

## State of Maine RFP / Proposal Master Score Sheet

**Instructions:** Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

SCORESHEET FOR RFP# (202001019): Maine State Employee Pharmacy Benefit Management Services (Traditional)					
<b>PROPOSAL SUBMITTED BY:</b>		<b>Aetna</b>		<b>Anthem</b>	
<b>COST:</b>		<b>Cost:</b>	<b>\$114,174,333</b>	<b>Cost:</b>	<b>\$134,099,477</b>
<b>EVALUATION ITEM</b>		<b>POINTS AVAIL.</b>			
Section I: Organization Qualifications and Experience	(20)	9	10	11	
Section II: Proposed Services	(40)	15	18	20	
Section III: Cost Proposal Traditional	(40)	40	34	35	
<b>TOTAL</b>		<b><u>100</u></b>	<b><u>64</u></b>	<b><u>62</u></b>	<b><u>66</u></b>
<b>PROPOSAL SUBMITTED BY:</b>		<b>MedImpact</b>		<b>Optum</b>	
<b>COST:</b>		<b>Cost:</b>	<b>\$124,000,892</b>	<b>Cost:</b>	<b>\$116,577,660</b>
<b>EVALUATION ITEM</b>		<b>POINTS AVAIL.</b>			
Section I: Organization Qualifications and Experience	(20)	14	11		
Section II: Proposed Services	(40)	24	18		
Section III: Cost Proposal Traditional	(40)	37	39		
<b>TOTAL</b>		<b><u>100</u></b>	<b><u>75</u></b>	<b><u>68</u></b>	

**SCORESHEET FOR RFP# (202001019): Maine State Employee Pharmacy Benefit Management Services (Pass Through)**

PROPOSAL SUBMITTED BY:		Aetna		Anthem		Capital Rx		Express Scripts	
COST:		Cost:	\$116,302,037	Cost:	\$134,586,763	Cost:	\$125,683,026	Cost:	\$135,662,370
EVALUATION ITEM	POINTS AVAIL.								
Section I: Organization Qualifications and Experience	(20)	9		10		10		11	
Section II: Proposed Services	(40)	15		18		24		20	
Section III: Cost Proposal Pass Through	(40)	39		34		36		34	
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>63</u></b>		<b><u>62</u></b>		<b><u>70</u></b>		<b><u>65</u></b>	

PROPOSAL SUBMITTED BY:		MC Rx		MedImpact		Optum	
COST:		Cost:	\$163,233,126	Cost:	\$127,625,362	Cost:	\$119,653,332
EVALUATION ITEM	POINTS AVAIL.						
Section I: Organization Qualifications and Experience	(20)	11		14		11	
Section II: Proposed Services	(40)	22		24		18	
Section III: Cost Proposal Pass Through	(40)	28		36		38	
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>61</u></b>		<b><u>74</u></b>		<b><u>67</u></b>	

## **Award Justification Statement**

### **RFP# 202001019 - Maine State Employee Pharmacy Benefit Management Services**

#### **I. Summary**

The State of Maine was seeking proposals for pharmacy benefits management for State of Maine and ancillary employees, non-Medicare eligible retirees. RFP was amended to exclude Workers Compensation claimants from the scope of the RFP.

#### **II. Evaluation Process**

Led by expert pharmacy benefit managements consultants (Lockton), a 5-member Evaluation Team consisting of Employee Health & Wellness Office subject matter experts and members of the State Employee Health Commission, who have oversight of the health insurance program, evaluated the proposals. Each proposal was initially reviewed independently by evaluation team members and subsequently as a team. A team consensus approach was used for preliminary proposal scoring. Top scoring proposers were invited to final interviews. Using group census opinion, final adjustments were made to scoring based upon clarification and insight gained during the final interview process. The top scoring proposal will receive a conditional award of the contract.

#### **III. Qualifications & Experience**

- Only transparent, pass-through cost model used; Rx fulfillment based on total neutral program
- Independent & flexible model in a conflict-free context; unlike many competitors who are tied to revenue incentives
- No conflicts of interest; no ties to manufacturer or specialty clinic; specialty clinic carve-out available
- Large enough to offer required services; small enough to be collaborative with the State
- Have other State and large municipality business
- Lowest net cost business model

#### **IV. Proposed Services**

- Open presentation of 835 pricing file
- Can support specialty pharmacy carve-out
- Good programs for managing waste
- Good analytic & reporting tools; will create custom reporting in partnership with CCHMC
- Offer quality clinical program management: Utilization management, formulary development and editing consultation, clinical consultation services

## **V. Cost Proposal**

See attached scoring summary

## **VI. Conclusion**

Primary factors contributing to the selection of conditional award.

