

Vendor Selection Matrix – TPA / PBM / Dental

	<u>Finalist</u> *UHC	<u>Finalist</u> *Continental	<u>Finalist</u> *Aetna	*Cigna	*BCBS
Cost (30%)	30	29	29	26	24
Cost Containment/Innovative Solutions (20%)	19	20	20	18	18
Claims Processing (15%)	15	15	15	15	15
Reporting (10%)	10	10	10	10	9
Integrated Systems / Technology Initiative (10%)	10	9	9	10	9
Past Performance(10%)	10	8	9	9	8
Communication(5%)	5	4	5	5	5
TOTAL	99	95	97	93	88

Note: *TPA, PBM and Dental BAFO were offered as a bundled product package and include bundling discounts.

CODE KEY:

60 Below Average
 70 Average
 80 Average / No Basis for Comparison
 90 Above Average
 100 Clearly Demonstrable Advantage

Vendor Selection Matrix – EAP

	<u>Finalist</u>	<u>Finalist</u>	<u>Finalist</u>
	AWP	UHC	THR
Cost (30%)	27	28	30
Cost Containment/Innovative Solutions (20%)	20	20	20
Claims Processing (15%)	15	15	15
Reporting (10%)	10	9	9
Integrated Systems / Technology Initiative (10%)	9	10	8
Past Performance(10%)	10	9	9
Communication(5%)	5	4	4
TOTAL	96	95	95

CODE KEY:

60 Below Average
 70 Average
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 90 Above Average
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