    | \$141.27 | \$141.32 | \$141.27   | 45,000  | \$6,357,150.00   | \$143.96 | \$144.01 | \$143.96   | 45,000  | \$6,478,200.00   | \$152.73 | \$152.78 | \$152.73   | 45,000  | \$6,872,850.00   |
| 2-14 yr | \$147.59 | \$147.64 | \$147.59   | 450,000 | \$66,415,500.00  | \$150.40 | \$150.45 | \$150.40   | 450,000 | \$67,680,000.00  | \$159.56 | \$159.61 | \$159.56   | 450,000 | \$71,802,000.00  |
| 15-19 F | \$220.27 | \$220.32 | \$220.27   | 50,000  | \$11,013,500.00  | \$224.46 | \$224.51 | \$224.46   | 50,000  | \$11,233,000.00  | \$238.14 | \$238.19 | \$238.14   | 50,000  | \$11,909,000.00  |
| 15-19 M | \$181.66 | \$181.71 | \$181.66   | 50,000  | \$9,083,000.00   | \$185.11 | \$185.16 | \$185.11   | 50,000  | \$9,255,500.00   | \$196.39 | \$196.44 | \$196.39   | 50,000  | \$9,819,500.00   |
| 20-29 F | \$258.51 | \$258.56 | \$258.51   | 36,000  | \$9,306,360.00   | \$263.43 | \$263.48 | \$263.43   | 36,000  | \$9,482,400.00   | \$279.48 | \$279.53 | \$279.48   | 36,000  | \$10,081,200.00  |
| 20-29 M | \$181.12 | \$181.17 | \$181.12   | 7,500   | \$1,358,400.00   | \$184.57 | \$184.62 | \$184.57   | 7,500   | \$1,384,275.00   | \$195.82 | \$195.87 | \$195.82   | 7,500   | \$1,468,650.00   |
| 30-39 F | \$377.42 | \$377.47 | \$377.42   | 30,000  | \$11,322,600.00  | \$384.60 | \$384.65 | \$384.60   | 30,000  | \$11,538,000.00  | \$408.04 | \$408.09 | \$408.04   | 30,000  | \$12,241,200.00  |
| 30-39 M | \$284.45 | \$284.50 | \$284.45   | 10,000  | \$2,844,500.00   | \$289.86 | \$289.91 | \$289.86   | 10,000  | \$2,898,600.00   | \$307.53 | \$307.58 | \$307.53   | 10,000  | \$3,075,300.00   |
| 40+     | \$451.73 | \$451.78 | \$451.73   | 20,000  | \$9,034,600.00   | \$460.33 | \$460.38 | \$460.33   | 20,000  | \$9,206,600.00   | \$488.38 | \$488.43 | \$488.38   | 20,000  | \$9,767,600.00   |
|         |          |          |            |         | \$149,718,510.00 |          |          |            |         | \$152,058,455.00 |          |          |            |         | \$161,322,050.00 |

| CSHCN TANF |            |            |            |         |                |            |            |            |         |                |            |            |            |         |                |
|------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|
| Cohort     | North      |            |            |         |                | East       |            |            |         |                | South      |            |            |         |                |
|            | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          |
| <1 yr      | \$2,399.11 | \$2,399.16 | \$2,399.11 | 500     | \$1,199,556.00 | \$2,444.78 | \$2,444.83 | \$2,444.78 | 500     | \$1,222,390.00 | \$2,593.74 | \$2,593.79 | \$2,593.74 | 500     | \$1,296,870.00 |
| 1 yr       | \$829.08   | \$829.13   | \$829.08   | 500     | \$414,540.00   | \$844.87   | \$844.92   | \$844.87   | 500     | \$422,435.00   | \$896.34   | \$896.39   | \$896.34   | 500     | \$448,170.00   |
| 2-14 yr    | \$866.19   | \$866.24   | \$866.19   | 700     | \$606,333.00   | \$882.68   | \$882.73   | \$882.68   | 700     | \$617,876.00   | \$936.46   | \$936.51   | \$936.46   | 700     | \$655,522.00   |
| 15-19 F    | \$1,292.76 | \$1,292.81 | \$1,292.76 | 200     | \$258,552.00   | \$1,317.36 | \$1,317.41 | \$1,317.36 | 200     | \$263,472.00   | \$1,397.63 | \$1,397.68 | \$1,397.63 | 200     | \$279,526.00   |
| 15-19 M    | \$1,066.13 | \$1,066.18 | \$1,066.13 | 200     | \$213,226.00   | \$1,086.42 | \$1,086.47 | \$1,086.42 | 200     | \$217,284.00   | \$1,152.62 | \$1,152.67 | \$1,152.62 | 200     | \$230,524.00   |
| 20-29 F    | \$258.51   | \$258.56   | \$258.51   | 100     | \$25,851.00    | \$263.43   | \$263.48   | \$263.43   | 100     | \$26,343.00    | \$279.48   | \$279.53   | \$279.48   | 100     | \$27,948.00    |
| 20-29 M    | \$181.12   | \$181.17   | \$181.12   | 100     | \$18,112.00    | \$184.57   | \$184.62   | \$184.57   | 100     | \$18,457.00    | \$195.82   | \$195.87   | \$195.82   | 100     | \$19,582.00    |
| 30-39 F    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 30-39 M    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 40+        | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
|            |            |            |            |         | \$2,736,169.00 |            |            |            |         | \$2,788,292.00 |            |            |            |         | \$2,938,142.00 |

| Pregnancy |          |          |            |         |                 |          |          |            |         |                 |          |          |            |         |                 |
|-----------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|
| Cohort    | North    |          |            |         |                 | East     |          |            |         |                 | South    |          |            |         |                 |
|           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           |
| <1 yr     | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 1 yr      | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 2-14 yr   | \$337.06 | \$337.11 | \$337.06   | 100     | \$33,706.00     | \$343.48 | \$343.53 | \$343.48   | 100     | \$34,348.00     | \$364.41 | \$364.46 | \$364.41   | 100     | \$36,441.00     |
| 15-19 F   | \$337.06 | \$337.11 | \$337.06   | 5,000   | \$1,685,300.00  | \$343.48 | \$343.53 | \$343.48   | 5,000   | \$1,717,400.00  | \$364.41 | \$364.46 | \$364.41   | 5,000   | \$1,822,050.00  |
| 15-19 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 20-29 F   | \$337.06 | \$337.11 | \$337.06   | 20,000  | \$6,741,200.00  | \$343.48 | \$343.53 | \$343.48   | 20,000  | \$6,869,600.00  | \$364.41 | \$364.46 | \$364.41   | 20,000  | \$7,288,200.00  |
| 20-29 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 30-39 F   | \$337.06 | \$337.11 | \$337.06   | 10,000  | \$3,370,600.00  | \$343.48 | \$343.53 | \$343.48   | 10,000  | \$3,434,800.00  | \$364.41 | \$364.46 | \$364.41   | 10,000  | \$3,644,100.00  |
| 30-39 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 40+       | \$337.06 | \$337.11 | \$337.06   | 2,500   | \$842,650.00    | \$343.48 | \$343.53 | \$343.48   | 2,500   | \$858,200.00    | \$364.41 | \$364.46 | \$364.41   | 2,500   | \$911,625.00    |
|           |          |          |            |         | \$12,673,456.00 |          |          |            |         | \$12,914,846.00 |          |          |            |         | \$13,691,816.00 |