- Bidders pass-through, transparent approach to benefit management & pricing
- Breadth and longevity of experience in transparent, pass-through pharmacy benefit management
- Experience with similar sized municipal and state government clients
- Available programs to appropriately manage pharmacy utilization and trend
- Flexibility in the consultative role to be provided with the State Employee Health Commission and Office of Employee Health & Wellness.



**STATE OF MAINE**  
**Department of Administrative and**  
**Financial Services**  
*Division of Employee Health & Wellness*

**Janet T. Mills**  
Governor

**Kirsten Figueroa**  
Commissioner

**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Pete Patel  
Pharmacy, Vice President Client Management  
Aetna  
151 Farmington Avenue  
Hartford, CT 06516

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Pete:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- MedImpact Healthcare Systems, Inc.

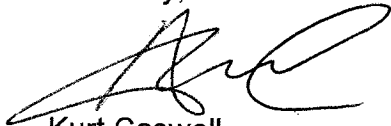
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As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read 'Kurt Caswell', with a stylized, flowing script.

Kurt Caswell  
PBM RFP Coordinator  
[kurt.caswell@maine.gov](mailto:kurt.caswell@maine.gov)  
(207)485-8152

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Lisa Lagios  
Account Executive  
Anthem Health Plans of Maine, Inc.  
2 Gannett Drive  
South Portland, ME 04106

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Lisa:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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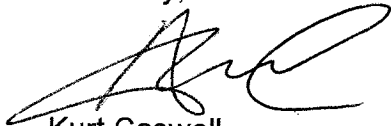
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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Joe Bonsignore  
Manager of Employer Solutions  
Capitol Rx, Inc.  
228 Park Avenue South  
New York, NY 10003

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Joe:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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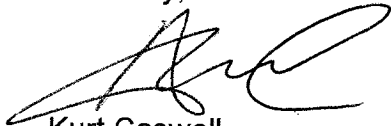
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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Sue Wolf  
Senior Account Executive  
Express Scripts, Inc.  
One Express Way  
St. Louis, MO 63121

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Sue:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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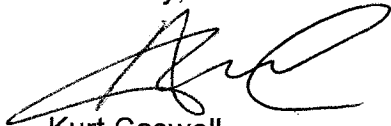
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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Stan Burgess  
VP Sales  
MC-Rx  
1255 Professional Parkway  
Gainesville, GA 30507

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Stan:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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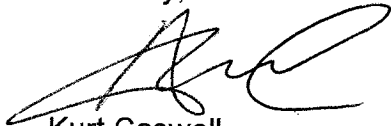
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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Vanessa Fiorillo  
Director, Strategic Relations  
MedImpact Healthcare Systems, Inc.  
10181 Scripps Gateway Court  
San Diego, CA 92131

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Vanessa:

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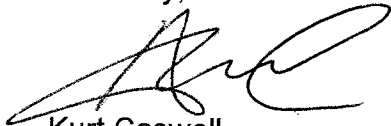
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**CONDITIONAL AWARD NOTIFICATION LETTER**

February 22, 2021

Jeffrey Gottlieb  
OptumRx  
1600 McConnor Parkway  
Schaumburg, IL 60173-6801

**SUBJECT:** Notice of Conditional Contract Award under RFP # 202001019, Maine State Employee Pharmacy Benefit Management Services

Dear Jeff:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services for Maine State Employee Pharmacy Benefit Management Services (the "Department") as modified to exclude the Workers' Compensation component of the original RFP. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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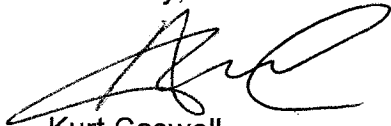
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**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Aetna**

**DATE: 8/17/2020**

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆		
	<u>Points Awarded:</u>	
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	9	
Section II. Proposed Services (Max: 40 Points)	15	
Section III: Cost Proposal Traditional (Max: 40 Points)	40	
Section III: Cost Proposal Pass Through (Max: 40 Points)	39	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	64	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	63	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Aetna**

**DATE: 8/17/2020**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 9**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-) Owned by CVS, may lack transparency.
- (-) When asked how bidder could help to improve trends, bidder lacked a straight answer.
- (-) Pharmacy network does not include Walgreens or Rite-Aid which many plan members use.
- (+) Pharmacy network does include some grocery store pharmacies.
- (+) Pharmacy network may be customizable.
- (+) Offer administrative resources to help navigate plan members through Rx decisions.
- (-) Pricing valid until September 30<sup>th</sup>. If this process goes beyond this day, unsure if they will honor the same pricing.
- (+) Used to working with significant employee volume, have worked with other State Governments in the past.
- (-) May not have enough pharmaceutical experience.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Aetna**

