

STATE OF ARKANSAS
REQUEST FOR PROPOSAL: SP-16-0228

OFFICIAL PROPOSAL PRICE SHEET – REGION “A”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “A” is: \$5.19 - \$6.57.

Range of acceptable bids for Pop 2 and Pop 3 in Region “A” is: \$0.66 - \$0.85.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop!) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

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OFFICIAL PROPOSAL PRICE SHEET – REGION “B”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “B” is: \$5.21 - \$6.59.

Range of acceptable bids for Pop 2 and Pop 3 in Region “B” is: \$0.76 - \$0.96.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop!) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

STATE OF ARKANSAS
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OFFICIAL PROPOSAL PRICE SHEET – REGION “C”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “C” is: \$5.27 - \$6.67.

Range of acceptable bids for Pop 2 and Pop 3 in Region “C” is: \$0.79 - \$1.00.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop!) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

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OFFICIAL PROPOSAL PRICE SHEET – REGION “D”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “D” is: \$5.20 - \$6.59.

Range of acceptable bids for Pop 2 and Pop 3 in Region “D” is: \$0.69 - \$0.87.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop!) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

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OFFICIAL PROPOSAL PRICE SHEET – REGION “E”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “E” is: \$5.21 - \$6.59.

Range of acceptable bids for Pop 2 and Pop 3 in Region “E” is: \$0.67 - \$0.85.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop!) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

STATE OF ARKANSAS
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OFFICIAL PROPOSAL PRICE SHEET – REGION “F”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

PRICE PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE. ANY REFERENCE TO COST(S) INCLUDED WITH THE TECHNICAL/BUSINESS PROPOSAL WILL RESULT IN OFFEROR’S PROPOSAL BEING REJECTED. THE TECHNICAL/BUSINESS PROPOSAL WILL BE EVALUATED PRIOR TO THE COST PROPOSAL CONTENTS BEING REVIEWED.

Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “F” is: \$5.20 - \$6.59.

Range of acceptable bids for Pop 2 and Pop 3 in Region “F” is: \$0.97 - \$1.23.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop1) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.

STATE OF ARKANSAS
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OFFICIAL PROPOSAL PRICE SHEET – REGION “G”

Submit one (1) original Official Proposal Price Sheet (marked **COST PROPOSAL**) for each region that your company is bidding on.

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Bids will consist of two (2) separate and distinct rates for:

1. Pop 1 \$_____per member per month (PMPM)
2. Pop 2 and Pop 3 \$_____per member per month (PMPM)

Both rates **must** be a specific dollar amount with two (2) digits following the decimal point (e.g. \$1.00). Bid rates **must** fall within the provided actuarial sound boundaries.

Range of acceptable bids for Pop 1 in Region “G” is: \$4.25 - \$5.38.

Range of acceptable bids for Pop 2 and Pop 3 in Region “G” is: \$0.55 - \$.69.

A maximum score of up to (300) total cost points (TCP) will be awarded based on the cost effectiveness of each vendor’s proposed reimbursement rates. All bid rates **must** fall within the range shown on each region’s Official Proposal Price Sheet.

Each prospective vendor **must** bid two (2) distinct per member per month proposed rates per region for each region that they bid:

- Pop 1
- Pop 2 and Pop 3
- Pop 1 will be worth 65% of the (300) total cost points (195 points possible)
- Pop 2 and Pop 3 will be worth 35% of the (300) total cost points (105 points possible)

The following formula will be used per region for Pop 1:

- $a/b \times c = d$ (dividing lowest PMPM for (Pop1) (a) by the next lowest PMPM for Pop 1 (b) and multiplying by 195, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The following formula will be used per region for Pop 2 and 3:

- $a/b \times c = d$ (dividing lowest PMPM for Pop 2 and 3 (a) by the next lowest PMPM for Pop 2 and 3 (b) and multiplying by 105, the total cost points available (c) will equal the number of cost points awarded (d).
- The effect of the formula is to insure that the proposal with the lowest final cost receives the maximum number of points and each of the other proposals receive proportionately fewer points based on the total cost points available for each region.

The final total cost points (FTCP) per region will be determined by adding the Pop 2 points to Pop 2 and Pop 3 points.