| Expansion |          |          |            |         |                |          |          |            |         |                |          |          |            |         |                |
|-----------|----------|----------|------------|---------|----------------|----------|----------|------------|---------|----------------|----------|----------|------------|---------|----------------|
| Cohort    | North    |          |            |         |                | East     |          |            |         |                | South    |          |            |         |                |
|           | Low      | High     | Bid Amount | Members | Total          | Low      | High     | Bid Amount | Members | Total          | Low      | High     | Bid Amount | Members | Total          |
| <1 yr     | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 1 yr      | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 2-14 yr   | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00         |
| 15-19 F   | \$205.19 | \$205.24 | \$205.19   | 10,000  | \$2,051,900.00 | \$196.79 | \$196.84 | \$196.79   | 10,000  | \$1,967,900.00 | \$210.26 | \$210.31 | \$210.26   | 10,000  | \$2,102,600.00 |
| 15-19 M   | \$131.43 | \$131.48 | \$131.43   | 10,000  | \$1,314,300.00 | \$126.05 | \$126.10 | \$126.05   | 10,000  | \$1,260,500.00 | \$134.67 | \$134.72 | \$134.67   | 10,000  | \$1,346,700.00 |

|         |          |          |          |         |                  |          |          |          |         |                  |          |          |          |         |                  |
|---------|----------|----------|----------|---------|------------------|----------|----------|----------|---------|------------------|----------|----------|----------|---------|------------------|
| 20-29 F | \$237.05 | \$237.10 | \$237.05 | 80,000  | \$18,964,000.00  | \$227.34 | \$227.39 | \$227.34 | 80,000  | \$18,187,200.00  | \$242.91 | \$242.96 | \$242.91 | 80,000  | \$19,432,800.00  |
| 20-29 M | \$194.40 | \$194.45 | \$194.40 | 80,000  | \$15,552,000.00  | \$186.44 | \$186.49 | \$186.44 | 80,000  | \$14,915,200.00  | \$199.20 | \$199.25 | \$199.20 | 80,000  | \$15,936,000.00  |
| 30-39 F | \$305.30 | \$305.35 | \$305.30 | 80,000  | \$24,424,000.00  | \$292.81 | \$292.86 | \$292.81 | 80,000  | \$23,424,000.00  | \$312.85 | \$312.90 | \$312.85 | 80,000  | \$25,032,000.00  |
| 30-39 M | \$288.24 | \$288.29 | \$288.24 | 75,000  | \$21,618,000.00  | \$276.44 | \$276.49 | \$276.44 | 75,000  | \$20,733,000.00  | \$295.36 | \$295.41 | \$295.36 | 75,000  | \$22,152,000.00  |
| 40+     | \$461.76 | \$461.81 | \$461.76 | 250,000 | \$115,640,000.00 | \$442.86 | \$442.91 | \$442.86 | 250,000 | \$110,715,000.00 | \$473.17 | \$473.22 | \$473.17 | 250,000 | \$118,300,000.00 |

| SSI     |            |            |            |         |                  |            |            |            |         |                  |            |            |            |         |                  |
|---------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|
| <1 yr   | \$2,715.53 | \$2,715.58 | \$2,715.53 | 1,000   | \$2,715,530.00   | \$2,767.22 | \$2,767.27 | \$2,767.22 | 1,000   | \$2,767,220.00   | \$2,935.83 | \$2,935.88 | \$2,935.83 | 1,000   | \$2,935,830.00   |
| 1 yr    | \$863.22   | \$863.27   | \$863.22   | 10,000  | \$8,632,200.00   | \$879.65   | \$879.70   | \$879.65   | 10,000  | \$8,796,500.00   | \$933.25   | \$933.30   | \$933.25   | 10,000  | \$9,332,500.00   |
| 2-14 yr | \$497.39   | \$497.44   | \$497.39   | 10,000  | \$4,973,900.00   | \$506.86   | \$506.91   | \$506.86   | 10,000  | \$5,068,600.00   | \$537.74   | \$537.79   | \$537.74   | 10,000  | \$5,377,400.00   |
| 15-19 F | \$471.55   | \$471.60   | \$471.55   | 10,000  | \$4,715,500.00   | \$480.52   | \$480.57   | \$480.52   | 10,000  | \$4,805,200.00   | \$509.80   | \$509.85   | \$509.80   | 10,000  | \$5,098,000.00   |
| 15-19 M | \$427.25   | \$427.30   | \$427.25   | 10,000  | \$4,272,500.00   | \$435.38   | \$435.43   | \$435.38   | 10,000  | \$4,353,800.00   | \$461.91   | \$461.96   | \$461.91   | 10,000  | \$4,619,100.00   |
| 20-29 F | \$617.15   | \$617.20   | \$617.15   | 25,000  | \$15,428,750.00  | \$628.90   | \$628.95   | \$628.90   | 25,000  | \$15,722,500.00  | \$667.22   | \$667.27   | \$667.22   | 25,000  | \$16,675,500.00  |
| 20-29 M | \$519.19   | \$519.24   | \$519.19   | 25,000  | \$12,979,750.00  | \$529.07   | \$529.12   | \$529.07   | 25,000  | \$13,226,750.00  | \$561.31   | \$561.36   | \$561.31   | 25,000  | \$14,157,750.00  |
| 30-39 F | \$746.20   | \$746.25   | \$746.20   | 25,000  | \$18,655,000.00  | \$760.41   | \$760.46   | \$760.41   | 25,000  | \$19,010,250.00  | \$806.74   | \$806.79   | \$806.74   | 25,000  | \$20,168,500.00  |
| 30-39 M | \$578.77   | \$578.82   | \$578.77   | 25,000  | \$14,469,250.00  | \$589.79   | \$589.84   | \$589.79   | 25,000  | \$14,744,750.00  | \$625.72   | \$625.77   | \$625.72   | 25,000  | \$15,643,000.00  |
| 40+     | \$1,000.16 | \$1,000.21 | \$1,000.16 | 100,000 | \$100,016,000.00 | \$1,019.19 | \$1,019.24 | \$1,019.19 | 100,000 | \$101,919,000.00 | \$1,081.29 | \$1,081.34 | \$1,081.29 | 100,000 | \$108,129,000.00 |

| Delivery     |            |            |            |       |                 |
|--------------|------------|------------|------------|-------|-----------------|
| North Region | \$4,751.31 | \$4,751.36 | \$4,751.31 | 4,000 | \$19,005,240.00 |
| East Region  | \$4,774.39 | \$4,774.44 | \$4,774.39 | 4,000 | \$19,097,560.00 |
| South Region | \$4,628.95 | \$4,629.00 | \$4,628.95 | 4,000 | \$18,515,800.00 |

| Total Contract Dollar Value |                |
|-----------------------------|----------------|
|                             | \$1,216,225.00 |

Sign: *Thomas Duran*  
 Print: Thomas Duran, CEO  
 Company: Trustees Health Plan (Contract of Columbus) Inc.  
 Date: June 15, 2016

**SOLICITATION NUMBER: BAFO 0511 BMS1600000001**  
**Addendum Number: 1**

---

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

- 1) To extend the bid opening date from July 14, 2016, at 1:30 PM EST to July 17, 2016, at 1:30 PM EST.

A subsequent addenda will be issued in the future to address vendor questions.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS160000001**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Trustco Health Plan (a subsidiary of Citicorp) Inc.  
Company

Authorized Signature

6.13.16  
Date

**NOTE:** This addendum acknowledgement should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

**SOLICITATION NUMBER: BAFO 0511 BMS1600000001**

**Addendum Number: 2**

---

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

1) To correct a typographically error on the attachments of Addendum #1. The bid opening date on the face of the Addendum is correct and remains June 17, 2016, at 1:30 PM EST.

A subsequent addenda will be issued in the future to address vendor questions.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS160000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Trustee Health Plan (Contract of Columbia) Inc.  
Company

  
Authorized Signature

6.13.16  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

**SOLICITATION NUMBER: BAFO 0511 BMS160000001**  
**Addendum Number: 3**

---

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

- 1) To provide responses to questions submitted by vendors.
- 2) To provide the correct documents which were inadvertently left out of the original BAFO documents entitled "Procurement of Managed Care Organization Services".
- 3) To provide the revised Service Provider Agreement.