**DATE: 8/17/2020**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 15**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-/+) Proposed we utilize their standard formulary but allow limited customization.
- (-) They recommend that we look at implementing the step therapy program they offer.
- (-) Haven't gone out of their way to customize an offer fit for the State of Maine's needs.
- (+/-) They were asked if they utilize programs that they have to monitor price increases. They confirmed they do utilize a program that monitors price increases, but they would not specify a program.
- (-) Unwilling to amend the contract after the market check.
- (+) Offer an annual market check.
- (-/+) Aetna offers two Pharmacy Networks, Access Based Network and Proximity Network.
- (-) Don't seem to offer any services to help us manage trends and costs while also improving plan members health.
- (-/+) May allow internal auditing

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER: Aetna

DATE: 8/17/2020

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

Total Points Available: 40

Traditional Score: 40

Total Points Available: 40

Pass Through Score: 39

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	\$114,174,333	x	40 points	=	40
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$116,302,037	x	40 points	=	39

Evaluation Team Comments:

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Aetna**

**DATE: 8/17/2020**

\*\*\*\*\*

**SECTION IV  
Bidder Finalist Presentation**

Based on the evaluation teams review of bid responses, Aetna was not asked by the State of Maine to present to the RFP evaluation team.

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# STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Anthem**

**DATE: 8/31/2020**

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

## SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
♦		
	Points Awarded:	
Numerical Score:		
Section I. Organization Qualifications and Experience (Max: 20 Points)	10	
Section II. Proposed Services (Max: 40 Points)	18	
Section III: Cost Proposal Traditional (Max: 40 Points)	34	
Section III: Cost Proposal Pass Through (Max: 40 Points)	34	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	62	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	62	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Anthem**

**DATE: 8/31/2020**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 10**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-) Cost savings up to \$45 dollars PM, very large number with no evidence
- (+/-) Integrated Savings? What is it, how are they going to do it? What is the program?
- (+/-) They say they can do a lot of things, but how can they do them?
- (-) Cost Avoidance.
- (+) Easily be able to integrate the medical and pharmacy information with utilization management (as long as we stay with Anthem)
- (-) Traditional plan with a traditional theme, fits into what we already have
- (+) Emphasizing that integration would lower expenses on the medical side



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Anthem**

**DATE: 8/31/2020**

\*\*\*\*\*  
**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 18**

\*\*\*\*\*  
**Evaluation Team Comments:**

- (+) In alignment with what we are already receiving for services
- (-/+) They require as a result as an auditing savings, that they retain 20% of that.
- (+/-) CVS pharmacy as anchor pharmacy, what about local grocery stores like Hannaford and Shaw's?
- (+) Pricing based on national network, no chains excluded
- (+) Some success compounding limit strategy, 96% reducing and expenses with compounding (pg 62). 6-7 years ago
- (-) State that they will charge us for late invoicing
- (+) Their relationships with their providers, they will educate the providers in reference to alternatives (pg38)
- (+) Don't check claims under \$100 on their automatic claim reviews (pg 8) (Standard)
- (-) They have a fee for ad hoc reporting
- (+) Include all major chains in their network
- (-) Pg 66: They propose a network that is less than what we have now
- (-) They don't provide a minimum trend guarantee, they will offer the integrated savings guarantee
- (-) Lack detail in the integrated savings guarantee
- (+) Offering \$100,000 implementation allowance (communications, audits, ad hoc reporting, etc).
- (+) Traditional PDM model "Pass through" arrangements that we will be receiving

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019  
RFP TITLE: Maine State Employee Pharmacy Benefit Management Services  
BIDDER: Anthem  
DATE: 8/31/2020

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available: 40**

**Traditional Score: 34**

**Total Points Available: 40**

**Pass Through Score: 34**

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	\$134,099,477	x	40 points	=	34
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$134,586,763	x	40 points	=	34

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Anthem**

**DATE: 8/31/2020**

\*\*\*\*\*

**SECTION IV  
Bidder Finalist Presentation**

Based on the evaluation teams review of bid responses, Anthem was not asked by the State of Maine to present to the RFP evaluation team.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Capital Rx**

**DATE: 8/31/2020**

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆		
	<u>Points Awarded:</u>	
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	10	
Section II. Proposed Services (Max: 40 Points)	24	
Section III: Cost Proposal Traditional (Max: 40 Points)	N/A	
Section III: Cost Proposal Pass Through (Max: 40 Points)	36	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	N/A	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	70	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Capital Rx**

**DATE: 8/31/2020**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 10**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+/-) Relatively new organization, may not have experience in the marketplace but perform in an innovative way
- (-) Lack state/government agency experience
- (+) transparency, shared their 835 File
- (-) May have difficulty integrating with Anthem
- (-/+) Don't own or operate a mail ordering facility, they partner with Walmart where they have homedelivery offered. Plan members will pay the cheapest rate at Walmart or COSCO with home delivery.
- (+) Open to having custom home-delivery contract specific to a client.
- (-) Specialty medications would need to go through specialty pharmacies
- (+/-) Low trend rate. 3.6% increase in trends, limited population with only 36 clients.
- (+) Account executive is a pharmacist
- (-) Didn't offer terminated references

