

SCORING CRITERIA	POTENTIAL POINTS	Healthstat	Activate Health	CareHere	CareAtc
Base Proposal Requirements Met	20 Points	0 - see pages 14 and 87. State "mark up" to meds and supplies and don not list amt. of mark up. Failing to meet full pass through/transparent standard required	20		5 - see page 34. While state pass through/transparent, their mgmt. fee is a variable % based on a percent of all the monthly expenses. Didn't state amt. and they make more based on higher expenses in the center for anderson county. They have a negative incentive to keep expense down based on this price methodology even while transparent
Potential Services Requirements Met	5 Points	4 due to dispensary considered optional as well as additional fees for toll free call center	5		5
Business Background and Customer Base	5 Points		5	5	5 - due to only 1 current TN customer
Healthcenter Operations	5 Points		5	5	5
Occupational Medicine	5 Points		5	5	5
Wellness Programs and Chronic Disease Management	10 Points	8 due to provider only coordinating with county wellness staff. Extra expenses for many onsite activities but exact amounts not given	6 Points, page 42 indicates its conducted by a reseller, "Health Promotion Strategy" for onsite, no cost data or examples given	8 Page 30 describes example of costs, \$250 a day for onsite. Doesn't provide examples of programs onsite	9 due to extra expense for HRA hard copy booklets - see page 23
HRA/Biometric Services	5 Points	4 - HRA considered optional	4- Finger Stick only, page 50, not as comprehensive on list of labs		5
Data Mgmt. and Data Access	5 Points	4 -due \$6k fee for data transfer listed		5	5
Implementation and Communication	5 Points		5	5	5
Technology	5 Points		5	5	5
Coordination with Medical Administrator	5 Points		5	5	5
Measurement Tools and Results	5 Points		5	5	5
Confidentiality and Privacy	5 Points		5	5	5
Accounting and Billing	5 Points		5	5	5
References	5 Points	2 due to no TN listed as requested	2 No TN clients at all		5 2 due to no TN listed as requested
Complete and Thorough Response	5 Points		5	5	5
TOTAL	100 Points	72 points	91 points	98 points	79 points