Note: Only electronic versions of this documentation will be provided and can be downloaded on our [www.wvOASIS.gov](http://www.wvOASIS.gov) website.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: BMS160000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Trusted Health Plan (District of Columbia), Inc.  
Company

  
Authorized Signature

6/16/16  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 34 - Service - Prof

Proc Folder: 185743

Doc Description: Addendum #3 Managed Care Services

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes    | Solicitation No         | Version |
|-------------|------------------------|-------------------------|---------|
| 2016-06-14  | 2016-06-17<br>13:30:00 | BAFO 0511 BMS1600000001 | 4       |

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

WV 25305

US

Vendor Name, Address and Telephone Number:

Trusted Health Plan (District of Columbia), Inc.

1100 New Jersey Avenue, S.E.

Suite 840

Washington, D.C.

FOR INFORMATION CONTACT THE BUYER

April Battle

(304) 558-0067

april.e.battle@wv.gov

Signature X

FEIN #

45-2375150

DATE

6/15/16

All offers subject to all terms and conditions contained in this solicitation

**Addendum #3**

- 1) To provide responses to questions submitted to vendors.
- 2) To provide the correct documents which were inadvertently left out of the original BAFO documents entitled "Procurement of Managed Care Organization Services".
- 3) To provide the revised Service Provider Agreement.

Note: Only electronic versions of this documentation will be provided and can be downloaded on our [www.wvOASIS.gov](http://www.wvOASIS.gov) website.

| TO   |  | FROM  |  |
|--|--|---|--|
| PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV25301-3709<br>US |  | PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV 25301-3709<br>US |  |

| Line | Comm Ln Desc                        | Qty     | Unit Issue | Unit Price | Total Price |
|------|-------------------------------------|---------|------------|------------|-------------|
| 1    | Health or hospitalization insurance | 0.00000 | EA         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 84131602  |              |               |         |

**Extended Description :**  
See Exhibit A Pricing Page

| Line | Event            | Event Date |
|------|------------------|------------|
| 1    | Questions Due    | 2016-06-08 |
| 2    | Responses Issued | 2016-06-10 |

|                      |                                |  |                              |
|----------------------|--------------------------------|--|------------------------------|
| <b>BMS1600000001</b> | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Addendum #3 Managed Care Services | <b>Page 3</b><br><b>of 3</b> |
|----------------------|--------------------------------|--|------------------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



**Response to REQUEST FOR BEST AND FINAL OFFER:  
CRFQ 0511 BMS1600000002**

**Submitted To:**

**April Battle, Buyer 22**

**Department of Administration, Purchasing Division**

**2019 Washington Street East**

**Charleston, WV 25305-0130**

**Bid Opening Date: June 14, 2016**

**Bid Opening Time: 1:30 PM EST**

**Fax Number: (304) 558-3970**

**Submitted by:**

**Mr. Thomas Duncan**

**Chief Executive Officer**

**Trusted Health Plan (District of Columbia), Inc**

06/10/16 09:43:44  
\\WV Purchasing Division



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**Response to: REQUEST FOR BEST AND FINAL OFFER:  
CRFQ 0511 BMS1600000002**

**Submitted To:**

**April Battle, Buyer 22**

**Department of Administration, Purchasing Division**

**2019 Washington Street East**

**Charleston, WV 25305-0130**

**Bid Opening Date: June 14, 2016**

**Bid Opening Time: 1:30 PM EST**

**Fax Number: (304) 558-3970**

**ORIGINAL**



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 34 - Service - Prof

Proc Folder: 185743

Doc Description: Managed Care Services

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes    | Solicitation No        | Version |
|-------------|------------------------|------------------------|---------|
| 2016-06-06  | 2016-06-14<br>13:30:00 | BAFO 0511 BMS160000001 | 1       |

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**  
 Vendor Name, Address and Telephone Number:  
 Trusted Health Plan (District of Columbia), Inc.  
 1100 New Jersey Avenue, S.E.  
 Suite 840  
 Washington, D.C. 20003  
 202-521-1100

**FOR INFORMATION CONTACT THE BUYER**

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X

FEIN # 45-2375150

DATE

June 10, 2016

All offers subject to all terms and conditions contained in this solicitation

The State of West Virginia is soliciting Best and Final Offers (BAFO) from those vendors who are determined to be reasonably susceptible of being selected for award for Managed Care Services.

|  |   |
|--|---|
| PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV25301-3709<br>US | PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV 25301-3709<br>US |
|--|---|

| Line | Comm Ln Desc                        | Qty     | Unit Issue | Unit Price | Total Price |
|------|-------------------------------------|---------|------------|------------|-------------|
| 1    | Health or hospitalization insurance | 0.00000 | EA         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 84131602  |              |               |         |

**Extended Description :**  
See Exhibit A Pricing Page

| Line | Event            | Event Date |
|------|------------------|------------|
| 1    | Questions Due    | 2016-06-08 |
| 2    | Responses Issued | 2016-06-10 |

|                     |                                |  |                              |
|---------------------|--------------------------------|--|------------------------------|
| <b>BMS160000001</b> | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Managed Care Services | <b>Page 3</b><br><b>of 3</b> |
|---------------------|--------------------------------|--|------------------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

Please provide an amount in each bid amount cell (columns D, J, and P) that is between the low and high range for each corresponding age cohort and region. The total amount for each age cohort/region will auto-calculate, with the sum of each population type, by region, summing in cell A87 the annual cost amount for evaluation.

| TANF    |          |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|---------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
| Cohort  | North    |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|         | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr   | \$408.78 | \$408.83 | \$408.78   | 55,000  | \$22,482,900.00  | \$416.56 | \$416.61 | \$416.56   | 55,000  | \$22,910,800.00  | \$441.94 | \$441.99 | \$441.94   | 55,000  | \$24,306,700.00  |
| 1 yr    | \$141.27 | \$141.32 | \$141.27   | 45,000  | \$6,357,150.00   | \$143.96 | \$144.01 | \$143.96   | 45,000  | \$6,478,200.00   | \$152.73 | \$152.78 | \$152.73   | 45,000  | \$6,872,850.00   |
| 2-14 yr | \$147.59 | \$147.64 | \$147.59   | 450,000 | \$66,415,500.00  | \$150.40 | \$150.45 | \$150.40   | 450,000 | \$67,680,000.00  | \$159.56 | \$159.61 | \$159.56   | 450,000 | \$71,802,000.00  |
| 15-19 F | \$220.27 | \$220.32 | \$220.27   | 50,000  | \$11,013,500.00  | \$224.46 | \$224.51 | \$224.46   | 50,000  | \$11,223,000.00  | \$238.14 | \$238.19 | \$238.14   | 50,000  | \$11,907,000.00  |
| 15-19 M | \$181.66 | \$181.71 | \$181.66   | 50,000  | \$9,083,000.00   | \$185.11 | \$185.16 | \$185.11   | 50,000  | \$9,255,500.00   | \$196.39 | \$196.44 | \$196.39   | 50,000  | \$9,819,500.00   |
| 20-29 F | \$258.51 | \$258.56 | \$258.51   | 36,000  | \$9,306,360.00   | \$263.43 | \$263.48 | \$263.43   | 36,000  | \$9,483,180.00   | \$279.48 | \$279.53 | \$279.48   | 36,000  | \$10,061,280.00  |
| 20-29 M | \$181.12 | \$181.17 | \$181.12   | 7,500   | \$1,358,400.00   | \$184.57 | \$184.62 | \$184.57   | 7,500   | \$1,384,275.00   | \$195.82 | \$195.87 | \$195.82   | 7,500   | \$1,468,650.00   |
| 30-39 F | \$377.42 | \$377.47 | \$377.42   | 30,000  | \$11,322,600.00  | \$384.60 | \$384.65 | \$384.60   | 30,000  | \$11,538,000.00  | \$408.04 | \$408.09 | \$408.04   | 30,000  | \$12,241,200.00  |
| 30-39 M | \$284.45 | \$284.50 | \$284.45   | 10,000  | \$2,844,500.00   | \$289.86 | \$289.91 | \$289.86   | 10,000  | \$2,898,600.00   | \$307.53 | \$307.58 | \$307.53   | 10,000  | \$3,075,300.00   |
| 40+     | \$451.73 | \$451.78 | \$451.73   | 20,000  | \$9,034,600.00   | \$460.33 | \$460.38 | \$460.33   | 20,000  | \$9,206,600.00   | \$488.38 | \$488.43 | \$488.38   | 20,000  | \$9,767,600.00   |
|         |          |          |            |         | \$149,218,510.00 |          |          |            |         | \$152,058,453.00 |          |          |            |         | \$161,322,080.00 |