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Capital Rx**

**DATE: 8/31/2020**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 24**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-) Indicate the market check analysis has to be conducted in comparison to NADAC pricing, not many PBM's use NADAC pricing
- (+) Provided a rebate guarantee, per member per month (non-traditional)
- (-) Grandfathering stays in place for 90 days before expiring
- (-) Step Therapy (ad hoc) is offered without a charge
- (+) Audits recovering's are passed on 100% to the plan sponsor
- (+) NPI score is good, 92% is high on the spectrum of satisfaction from clients
- (-) Any savings amount \$ number generated in the first year, can offset rebate guarantees.
- (+) No charge for ad hoc reporting
- (-) Drug recall (nasal spray), didn't report how they performed the recall.
- (-) Annual minimum trend guarantee: Not confirmed
- (+) \$85K transition allowance
- (+) They would place 25% of their admin fees at risk (pg 44)
- (-) Didn't seem to outline their network
- (+) Unconflicted with pharmacies, so they are able to contract with many pharmacies.
- (+/-) They state that all members will have a participating pharmacy within 11 miles of their residence. This seems unrealistic with our Maine demographics.
- (+/-) Customer Service Guarantee, 80% of calls will be answered within 30 seconds or less. Met our minimum requirement but does not go above and beyond.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019  
RFP TITLE: Maine State Employee Pharmacy Benefit Management Services  
BIDDER: Capital Rx  
DATE: 8/31/2020

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available: 40**

**Traditional Score: N/A**

**Total Points Available: 40**

**Pass Through Score: 36**

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	N/A	x	40 points	=	N/A
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$125,683,025	x	40 points	=	36

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Capital Rx**

**DATE: 8/31/2020**

\*\*\*\*\*

**SECTION IV  
Bidder Finalist Presentation**

Capital Rx was asked by the State of Maine to present to the RFP evaluation team on December 21<sup>st</sup>, 2020

Based on finalist presentation the scoring for Organization Qualifications and Experience was decreased by 2 points from the preliminary scoring of 12 to give them a final Organization Qualifications and Experience score of 10. The scoring change decision is reflected below in the evaluation team discussion that followed the finalist interview:

- The pricing mechanics were explained in detail. State is concerned with taking a large step in changing to the more novel approach used by the PBM.
- Additional potential costs were disclosed for available programs (i.e., to adopt a Rx Concierge program)
- No auditing allowance offered. Auditing is a key component to verify the accuracy of contract terms.
- Not as familiar with Workday HRMS as the State would like. They were unaware if any of their other clients are utilizing Workday and how the platform could be integrated into program administration.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Express Scripts**

**DATE: 9/02/2020**

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
♦		
	<u>Points Awarded:</u>	
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	11	
Section II. Proposed Services (Max: 40 Points)	20	
Section III: Cost Proposal Traditional (Max: 40 Points)	35	
Section III: Cost Proposal Pass Through (Max: 40 Points)	34	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	66	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	65	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Express Scripts**

**DATE: 9/02/2020**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 11**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+) Own all their own service lines
- (-) Asked them about their litigations and they didn't reference Anthem Litigation.
- (-) Asked for trends and they didn't respond to trends regarding pass through trends.
- (-/+) Book of business is traditional contracts
- (-) Not offering ideal model that we're looking for
- (+) Work with State of Vermont, State of New Hampshire (State Government Experience)
- (+/-) Strong in what they do offer, but don't offer specific State of Maine needs
- (+) Very responsive with their clients
- (+) Have very good State of Maine legislative knowledge
- (-) Lack transparency

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Express Scripts**

**DATE: 9/02/2020**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 20**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-) Red marks on proposed services
- (-) Some of the things that they are proposing, they are not offering us in the current contract, they have a call log available. We have asked for one and they have refused to release that due to PHI.
- (+) They promise 100% of the recovers from Audits when the standard is 80%
- (+) Legal services highly rated
- (-) Vague response to rebate agreements, who determines what's reasonably necessary?
- (+) Bio-Similar rebates will be passed through if applicable but cannot be guaranteed.
- (-) Some generic responses, not specific, "client" vs "State of Maine"
- (-) No disruption reports available to us
- (+) Provided specific recommendations and model out the recommendations (Save on SP)
- (+/-) If we were looking for traditional PBM, this seems like a good fit but we are searching for more innovation
- (-) Unfortunate that they didn't include more detail (allowance amounts)
- (-) Disease Management Goals: some of the things they say they can do but those things are happening at this time with them.
- (-) Unavailable to have information shares/exchanges with Anthem but was offered in the proposal

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER: Express Scripts

DATE: 9/02/2020

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

Total Points Available: 40

Traditional Score: 35

Total Points Available: 40

Pass Through Score: 34

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	\$132,396,119	x	40 points	=	35
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$135,662,370	x	40 points	=	34

Evaluation Team Comments:

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Express Scripts**

**DATE: 9/02/2020**

\*\*\*\*\*

**SECTION IV  
Bidder Finalist Presentation**

Express Scripts was asked by the State of Maine to present to the RFP evaluation team on December 28<sup>th</sup>, 2020.

