

Information on MCA and MED3000 Bids for CHOICES Network Administrator RFP

MCA Administrators, Inc.

Corporate Headquarters

Pittsburgh, PA

(No Florida Offices)

Fees Bid:	2010-2011	2011-2012
Claims Admin:	\$9.00	\$9.50
Disease Management:	2.50	3.10
Dental Claims:	.75	.75
Total PMPM	\$12.25	\$13.35

Additional Fees: Establish Primary Care Clinics; annual cost per clinic between \$500,000 and \$650,000 per year.

Other Services: Did not bid for Pharmaceutical Administration. MCA Administrators does not have a network of providers in the Alachua County area. This was confirmed from information on the MCA Administrator's web site. Their RFP response stated they have a relationship with First Health Network in Florida. It appears they would broker a network arrangement between CHOICES and First Health Network. The bid received did not reference any other network management activities or what fees would be charged for this activity.

MED3000

Corporate Headquarters

Pittsburgh, PA

Florida Offices: Pensacola, Oldsmar, FL

Fees Bid:	2010-2011	2011-2012
Claims Admin:	\$4.50	\$4.80
Disease Management:	3.00	3.25
Dental Claims:	3.50	3.75
Total PMPM:	\$11.00	\$11.80

Other Fees: \$75,000 for set up of Medical and Dental claims systems; ID card generation, booklet fee, Data Interface with additional vendors- Cost +10%; Network Administration- Not quoted (to be negotiated)

Other Services: Did not bid for pharmaceutical administration. Company web site does not show any existing network in the Alachua County area. MED3000 also noted that they would build a network for the CHOICES program but did not quote any price for this service. The initial network for this bidder would be the existing CHOICES Network and they note only that they would assist CHOICES in expanding the network.

Along with Blue Cross of Florida these were the only vendors to bid on the full claims and network administration activities listed in the RFP (The other respondents were a dental company, a pharmacy benefit company and a disease management company). In the evaluation of the responses by the review team these two bidders were ranked a distant second and third behind the Blue Cross of Florida response.

It's important to note that BCBS was by far the highest ranked and most responsive respondent to CHOICES Network and Administration RFP. MED 3000 & MCA scored 263 and 373 fewer points, respectively.