| CSHCN TANF |            |            |            |         |                |            |            |            |         |                |            |            |            |         |                |
|------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|
| Cohort     | North      |            |            |         |                | East       |            |            |         |                | South      |            |            |         |                |
|            | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          |
| <1 yr      | \$2,399.11 | \$2,399.16 | \$2,399.11 | 500     | \$1,199,555.00 | \$2,444.78 | \$2,444.83 | \$2,444.78 | 500     | \$1,222,390.00 | \$2,593.74 | \$2,593.79 | \$2,593.74 | 500     | \$1,296,870.00 |
| 1 yr       | \$829.08   | \$829.13   | \$829.08   | 500     | \$414,500.00   | \$844.87   | \$844.92   | \$844.87   | 500     | \$422,435.00   | \$896.34   | \$896.39   | \$896.34   | 500     | \$448,170.00   |
| 2-14 yr    | \$866.19   | \$866.24   | \$866.19   | 700     | \$606,333.00   | \$882.68   | \$882.73   | \$882.68   | 700     | \$617,876.00   | \$936.46   | \$936.51   | \$936.46   | 700     | \$655,522.00   |
| 15-19 F    | \$1,292.76 | \$1,292.81 | \$1,292.76 | 200     | \$258,552.00   | \$1,317.36 | \$1,317.41 | \$1,317.36 | 200     | \$263,472.00   | \$1,397.63 | \$1,397.68 | \$1,397.63 | 200     | \$279,526.00   |
| 15-19 M    | \$1,066.13 | \$1,066.18 | \$1,066.13 | 200     | \$213,226.00   | \$1,086.42 | \$1,086.47 | \$1,086.42 | 200     | \$217,284.00   | \$1,152.62 | \$1,152.67 | \$1,152.62 | 200     | \$230,524.00   |
| 20-29 F    | \$258.51   | \$258.56   | \$258.51   | 100     | \$25,851.00    | \$263.43   | \$263.48   | \$263.43   | 100     | \$26,343.00    | \$279.48   | \$279.53   | \$279.48   | 100     | \$27,948.00    |
| 20-29 M    | \$181.12   | \$181.17   | \$181.12   | 100     | \$18,112.00    | \$184.57   | \$184.62   | \$184.57   | 100     | \$18,457.00    | \$195.82   | \$195.87   | \$195.82   | 100     | \$19,582.00    |
| 30-39 F    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 30-39 M    | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 40+        | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
|            |            |            |            |         | \$2,736,169.00 |            |            |            |         | \$2,788,257.00 |            |            |            |         | \$2,958,142.00 |

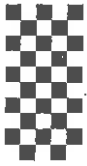
| Pregnancy |          |          |            |         |                 |          |          |            |         |                 |          |          |            |         |                 |
|-----------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|
| Cohort    | North    |          |            |         |                 | East     |          |            |         |                 | South    |          |            |         |                 |
|           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           |
| <1 yr     | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 1 yr      | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 2-14 yr   | \$337.06 | \$337.11 | \$337.06   | 100     | \$33,706.00     | \$343.48 | \$343.53 | \$343.48   | 100     | \$34,348.00     | \$364.41 | \$364.46 | \$364.41   | 100     | \$36,441.00     |
| 15-19 F   | \$337.06 | \$337.11 | \$337.06   | 5,000   | \$1,685,300.00  | \$343.48 | \$343.53 | \$343.48   | 5,000   | \$1,717,400.00  | \$364.41 | \$364.46 | \$364.41   | 5,000   | \$1,822,050.00  |
| 15-19 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 20-29 F   | \$337.06 | \$337.11 | \$337.06   | 20,000  | \$6,741,200.00  | \$343.48 | \$343.53 | \$343.48   | 20,000  | \$6,869,600.00  | \$364.41 | \$364.46 | \$364.41   | 20,000  | \$7,288,200.00  |
| 20-29 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 30-39 F   | \$337.06 | \$337.11 | \$337.06   | 10,000  | \$3,370,600.00  | \$343.48 | \$343.53 | \$343.48   | 10,000  | \$3,434,800.00  | \$364.41 | \$364.46 | \$364.41   | 10,000  | \$3,644,100.00  |
| 30-39 M   | \$337.06 | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 40+       | \$337.06 | \$337.11 | \$337.06   | 2,500   | \$842,650.00    | \$343.48 | \$343.53 | \$343.48   | 2,500   | \$858,700.00    | \$364.41 | \$364.46 | \$364.41   | 2,500   | \$911,025.00    |
|           |          |          |            |         | \$12,673,456.00 |          |          |            |         | \$12,914,848.00 |          |          |            |         | \$13,701,816.00 |

| Expansion |          |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|-----------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
| Cohort    | North    |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|           | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr     | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 1 yr      | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 2-14 yr   | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 15-19 F   | \$205.19 | \$205.24 | \$205.19   | 10,000  | \$2,051,900.00   | \$196.79 | \$196.84 | \$196.79   | 10,000  | \$1,967,900.00   | \$210.26 | \$210.31 | \$210.26   | 10,000  | \$2,102,600.00   |
| 15-19 M   | \$131.43 | \$131.48 | \$131.43   | 10,000  | \$1,314,300.00   | \$126.05 | \$126.10 | \$126.05   | 10,000  | \$1,260,500.00   | \$134.67 | \$134.72 | \$134.67   | 10,000  | \$1,346,700.00   |
| 20-29 F   | \$237.05 | \$237.10 | \$237.05   | 80,000  | \$18,964,000.00  | \$227.34 | \$227.39 | \$227.34   | 80,000  | \$18,187,200.00  | \$242.91 | \$242.96 | \$242.91   | 80,000  | \$19,432,800.00  |
| 20-29 M   | \$194.40 | \$194.45 | \$194.40   | 80,000  | \$15,552,000.00  | \$186.44 | \$186.49 | \$186.44   | 80,000  | \$14,915,200.00  | \$199.20 | \$199.25 | \$199.20   | 80,000  | \$15,936,000.00  |
| 30-39 F   | \$305.30 | \$305.35 | \$305.30   | 80,000  | \$24,424,000.00  | \$292.81 | \$292.86 | \$292.81   | 80,000  | \$23,424,800.00  | \$312.85 | \$312.90 | \$312.85   | 80,000  | \$25,028,000.00  |
| 30-39 M   | \$288.24 | \$288.29 | \$288.24   | 75,000  | \$21,618,000.00  | \$276.44 | \$276.49 | \$276.44   | 75,000  | \$20,723,000.00  | \$295.36 | \$295.41 | \$295.36   | 75,000  | \$22,152,000.00  |
| 40+       | \$461.76 | \$461.81 | \$461.76   | 250,000 | \$115,440,000.00 | \$442.86 | \$442.91 | \$442.86   | 250,000 | \$110,715,000.00 | \$473.17 | \$473.22 | \$473.17   | 250,000 | \$118,292,500.00 |
|           |          |          |            |         | \$199,364,200.00 |          |          |            |         | \$191,203,600.00 |          |          |            |         | \$204,290,600.00 |