Based on finalist presentation there was no scoring changes made to any of the RFP review sections by the evaluation team. Below are the evaluation team discussion notes that followed the finalist interview:

- Emphasized existing partnership and service levels with the State since 2017.
- Customization of formulary not advised; changes would impact rebates.
- Clarified that they would be able to provide the State of Maine an 835 file for each proposed pricing offerings to increase pricing transparency
- Available program generally offers a la carte with a price tag attached to most

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MC Rx**

**DATE: 9/10/2020**

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	Pass:	Fail:
◆		
	<u>Points Awarded:</u>	
Numerical Score:		
Section I. Organization Qualifications and Experience (Max: 20 Points)	11	
Section II. Proposed Services (Max: 40 Points)	22	
Section III: Cost Proposal Traditional (Max: 40 Points)	N/A	
Section III: Cost Proposal Pass Through (Max: 40 Points)	28	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	N/A	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	61	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MC Rx**

**DATE: 9/10/2020**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 11**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-) Smaller, middle market, PBM. May not be able to provide the same level of clinical programs.
- (+) They are a privately held organization, operating a fully transparent PBM
- (-) 835 Pharmacy File, what they're charging the pharmacies?
- (-) Rebates: Little longer timeframe to receive rebates payments, 180-210 days (delay)
- (+) 30 years of experience
- (+/-) All they do is a complete disclosure model transactions (their expertise)
- (+) No litigations at this time
- (+) Provided all the answers that they were required
- (-) Didn't seem that were a lot of large government employers
- (-) 16 – 18 months for changes with new accounts
- (-) Referenced headquarters in 3 different locations
- (+) Seem to be responsive

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MC Rx**

**DATE: 9/10/2020**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 22**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+) Technology solutions, their technology so they may offer more flexibility
- (+) Customized formularies are an option
- (-/+) Page 1 states 80% requirement of preferred RXs dispensed
- (+) Admin fee included step therapy edits
- (-/+) Preferred Network large chains, includes Walmart and CVS
- (-) Preferred Network excludes, Walgreens and Rite Aid
- (+) Audit the pharmacies annually
- (+) Implementation plan was well laid out
- (+) Credits on your audit they will give you interest on the credit
- (+) Tool introduced "ZeroN"? page 8 (query tool) access to all their information
- (+) Health analytics opportunity that we could incorporate
- (+) Offered a recommended approach to specialty plan design



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019  
RFP TITLE: Maine State Employee Pharmacy Benefit Management Services  
BIDDER: MC Rx  
DATE: 9/10/2020

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available: 40**

**Traditional Score: N/A**

**Total Points Available: 40**

**Pass Through Score: 28**

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	N/A	x	40 points	=	N/A
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$163,233,126	x	40 points	=	28

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MC Rx**

**DATE: 9/10/2020**

\*\*\*\*\*

**SECTION IV  
Bidder Finalist Presentation**

MC Rx was asked by the State of Maine to present to the RFP evaluation team on December 21<sup>st</sup>, 2020

Based on finalist presentation the scoring for Organization Qualifications and Experience was decreased by 3 points from the preliminary scoring of 14 to give them a final Organization Qualifications and Experience score of 11, and the scoring for Proposed Services was decreased by 6 points from the preliminary scoring of 28 to give them a final Proposed Services score of 22. The scoring change decision is reflected below in the evaluation team discussion that followed the finalist interview:

- State questioned the overall experience of the MC RX; relatively new organization.
- PBM does not have sufficient experience with larger clients
- PBM has no experience with larger municipal and governmental clients; unfamiliar with unique structure and demands of a State government health plan
- Requires going through multiple channels to make requests/edits for communication materials
- Preferred network excluded pharmacies that are popular with State of Maine plan members
- Unsure of ability and potential cost to add more standard pharmacies within network.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MedImpact**

**DATE: 9/29/20**

\*\*\*\*\*

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**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	Pass:	Fail:
◆		
	<u>Points Awarded:</u>	
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	14	
Section II. Proposed Services (Max: 40 Points)	24	
Section III: Cost Proposal Traditional (Max: 40 Points)	37	
Section III: Cost Proposal Pass Through (Max: 40 Points)	36	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	75	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	74	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MedImpact**

