

**Submission Capitation/Non-Benefit Cost Requirement 19  
North GSA**

All Offeror's	Offeror	Rank
Magellan Complete Care of Arizona, Inc.	Magellan Complete Care of Arizona, Inc.	6
UnitedHealthcare Community Plan	UnitedHealthcare Community Plan	4
Mercy Care	Mercy Care	1
Banner - University Family Care Plan	X	
Health Net Access, Inc.	Health Net Access, Inc.	2
Health Choice Arizona, Inc. (Steward Health Choice Arizona)	Health Choice Arizona, Inc. (Steward Health Choice Arizona)	3
Care1st Health Plan Arizona, Inc.	Care1st Health Plan Arizona, Inc.	5
0	X	
0	X	
0	X	

\*If Offeror does not bid in the North GSA or omits a submission, the requirement rank for that offeror for that submission will be an "X"

Facilitator	Signature	Date
<i>Eckert</i>	<i>[Signature]</i>	2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: Mercy Care

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>1</b></p>

**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror submitted spreadsheet using incorrect version.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents less than five percent of its total proposed administrative rate.

Offeror's certification comprehensively addressed how administrative rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne	<i>Cynthia Layne</i>	2/15/18
Windy Marks	<i>Windy Marks</i>	02/15/18
Matthew Varitek	<i>Matthew Varitek</i>	

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman	<i>Scott Wittman</i>	2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: Health Net Access, Inc.

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>2</b></p>

**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items.

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents less than five percent of its total proposed administrative rate.

Offeror's certification comprehensively addressed how administrative rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne	<i>Cynthia Layne</i>	2/15/18
Windy Marks	<i>Windy Marks</i>	02/15/18
Matthew Varitek	<i>Matthew Varitek</i>	02.15.2018

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman	<i>Scott Wittman</i>	2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: Health Choice Arizona, Inc. (Steward Health Choice Arizona)

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>3</b></p>

**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items.

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents more than five percent of its total proposed administrative rate.

Offeror's certification did not provide detailed information to demonstrate how the rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne	<i>Cynthia Layne</i>	2/15/18
Windy Marks	<i>Windy Marks</i>	02/15/18
Matthew Varitek	<i>Matthew Varitek</i>	02.15.2018

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman	<i>Scott Wittman</i>	2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: UnitedHealthcare Community Plan

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>4</b></p>



**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items.

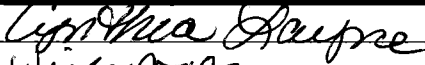
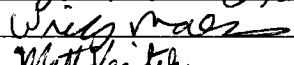

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents more than five percent of its total proposed administrative rate.

Offeror's certification generally addressed how administrative rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne		2/15/18
Windy Marks		02/15/18
Matthew Varitek		02.15.2018

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman		2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: Care1st Health Plan Arizona, Inc.

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>5</b></p>

**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items.

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents less than five percent of its total proposed administrative rate.

Offeror's certification addressed how administrative rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne	<i>Cynthia Layne</i>	2/15/18
Windy Marks	<i>Windy Marks</i>	02/15/18
Matthew Varitek	<i>Matthew Varitek</i>	02.15.2018

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman	<i>Scott Wittman</i>	2-15-18

COMPONENT: NON-COST BID SUBMISSION REQUIREMENTS - NORTH

OFFEROR'S NAME: Magellan Complete Care of Arizona, Inc.

NON-COST BID SUBMISSION REQUIREMENTS	TOTAL RANKING
<p><b>Administrative Bid Submission</b>                      An Administrative Bid Submission workbook is included in the Data Supplement and is a required submission with the Offeror's bid. A separate worksheet must be completed for each GSA in which the Offeror submits a bid. The single workbook must be submitted in Excel to AHCCCS via the SFTP server in accordance with the Proposal Due Date in Paragraph 15, RFP Milestone Dates in this Section. Instructions for access to the SFTP are included in the General Information section of the Bidders' Library.</p> <p>If any moral or religious objections are submitted as specified in Paragraph 19, Submission Requirements in this Section, the Offeror must not exclude from the administrative bid submission(s) any related administrative costs.</p> <p><b>Actuarial Certification(s)</b>                      The Offeror must ensure that an actuary who is a member of the American Academy of Actuaries certifies that the Administrative Bid Submission meets the requirements of 42 CFR 438.5(e) by including a signed actuarial certification of all administrative rates submitted with the RFP submission. The Offeror may submit a separate certification for each GSA or a single certification that covers all GSAs bid. Further detail regarding requirements of the administrative bid can be found in the Data Supplement in the Bidders' Library in the Administrative Bid Requirements document in Section F, Rate Development Information.</p> <p><b>Data Supplement Information from Section F – Rate Development Information</b>                      The Offeror's administrative bid must meet the requirements of 42 CFR § 438.5(e), except that any potential start-up expenses should be excluded from the bid (AHCCCS does not reimburse start-up costs). If the administrative bid includes a management fee, the management fee must be broken out into the categories shown in the pink cells. Offerors should detail administrative costs by the line items listed below and utilize the Other Administrative line only when no other line applies. (Other Administrative costs should be no more than 5% of the total administrative amount). Additionally, AHCCCS has a mechanism for ensuring capitation rates include the appropriate amount of premium tax for the Contractor, so premium tax should be excluded from the Offeror's administrative bid.</p>	<p><b>6</b></p>

**RATIONALE:**

Major Observations:

Offeror submitted proposed administrative rates for each Region it listed on Exhibit B.

Offeror's proposed rate as submitted in the summary is equal to the total of the detailed line items.

Offeror's proposed rates within the Region and across Regions were compared to other Offerors' submissions.

Offeror's proposed rates were evaluated based on reasonableness of fixed v. variable costs as well as reasonableness of line-item cost categories.

Offeror's line-item breakdown of miscellaneous costs represents less than five percent of its total proposed administrative rate.

Offeror's certification addressed how administrative rates were developed.

Offeror's submission included CEO approval of submitted rates.

EVALUATION TEAM MEMBER		
NAME	SIGNATURE	DATE
Cynthia Layne	<i>Cynthia Layne</i>	2/15/18
Windy Marks	<i>Windy Marks</i>	02/15/18
Matthew Varitek	<i>Matthew Varitek</i>	02-15-2018

FACILITATOR		
NAME	SIGNATURE	DATE
Scott Wittman	<i>Scott Wittman</i>	2-15-18