| SSI     |            |            |            |         |                  |            |            |            |         |                  |            |            |            |         |                  |
|---------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|
| Cohort  | North      |            |            |         |                  | East       |            |            |         |                  | South      |            |            |         |                  |
|         | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            |
| <1 yr   | \$2,715.53 | \$2,715.58 | \$2,715.53 | 1,000   | \$2,715,530.00   | \$2,767.22 | \$2,767.27 | \$2,767.22 | 1,000   | \$2,767,220.00   | \$2,935.83 | \$2,935.88 | \$2,935.83 | 1,000   | \$2,935,830.00   |
| 1 yr    | \$863.22   | \$863.27   | \$863.22   | 10,000  | \$8,632,200.00   | \$879.65   | \$879.70   | \$879.65   | 10,000  | \$8,796,500.00   | \$933.25   | \$933.30   | \$933.25   | 10,000  | \$9,332,500.00   |
| 2-14 yr | \$497.39   | \$497.44   | \$497.39   | 10,000  | \$4,973,900.00   | \$506.86   | \$506.91   | \$506.86   | 10,000  | \$5,068,600.00   | \$537.74   | \$537.79   | \$537.74   | 10,000  | \$5,377,400.00   |
| 15-19 F | \$471.55   | \$471.60   | \$471.55   | 10,000  | \$4,715,500.00   | \$480.52   | \$480.57   | \$480.52   | 10,000  | \$4,805,200.00   | \$509.80   | \$509.85   | \$509.80   | 10,000  | \$5,098,000.00   |
| 15-19 M | \$427.25   | \$427.30   | \$427.25   | 10,000  | \$4,272,500.00   | \$435.38   | \$435.43   | \$435.38   | 10,000  | \$4,353,800.00   | \$461.91   | \$461.96   | \$461.91   | 10,000  | \$4,619,100.00   |
| 20-29 F | \$617.15   | \$617.20   | \$617.15   | 25,000  | \$15,428,750.00  | \$628.90   | \$628.95   | \$628.90   | 25,000  | \$15,722,500.00  | \$667.22   | \$667.27   | \$667.22   | 25,000  | \$16,680,500.00  |
| 20-29 M | \$519.19   | \$519.24   | \$519.19   | 25,000  | \$12,979,750.00  | \$529.07   | \$529.12   | \$529.07   | 25,000  | \$13,226,750.00  | \$561.31   | \$561.36   | \$561.31   | 25,000  | \$14,032,750.00  |
| 30-39 F | \$746.20   | \$746.25   | \$746.20   | 25,000  | \$18,655,000.00  | \$760.41   | \$760.46   | \$760.41   | 25,000  | \$19,010,250.00  | \$806.74   | \$806.79   | \$806.74   | 25,000  | \$20,168,500.00  |
| 30-39 M | \$578.77   | \$578.82   | \$578.77   | 25,000  | \$14,469,250.00  | \$589.79   | \$589.84   | \$589.79   | 25,000  | \$14,744,750.00  | \$625.72   | \$625.77   | \$625.72   | 25,000  | \$15,643,000.00  |
| 40+     | \$1,000.16 | \$1,000.21 | \$1,000.16 | 100,000 | \$100,016,000.00 | \$1,019.19 | \$1,019.24 | \$1,019.19 | 100,000 | \$101,919,000.00 | \$1,081.29 | \$1,081.34 | \$1,081.29 | 100,000 | \$108,129,000.00 |
|         |            |            |            |         | \$186,858,380.00 |            |            |            |         | \$190,414,570.00 |            |            |            |         | \$202,016,580.00 |

| Delivery     |            |            |            |         |                 |
|--------------|------------|------------|------------|---------|-----------------|
| Region       | Low        | High       | Bid Amount | Members | Total           |
| North Region | \$4,751.31 | \$4,751.36 | \$4,751.31 | 4,000   | \$19,005,240.00 |
| East Region  | \$4,774.39 | \$4,774.44 | \$4,774.39 | 4,000   | \$19,097,560.00 |
| South Region | \$4,628.95 | \$4,629.00 | \$4,628.95 | 4,000   | \$18,515,800.00 |
|              |            |            |            |         | \$56,618,600.00 |

| Total Contract Dollar Value |                    |
|-----------------------------|--------------------|
|                             | \$1,741,138,263.00 |



The revised solicitation document is attached hereto as Attachment 2 and supersedes the solicitation document originally issued with this solicitation.

**2.3 Revised Pricing Pages**

The revised Pricing Page is attached hereto as Attachment 3 and supersedes the pricing pages original issued with this solicitation.

**2.4 Service Provider Agreement: Appendix B**

Appendix B of the Service Provider Agreement, which was previously unavailable, has been attached hereto as Attachment 4.

**3. Response Format**

**3.1 General BAFO Proposal Response Format and Overview**

**3.1.1 BAFO Delivery and Opening**

All BAFOs must be delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the BAFO opening listed above. Any BAFO received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept BAFOs or modification of BAFOs via e-mail. Acceptable delivery methods include hand delivery, delivery by courier, or facsimile. BAFO responses should be delivered to the address listed below.

Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

All BAFOs should contain the information listed below on the face of the envelope or the BAFO may be rejected by the Purchasing Division.:

SEALED BID: Managed Care Services  
BUYER: April Battle, Buyer 22  
SOLICITATION NO.: BAFO 0511 BMS1600000002  
BID OPENING DATE: June 14, 2016  
BID OPENING TIME: 1:30 PM EST  
FAX NUMBER: (304) 558-3970

BAFOs submitted in response to this Request for BAFO will be opened at the location identified below on the date and time listed below. Delivery of a BAFO after the BAFO opening date and time will result in bid disqualification. For purposes of this BAFO, a BAFO is considered delivered when the BAFO is time stamped by the official Purchasing Division time clock.

BAFO Opening Date and Time: June 14, 2016, at 1:30 PM EST





**Response to REQUEST FOR BEST AND FINAL OFFER:  
CRFQ 0511 BMS1600000002**

**Submitted To:**

**April Battle, Buyer 22**

**Department of Administration, Purchasing Division**

**2019 Washington Street East**

**Charleston, WV 25305-0130**

**Bid Opening Date: June 14, 2016**

**Bid Opening Time: 1:30 PM EST**

**Fax Number: (304) 558-3970**

06/10/16 08:49:07  
WV Purchasing Division

**Submitted by:**

**Mr. Thomas Duncan**

**Chief Executive Officer**

**Trusted Health Plan (District of Columbia), Inc**



2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation  
34 - Service - Prof

Proc Folder: 186743

Doc Description: Managed Care Services

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes    | Solicitation No         | Version |
|-------------|------------------------|-------------------------|---------|
| 2016-06-06  | 2016-06-14<br>13:30:00 | BAFO 0511 BMS1600000001 | 1       |

**BID RECEIVING LOCATION**

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

**VENDOR**

Vendor Name, Address and Telephone Number:  
Trusted Health Plan (District of Columbia), Inc.  
1100 New Jersey Avenue, S.E.  
Suite 840  
Washington, D.C. 20003  
202-621-1100

**FOR INFORMATION CONTACT THE BUYER**

April Battle  
(304) 558-0067  
april.e.battle@wv.gov

Signature X

FEIN # 45-2375150

DATE

June 10, 2016

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION**

The State of West Virginia is soliciting Best and Final Offers (BAFO) from those vendors who are determined to be reasonably susceptible of being selected for award for Managed Care Services.

| BUYER  | SHIP TO   |
|--|---|
| PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV25301-3709<br>US | PROCUREMENT OFFICER - 304-356-4861<br>HEALTH AND HUMAN RESOURCES<br>BUREAU FOR MEDICAL SERVICES<br>350 CAPITOL ST, RM 251<br>CHARLESTON WV 25301-3709<br>US |

| Line | Comm Ln Desc                        | Qty     | Unit Issue | Unit Price | Total Price |
|------|-------------------------------------|---------|------------|------------|-------------|
| 1    | Health or hospitalization insurance | 0.00000 | EA         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 84131602  |              |               |         |