**DATE: 9/29/20**

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 14**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+/-) Privately owned and operated by pharmacists
- (+) Well known in the market and Health Plan space
- (+) 30 years' experience, and cover 21M lives
- (+) Low trend numbers for utilization
- (-) High cost ingredient trend numbers
- (+) No litigations
- (+) References were all large government organizations

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MedImpact**

**DATE: 9/29/20**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 24**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+) Transparent Rebate Deal
- (+) Implementation Plan
- (-) High cost for services such as Step Therapy
- (-) Hold 25% of audit recoveries
- (+) CSR's are 24/7
- (+) Strong PHR security
- (+) Portal services available for claims
- (+) 100K Audit Allowance is offered
- (+) Education to our members

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019  
RFP TITLE: Maine State Employee Pharmacy Benefit Management Services  
BIDDER: MedImpact  
DATE: 9/29/20

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available: 40**

**Traditional Score: 37**

**Total Points Available: 40**

**Pass Through Score: 36**

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	\$124,000,892	x	40 points	=	37
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$127,625,362	x	40 points	=	36

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: MedImpact**

**DATE: 9/29/20**

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**SECTION IV  
Bidder Finalist Presentation**

MedImpact was asked by the State of Maine to present to the RFP evaluation team on December 28th, 2020

Based on finalist presentation the scoring for Organization Qualifications and Experience was increased by 3 points from the preliminary scoring of 11 to give them a final Organization Qualifications and Experience score of 14, and the scoring for Proposed Services was increased by 2 points from the preliminary scoring of 22 to give them a final Proposed Services score of 24. The scoring change decision is reflected below in the evaluation team discussion that followed the finalist interview:

- Transparency of administrative processing and pricing was expanded upon and exhibited
- Demonstration of extensive standard and potential ad hoc reporting.
- Very robust data elements via reporting capabilities; data would provide State of Maine with increased analytic capability to foster independent program design options.
- MedImpact would consult with the State of Maine to assist in the customization of the Specialty Rx Network
- They can also support a Specialty Pharmacy cut-out
- They will provide an implementation communication credit of \$2.00 per covered life to assist in the PBM transition.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Optum**

**DATE: 9/29/2020**

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:**

**NAME OF RFP COORDINATOR:** Kurt Caswell

**NAMES OF EVALUATORS:** Kurt Caswell, Shonna Poulin-Gutierrez, Lois Baxter, Mara McGowen, Heather Perreault

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆		
	<u>Points Awarded:</u>	
<u>Numerical Score:</u>		
Section I. Organization Qualifications and Experience (Max: 20 Points)	11	
Section II. Proposed Services (Max: 40 Points)	18	
Section III: Cost Proposal Traditional (Max: 40 Points)	39	
Section III: Cost Proposal Pass Through (Max: 40 Points)	38	
TOTAL POINTS TRADITIONAL (Max: 100 Points)	68	
TOTAL POINTS PASS THROUGH (Max: 100 Points)	67	



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Optum**

**DATE: 9/29/2020**

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**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available: 20**

**Score: 11**

\*\*\*\*\*

**Evaluation Team Comments:**

- (-/+) Traditional PBM
- (+) Provided Clear Answers
- (-) Descriptions were designed to drive employers towards their Formulary
- (+) Large organization covering many lives
- (+) No Litigations
- (+) Strong Financial Ratings

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Optum**

**DATE: 9/29/2020**

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available: 40      Score: 18**

\*\*\*\*\*

**Evaluation Team Comments:**

- (+) No charge for step therapy programs, can provide monthly savings
- (+) Retail Pharmacy available to 93% of all pharmacies if we desire customization to our network
- (+) Return 100% of all audit recoveries
- (-) Won't offer our own service team
- (+) 10 US based call centers accessible 24/7
- (-) Utilize Priority Mac algorithms for pricing
- (+) Customize threshold for Compound Rx's
- (-) They don't have standard updates with their formulary

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001019  
RFP TITLE: Maine State Employee Pharmacy Benefit Management Services  
BIDDER: Optum  
DATE: 9/29/2020

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**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available: 40**

**Traditional Score: 39**

**Total Points Available: 40**

**Pass Through Score: 38**

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Traditional Score
\$114,174,333	÷	\$116,577,660	x	40 points	=	39
Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Pass Through Score
\$114,174,333	÷	\$119,653,332	x	40 points	=	38

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202001019**

**RFP TITLE: Maine State Employee Pharmacy Benefit Management Services**

**BIDDER: Optum**

**DATE: 9/29/2020**

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**SECTION IV  
Bidder Finalist Presentation**

Based on the evaluation teams review of bid responses, Optum was not asked by the State of Maine to present to the RFP evaluation team.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER NAME: Aetna

DATE: 8 / 10 / 2020

EVALUATOR NAME: Kurt Caswell

EVALUATOR DEPARTMENT: State of Maine Department of Administrative & Financial Services

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**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

I. Executive Summary

P- prior experience with SOM

P – reporting capabilities

I – 10% savings on Rx costs?