**Extended Description :**  
See Exhibit A Pricing Page

**SCHEDULE DATES**

| Line | Event            | Event Date |
|------|------------------|------------|
| 1    | Questions Due    | 2016-06-08 |
| 2    | Responses Issued | 2016-06-10 |

|              |                                |  |                       |
|--------------|--------------------------------|--|-----------------------|
| BMS160000001 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Managed Care Services | <b>Page 3</b><br>of 3 |
|--------------|--------------------------------|--|-----------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



| SSI      |            |            |            |         |                  |            |            |            |         |                  |            |            |            |         |                  |
|----------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|
| Contract | North      |            |            |         |                  | East       |            |            |         |                  | South      |            |            |         |                  |
|          | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            |
| <1 yr    | \$2,715.53 | \$2,715.58 | \$2,715.53 | 1,000   | \$2,715,530.00   | \$2,767.22 | \$2,767.27 | \$2,767.22 | 1,000   | \$2,767,220.00   | \$2,935.83 | \$2,935.88 | \$2,935.83 | 1,000   | \$2,935,830.00   |
| 1 yr     | \$863.22   | \$863.27   | \$863.22   | 10,000  | \$8,632,200.00   | \$879.65   | \$879.70   | \$879.65   | 10,000  | \$8,796,900.00   | \$933.25   | \$933.30   | \$933.25   | 10,000  | \$9,332,900.00   |
| 2-14 yr  | \$497.39   | \$497.44   | \$497.39   | 10,000  | \$4,973,900.00   | \$506.86   | \$506.91   | \$506.86   | 10,000  | \$5,068,600.00   | \$537.74   | \$537.79   | \$537.74   | 10,000  | \$5,377,400.00   |
| 15-29 F  | \$471.55   | \$471.60   | \$471.55   | 10,000  | \$4,715,500.00   | \$480.57   | \$480.57   | \$480.52   | 10,000  | \$4,805,300.00   | \$509.80   | \$509.85   | \$509.80   | 10,000  | \$5,098,000.00   |
| 15-19 M  | \$427.25   | \$427.30   | \$427.25   | 10,000  | \$4,272,300.00   | \$435.38   | \$435.43   | \$435.38   | 10,000  | \$4,353,800.00   | \$461.91   | \$461.96   | \$461.91   | 10,000  | \$4,619,100.00   |
| 20-29 F  | \$617.15   | \$617.20   | \$617.15   | 25,000  | \$15,428,750.00  | \$628.90   | \$628.95   | \$628.90   | 25,000  | \$15,722,900.00  | \$667.22   | \$667.27   | \$667.22   | 25,000  | \$16,680,900.00  |
| 20-29 M  | \$519.19   | \$519.24   | \$519.19   | 25,000  | \$12,979,750.00  | \$529.07   | \$529.12   | \$529.07   | 25,000  | \$13,226,750.00  | \$561.31   | \$561.36   | \$561.31   | 25,000  | \$14,032,750.00  |
| 30-39 F  | \$746.20   | \$746.25   | \$746.20   | 25,000  | \$18,655,000.00  | \$760.41   | \$760.46   | \$760.41   | 25,000  | \$19,010,250.00  | \$806.74   | \$806.79   | \$806.74   | 25,000  | \$20,165,500.00  |
| 30-39 M  | \$578.77   | \$578.82   | \$578.77   | 25,000  | \$14,469,250.00  | \$589.79   | \$589.84   | \$589.79   | 25,000  | \$14,744,750.00  | \$625.72   | \$625.77   | \$625.72   | 25,000  | \$15,643,000.00  |
| 40+      | \$1,000.16 | \$1,000.21 | \$1,000.16 | 100,000 | \$100,016,000.00 | \$1,019.19 | \$1,019.24 | \$1,019.19 | 100,000 | \$101,919,000.00 | \$1,081.29 | \$1,081.34 | \$1,081.29 | 100,000 | \$108,129,000.00 |
|          |            |            |            |         | \$186,638,380.00 |            |            |            |         | \$193,414,570.00 |            |            |            |         | \$202,816,950.00 |

| Delivery     |            |            |            |         |                 |
|--------------|------------|------------|------------|---------|-----------------|
| Region       | Low        | High       | Bid Amount | Members | Total           |
| North Region | \$4,751.31 | \$4,751.36 | \$4,751.31 | 4,000   | \$19,005,240.00 |
| East Region  | \$4,774.39 | \$4,774.44 | \$4,774.39 | 4,000   | \$19,097,560.00 |
| South Region | \$4,628.95 | \$4,628.00 | \$4,628.95 | 4,000   | \$18,515,800.00 |
|              |            |            |            |         | \$56,618,600.00 |

| Total Contract Dollar Value |                    |
|-----------------------------|--------------------|
|                             | \$1,744,158,263.00 |

RECEIVED TIME JUN. 9. 5:02PM

PRINT TIME JUN. 9. 5:04PM

**Response to REQUEST FOR BEST AND FINAL OFFER:  
CRFQ 0511 BMS1600000002**

**Submitted To:**

**April Battle, Buyer 22**

**Department of Administration, Purchasing Division**

**2019 Washington Street East**

**Charleston, WV 25305-0130**

**Bid Opening Date: June 14, 2016**

**Bid Opening Time: 1:30 PM EST**

**Fax Number: (304) 558-3970**

**Submitted by:**

**Mr. Thomas Duncan**

**Chief Executive Officer**

**Trusted Health Plan (District of Columbia), Inc**



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 34 - Service - Prof

Proc Folder: 185743

Doc Description: Managed Care Services

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes    | Solicitation No        | Version |
|-------------|------------------------|------------------------|---------|
| 2016-06-06  | 2016-06-14<br>13:30:00 | BAFO 0511 BMS160000001 | 1       |

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

Vendor Name, Address and Telephone Number:  
 Trusted Health Plan (District of Columbia), Inc.  
 1100 New Jersey Avenue, S.E.  
 Suite 840  
 Washington, D.C. 20003  
 202-521-1100

FOR INFORMATION CONTACT THE BUYER

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X 

FEIN # 45-2375150

DATE June 10, 2016

All offers subject to all terms and conditions contained in this solicitation



The State of West Virginia is soliciting Best and Final Offers (BAFO) from those vendors who are determined to be reasonably susceptible of being selected for award for Managed Care Services.

PROCUREMENT OFFICER - 304-356-4861

HEALTH AND HUMAN RESOURCES  
BUREAU FOR MEDICAL SERVICES

350 CAPITOL ST, RM 251

CHARLESTON

WV25301-3709

US

PROCUREMENT OFFICER - 304-356-4861

HEALTH AND HUMAN RESOURCES  
BUREAU FOR MEDICAL SERVICES

350 CAPITOL ST, RM 251

CHARLESTON

WV 25301-3709

US

| Line | Comm Ln Desc                        | Qty     | Unit issue | Unit Price | Total Price |
|------|-------------------------------------|---------|------------|------------|-------------|
| 1    | Health or hospitalization insurance | 0.00000 | EA         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 84131602  |              |               |         |

Extended Description :

See Exhibit A Pricing Page

| Line | Event            | Event Date |
|------|------------------|------------|
| 1    | Questions Due    | 2016-06-08 |
| 2    | Responses Issued | 2016-06-10 |

|               |                                |  |                       |
|---------------|--------------------------------|--|-----------------------|
| BMS1600000001 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Managed Care Services | <b>Page 3</b><br>of 3 |
|---------------|--------------------------------|--|-----------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

Please provide an amount in each bid amount cell (columns D, J, and P) that is between the low and high range for each corresponding age cohort and region. The total amount for each age cohort/region will auto-calculate, with the sum of each population type, by region, summing in cell A87 the annual cost amount for evaluation.

| Cohort  | TANF     |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|---------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
|         | North    |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|         | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr   | \$408.78 | \$408.83 | \$408.78   | 55,000  | \$22,482,900.00  | \$416.56 | \$416.61 | \$416.56   | 55,000  | \$22,910,800.00  | \$441.94 | \$441.99 | \$441.94   | 55,000  | \$24,306,700.00  |
| 1 yr    | \$141.27 | \$141.32 | \$141.27   | 45,000  | \$6,357,150.00   | \$143.96 | \$144.01 | \$143.96   | 45,000  | \$6,478,200.00   | \$152.73 | \$152.78 | \$152.73   | 45,000  | \$6,872,850.00   |
| 2-14 yr | \$147.59 | \$147.64 | \$147.59   | 450,000 | \$66,415,500.00  | \$150.40 | \$150.45 | \$150.40   | 450,000 | \$67,680,000.00  | \$159.56 | \$159.61 | \$159.56   | 450,000 | \$71,802,000.00  |
| 15-19 F | \$220.27 | \$220.32 | \$220.27   | 50,000  | \$11,013,500.00  | \$224.46 | \$224.51 | \$224.46   | 50,000  | \$11,225,000.00  | \$238.14 | \$238.19 | \$238.14   | 50,000  | \$11,907,000.00  |
| 15-19 M | \$181.66 | \$181.71 | \$181.66   | 50,000  | \$9,083,000.00   | \$185.11 | \$185.16 | \$185.11   | 50,000  | \$9,255,500.00   | \$196.39 | \$196.44 | \$196.39   | 50,000  | \$9,819,500.00   |
| 20-29 F | \$258.51 | \$258.56 | \$258.51   | 36,000  | \$9,306,360.00   | \$263.43 | \$263.48 | \$263.43   | 36,000  | \$9,483,480.00   | \$279.48 | \$279.53 | \$279.48   | 36,000  | \$10,061,280.00  |
| 20-29 M | \$181.12 | \$181.17 | \$181.12   | 7,500   | \$1,358,400.00   | \$184.57 | \$184.62 | \$184.57   | 7,500   | \$1,384,275.00   | \$195.82 | \$195.87 | \$195.82   | 7,500   | \$1,468,650.00   |
| 30-39 F | \$377.42 | \$377.47 | \$377.42   | 30,000  | \$11,322,600.00  | \$384.60 | \$384.65 | \$384.60   | 30,000  | \$11,538,000.00  | \$408.04 | \$408.09 | \$408.04   | 30,000  | \$12,241,200.00  |
| 30-39 M | \$284.45 | \$284.50 | \$284.45   | 10,000  | \$2,844,500.00   | \$289.86 | \$289.91 | \$289.86   | 10,000  | \$2,898,600.00   | \$307.53 | \$307.58 | \$307.53   | 10,000  | \$3,075,300.00   |
| 40+     | \$451.73 | \$451.78 | \$451.73   | 20,000  | \$9,034,600.00   | \$460.33 | \$460.38 | \$460.33   | 20,000  | \$9,206,600.00   | \$488.38 | \$488.43 | \$488.38   | 20,000  | \$9,767,600.00   |
|         |          |          |            |         | \$149,218,510.00 |          |          |            |         | \$152,058,455.00 |          |          |            |         | \$161,322,086.00 |

| Cohort  | CSHCN TANF |            |            |         |                |            |            |            |         |                |            |            |            |         |                |
|---------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|------------|------------|------------|---------|----------------|
|         | North      |            |            |         |                | East       |            |            |         |                | South      |            |            |         |                |
|         | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          | Low        | High       | Bid Amount | Members | Total          |
| <1 yr   | \$2,399.11 | \$2,399.16 | \$2,399.11 | 500     | \$1,199,555.00 | \$2,444.78 | \$2,444.83 | \$2,444.78 | 500     | \$1,222,390.00 | \$2,593.74 | \$2,593.79 | \$2,593.74 | 500     | \$1,296,870.00 |
| 1 yr    | \$829.08   | \$829.13   | \$829.08   | 500     | \$414,540.00   | \$844.87   | \$844.92   | \$844.87   | 500     | \$422,435.00   | \$896.34   | \$896.39   | \$896.34   | 500     | \$448,170.00   |
| 2-14 yr | \$866.19   | \$866.24   | \$866.19   | 700     | \$606,333.00   | \$882.68   | \$882.73   | \$882.68   | 700     | \$617,876.00   | \$936.46   | \$936.51   | \$936.46   | 700     | \$655,522.00   |
| 15-19 F | \$1,292.76 | \$1,292.81 | \$1,292.76 | 200     | \$258,552.00   | \$1,317.36 | \$1,317.41 | \$1,317.36 | 200     | \$263,472.00   | \$1,397.63 | \$1,397.68 | \$1,397.63 | 200     | \$279,526.00   |
| 15-19 M | \$1,066.13 | \$1,066.18 | \$1,066.13 | 200     | \$213,226.00   | \$1,086.42 | \$1,086.47 | \$1,086.42 | 200     | \$217,284.00   | \$1,152.62 | \$1,152.67 | \$1,152.62 | 200     | \$230,524.00   |
| 20-29 F | \$258.51   | \$258.56   | \$258.51   | 100     | \$25,851.00    | \$263.43   | \$263.48   | \$263.43   | 100     | \$26,343.00    | \$279.48   | \$279.53   | \$279.48   | 100     | \$27,948.00    |
| 20-29 M | \$181.12   | \$181.17   | \$181.12   | 100     | \$18,112.00    | \$184.57   | \$184.62   | \$184.57   | 100     | \$18,457.00    | \$195.82   | \$195.87   | \$195.82   | 100     | \$19,582.00    |
| 30-39 F | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 30-39 M | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
| 40+     | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         | \$0.00     | \$0.00     | \$0.00     | 0       | \$0.00         |
|         |            |            |            |         | \$2,736,169.00 |            |            |            |         | \$2,788,257.00 |            |            |            |         | \$2,958,142.00 |

| Cohort  | Pregnancy |          |            |         |                 |          |          |            |         |                 |          |          |            |         |                 |
|---------|-----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|----------|----------|------------|---------|-----------------|
|         | North     |          |            |         |                 | East     |          |            |         |                 | South    |          |            |         |                 |
|         | Low       | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           | Low      | High     | Bid Amount | Members | Total           |
| <1 yr   | \$337.06  | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 1 yr    | \$337.06  | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 2-14 yr | \$337.06  | \$337.11 | \$337.06   | 100     | \$33,706.00     | \$343.48 | \$343.53 | \$343.48   | 100     | \$34,348.00     | \$364.41 | \$364.46 | \$364.41   | 100     | \$36,441.00     |
| 15-19 F | \$337.06  | \$337.11 | \$337.06   | 5,000   | \$1,685,300.00  | \$343.48 | \$343.53 | \$343.48   | 5,000   | \$1,717,400.00  | \$364.41 | \$364.46 | \$364.41   | 5,000   | \$1,822,050.00  |
| 15-19 M | \$337.06  | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 20-29 F | \$337.06  | \$337.11 | \$337.06   | 20,000  | \$6,741,200.00  | \$343.48 | \$343.53 | \$343.48   | 20,000  | \$6,869,600.00  | \$364.41 | \$364.46 | \$364.41   | 20,000  | \$7,288,200.00  |
| 20-29 M | \$337.06  | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 30-39 F | \$337.06  | \$337.11 | \$337.06   | 10,000  | \$3,370,600.00  | \$343.48 | \$343.53 | \$343.48   | 10,000  | \$3,434,800.00  | \$364.41 | \$364.46 | \$364.41   | 10,000  | \$3,644,100.00  |
| 30-39 M | \$337.06  | \$337.11 | \$337.06   | 0       | \$0.00          | \$343.48 | \$343.53 | \$343.48   | 0       | \$0.00          | \$364.41 | \$364.46 | \$364.41   | 0       | \$0.00          |
| 40+     | \$337.06  | \$337.11 | \$337.06   | 2,500   | \$842,650.00    | \$343.48 | \$343.53 | \$343.48   | 2,500   | \$858,700.00    | \$364.41 | \$364.46 | \$364.41   | 2,500   | \$911,025.00    |
|         |           |          |            |         | \$12,673,456.00 |          |          |            |         | \$12,914,848.00 |          |          |            |         | \$13,701,816.00 |