P – \$350K allowance ( 250K at risk)

I – 2 pricing options offered

II. Debarment Stmt OK

III. Organization Quals & Experience

I - largest healthcare provider

1 – 1.3 M lives in public sector

Q- What are classified risk Rx benefits?

I – trends : 2018/2017: 9.0%

209/2018: 8.0%

N – High specialty trend: 19.7% in 2018, 15.8% in 2019

N - Do not answer trend improvement question very well (p.16)

P - Good claims paying abilities

IV. Proposed services

N – “if custom formulary...need to update pricing offer. Use of Aetna Standard Formulary is baseline

N – rebate loss possible if using non-standard formulary

(1) Aetna managed Network: no Walgreens, Rite-Aid, & some grocers

(2) Aetna Customized Pharmacy Network

N- do not provide acquisition plus pricing for

(1) Mail service

(2) Specialty pharmacy

N- cannot show EE lowest copay @ retail location

P – temporary ID card available for printing on-line; EOB available on-line, member can view 2 years of Rx history on-line

P – Record customer service calls – call log available

P – dedicated member service team; integrated medical/ rx card

I – process claims on NDC dispensed

N – mail services – price not acquisition price

N – dispensing fee; do not apply a dispensing fee, fee made on pricing

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Aetna

**DATE:** 8 / 10 / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

N – Charges: add'l fee to send claims to other TPA; monthly universal file fee: \$500 set-up, \$1500 subsequent

N – Compound drug pre-cert strategy seems weak; need to determine higher costs for compound use & unravel them

N – Rebate guarantees – reconciled annually; “surplus used to offset shortages in other”; many rebate exclusions

N – clinical program funding – not included

N - Pricing and discounts based on Aetna Std Formulary with advanced control specialty

I - Pricing valid to 9/30/2020 ( already past)

Q- pg. 102 : “ a surplus in one or component rebate guarantee may be used to offset shortages in other component guarantees”

N – Non-specialty meds from Specialty pharmacy will not be priced at mail-service rates

Q – pg. 109 : will 100% of rebates be applied to biosimilars' ? “w/l rebate terms..?”

I - 9 month lag in rebate payment

N – asked for 6 year auditing rights: Aetna offer = 2 yrs

- Audit based on contract terms
- Audit rights limited to 1 year

P – good reporting tools

P – adhere to therapy program ( p. 122)

N – no details on program to counter price increases (p. 124)

P = Accordant care specialty nurse management program – rare condition support

N = Market check options (p. 152) = if Aetna “unwilling “ to amend contract...

Q – Question U – seems to be missing word “not”; (i.e. cannot provide)

Q – Proximity network : 2 networks used, CVS and broad pharmacy network for remaining members

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 8 / 12 /2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

I. Executive Summary

- I - Potential cost savings \$45 PMPM
- P- Integrating existing medical data with RX data
- Q/I – Integrated savings guarantee up to \$12.18 PMPM

II. Org Qual & Experience

- P – coordination of rx and medical solutions
- I - emphasis of lower med costs
- P – 38% higher compliance
- P – good financial condition

III. Proposed services

- N – ability to adjust formulary = rebate dollars fluctuation with change
- I - quote based on National Direct Formulary ( open)
- I – multiple PBM formularies available
- N – 30 days supply fro specialty RX – these are expensive terms
- N – home delivery – EE from required
- N – 20% audit recovery fee
- P – good customer service apps
- N – no dedicated SOM Rx team
- P – integrated data claims system
- P – no charge to send data to 3<sup>rd</sup> party
- I - compounding limit strategy; 96% reduction in BOB compound spend
- P – best of pricing strategy
- Q – no guarantee on pricing components
- Q – pg. 28 – agreement language
- N – no interest paid on claim adjustments
- Q – upfront credit in rebates?
- P - \$10K audit allowance
- N – auditor selectin must be “mutual: - p. 33
- N – 12% interest on late ER payments
- N – 150 /hr programming fee after 20 for reporting
- N – pg. 38 – “...educate physician ...about alternatives” strategy
- Q – Site of care review; is this physician approved?
- I – pg. 50 : indicated outcome based rebate contracts available

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 8 / 12 / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

I – effort to support “outcome , risk, performance, value based contract.

P – have EWE coupon, copay cards, etc.