| Cohort  | Expansion |          |            |         |                  |          |          |            |         |                  |          |          |            |         |                  |
|---------|-----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|----------|----------|------------|---------|------------------|
|         | North     |          |            |         |                  | East     |          |            |         |                  | South    |          |            |         |                  |
|         | Low       | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            | Low      | High     | Bid Amount | Members | Total            |
| <1 yr   | \$0.00    | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 1 yr    | \$0.00    | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 2-14 yr | \$0.00    | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           | \$0.00   | \$0.00   | \$0.00     | 0       | \$0.00           |
| 15-19 F | \$205.19  | \$205.24 | \$205.19   | 10,000  | \$2,051,900.00   | \$196.79 | \$196.84 | \$196.79   | 10,000  | \$1,967,900.00   | \$210.26 | \$210.31 | \$210.26   | 10,000  | \$2,102,600.00   |
| 15-19 M | \$131.43  | \$131.48 | \$131.43   | 10,000  | \$1,314,300.00   | \$126.05 | \$126.10 | \$126.05   | 10,000  | \$1,260,500.00   | \$134.67 | \$134.72 | \$134.67   | 10,000  | \$1,346,700.00   |
| 20-29 F | \$237.05  | \$237.10 | \$237.05   | 80,000  | \$18,964,000.00  | \$227.34 | \$227.39 | \$227.34   | 80,000  | \$18,187,200.00  | \$242.91 | \$242.96 | \$242.91   | 80,000  | \$19,432,800.00  |
| 20-29 M | \$194.40  | \$194.45 | \$194.40   | 80,000  | \$15,552,000.00  | \$186.44 | \$186.49 | \$186.44   | 80,000  | \$14,915,200.00  | \$199.20 | \$199.25 | \$199.20   | 80,000  | \$15,936,000.00  |
| 30-39 F | \$305.30  | \$305.35 | \$305.30   | 80,000  | \$24,424,000.00  | \$292.81 | \$292.86 | \$292.81   | 80,000  | \$23,424,800.00  | \$312.85 | \$312.90 | \$312.85   | 80,000  | \$25,028,000.00  |
| 30-39 M | \$288.24  | \$288.29 | \$288.24   | 75,000  | \$21,618,000.00  | \$276.44 | \$276.49 | \$276.44   | 75,000  | \$20,733,000.00  | \$295.36 | \$295.41 | \$295.36   | 75,000  | \$22,152,000.00  |
| 40+     | \$461.76  | \$461.81 | \$461.76   | 250,000 | \$115,440,000.00 | \$442.86 | \$442.91 | \$442.86   | 250,000 | \$110,715,000.00 | \$473.17 | \$473.22 | \$473.17   | 250,000 | \$118,292,500.00 |
|         |           |          |            |         | \$199,364,200.00 |          |          |            |         | \$191,203,600.00 |          |          |            |         | \$204,290,600.00 |

| Cohort  | SBI        |            |            |         |                  |            |            |            |         |                  | South      |            |            |         |                  |
|---------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|------------|------------|------------|---------|------------------|
|         | North      |            |            |         |                  | East       |            |            |         |                  |            |            |            |         |                  |
|         | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            | Low        | High       | Bid Amount | Members | Total            |
| <1 yr   | \$2,715.53 | \$2,715.58 | \$2,715.53 | 1,000   | \$2,715,530.00   | \$2,767.22 | \$2,767.27 | \$2,767.22 | 1,000   | \$2,767,220.00   | \$2,935.83 | \$2,935.88 | \$2,935.83 | 1,000   | \$2,935,830.00   |
| 1 yr    | \$863.22   | \$863.27   | \$863.22   | 10,000  | \$8,632,200.00   | \$879.65   | \$879.70   | \$879.65   | 10,000  | \$8,796,900.00   | \$933.25   | \$933.30   | \$933.25   | 10,000  | \$9,332,500.00   |
| 2-14 yr | \$497.39   | \$497.44   | \$497.39   | 10,000  | \$4,973,900.00   | \$506.86   | \$506.91   | \$506.86   | 10,000  | \$5,068,600.00   | \$537.74   | \$537.79   | \$537.74   | 10,000  | \$5,377,400.00   |
| 15-19 F | \$471.55   | \$471.60   | \$471.55   | 10,000  | \$4,715,500.00   | \$480.52   | \$480.57   | \$480.52   | 10,000  | \$4,805,200.00   | \$509.80   | \$509.85   | \$509.80   | 10,000  | \$5,098,000.00   |
| 15-19 M | \$427.25   | \$427.30   | \$427.25   | 10,000  | \$4,272,500.00   | \$435.38   | \$435.43   | \$435.38   | 10,000  | \$4,353,800.00   | \$461.91   | \$461.96   | \$461.91   | 10,000  | \$4,619,100.00   |
| 20-29 F | \$617.15   | \$617.20   | \$617.15   | 25,000  | \$15,428,750.00  | \$628.90   | \$628.95   | \$628.90   | 25,000  | \$15,722,500.00  | \$667.22   | \$667.27   | \$667.22   | 25,000  | \$16,680,500.00  |
| 20-29 M | \$519.19   | \$519.24   | \$519.19   | 25,000  | \$12,979,750.00  | \$529.07   | \$529.12   | \$529.07   | 25,000  | \$13,226,750.00  | \$561.31   | \$561.36   | \$561.31   | 25,000  | \$14,032,750.00  |
| 30-39 F | \$746.20   | \$746.25   | \$746.20   | 25,000  | \$18,655,000.00  | \$760.41   | \$760.46   | \$760.41   | 25,000  | \$19,010,250.00  | \$806.74   | \$806.79   | \$806.74   | 25,000  | \$20,168,500.00  |
| 30-39 M | \$578.77   | \$578.82   | \$578.77   | 25,000  | \$14,469,250.00  | \$589.79   | \$589.84   | \$589.79   | 25,000  | \$14,744,750.00  | \$625.72   | \$625.77   | \$625.72   | 25,000  | \$15,643,000.00  |
| 40+     | \$1,000.16 | \$1,000.21 | \$1,000.16 | 100,000 | \$100,016,000.00 | \$1,019.19 | \$1,019.24 | \$1,019.19 | 100,000 | \$101,919,000.00 | \$1,081.29 | \$1,081.34 | \$1,081.29 | 100,000 | \$108,129,000.00 |
|         |            |            |            |         | \$186,858,380.00 |            |            |            |         | \$190,414,570.00 |            |            |            |         | \$202,016,580.00 |

| Delivery     |            |            |            |         |                 |
|--------------|------------|------------|------------|---------|-----------------|
| Region       | Low        | High       | Bid Amount | Members | Total           |
| North Region | \$4,751.31 | \$4,751.36 | \$4,751.31 | 4,000   | \$19,005,240.00 |
| East Region  | \$4,774.39 | \$4,774.44 | \$4,774.39 | 4,000   | \$19,097,560.00 |
| South Region | \$4,628.95 | \$4,629.00 | \$4,628.95 | 4,000   | \$18,513,800.00 |
|              |            |            |            |         | \$56,618,600.00 |

| Total Contract Dollar Value |                    |
|-----------------------------|--------------------|
|                             | \$1,741,138,283.00 |