I - p.53, “integrated Savings Guarantee” – file #3

N/Q – pg. 53(h) – “ need to be compliant with P&T committee”

N/I – Market check allowed “after 1<sup>st</sup> year of service”

Q – pg. 63, proprietary data – includes current “proprietary and confidential”

P - All major chains included in one of their networks

I – IngenioRx Standard Network – most national chains, WalMarts and independents

I – retail dispensing fee ( \$.75) seems high



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capitol Rx

**DATE:** 8 / 27 /2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

i. Executive Summary/ Qual & Experience

P – OK; signed “debarment, performance...statement

I – founded 2017 ( young company)

I - “ clearinghouse model”

PP – full visibility to rx costs

I – fastest growing PBM in US

I – use NADAC benchmark ( medicaid acquisition cost)

P – eliminates spread pricing

P – ingredient cost trend= 4.4%, member – 2.6%, specialty trend 3.6%, traditional – 4.5%

I – average 13% savings

N – no financial ratings

II. Proposed Services

P – can customize formulary

P – step therapy program at no cost

P – can customize network; will work with SOM; Rx partners of choice

I - COPS- criminalizing system to detect fraud

P – toll-free # for Dr. provided to member

P - simple, understandable chart

P - new model, removes artificial wall between pharmacy & pan sponsor

I – each client manager is a registered pharmacist

P – 92% net promoter score(p.10)

P – rebates on a PMPM basis

I/Q – p.19, offset on minimum guaranteed rebate in 1<sup>st</sup> year

N – No auditing \$\$ allowances

P – no charge for ad hoc reporting

P – clients have dedicate analysis manager

P – average PDC = 90% (proportion of days covered)

P – p.30, good specialty rx programs

P – p.32, partners with national co-operative ( GPO) at Univ of Minn

I – p.35, “CapPlus Program (75 “super specialty / ultra-orphan Rx) put on own co-insurance

N – p.38, didn't use fluticasone P example)

Q/I – 13% “new market rx” discount

P – p. 43, \$85K implementation allowance

P – Clear implementation schedule

P – simple, effective cost exhibits!

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capitol Rx

**DATE:** 8 / 27 /2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 8 / 3 / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

I. Org Qualification & Experience

- I - ESI owned by CIGNA
- N – didn't disclose Anthem Law suit in litigation listings
- I – Call service line owned by ESI
- I – over 2500, 61M lives
- N - No response to pas-through trends
- P – CIGNA positive financial status
- I – ESI – largest US PBM

II. Proposed Services

- NN- numerous “ EST considers this information proprietary and confidential”
- P – 100% of audit recoveries retained by ER
- P – decent auditing services by pharmacies
- P – good services for pharmacies & members
- I – “price a Medication” app, online service
- I - p.13, member call log available
- P – good mobile member apps
- P – good legal servies team
- N – p.20, “proprietary” where non is neded
- Q – p.22f, ...makes appropriate adjustments to MRA MAC pricing
- N – p.23 no charge for “standard layouts”
- P – p.27 good compound medication checks, “compound management”
- N – p29 “cc” language is fuzzy and calculated
- N – p29gg, biosimilars excluded from rebate guarantee reconciliation
- N – p29ii, rebate qualifications
- N – p29 did not confirm
- P – p42 good reporting capability
- N – ESI charge for most programs see fees section
- I – p55 licensed to distribute 263 LDD
- Q are most responses generic “cut and paste”?
- I – p74 repeating responses i.e. ScreenRX
- Q – p75 what is “cost exceeds max log”?
- Q/P – p77 limited distribution drugs pricing guarantee
- Q/P - average annual minimum = AWP less 15.50%
- N – p78 template being used for response. See “Client” on question 2

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 8/3/2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Q – actual vs effective rate Pg 78 #3

N – file number four no disruption report

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC-Rx

**DATE:** 9/1/2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organizational Qualifications and Experience**

I/Q – Privately owned, 30 years experience  
P – transparent, passthrough pricing  
P – complete disclosure model  
I – p2, internet based switching services  
I – contract with limited number of external specialty pharmacies  
P – trend = 2.5%  
P – no past litigation

**II Proposed Services**

P – customized formularies available  
I – p1, 80% requirement of preferred drugs dispensed  
P – step therapy edits included in administration fee  
I – preferred network large chain = Walmart and CVS excluded Walgreens and Rite-Aid  
P – p3, 100% of pharmacies have at least one audit annually  
N – 80% of audit recoveries returned  
P – pager access to RX techs  
P – p9, implementation plan well laid out  
I – pricing = methodology is by “NDC dispensed”  
P – no extra fee to send claims data to a TPA  
P – p19, PA on all compound RXs, over \$150 or excluding altogether, customizable  
P – p26, will pay interest on audit credits  
P – “zero in” interactive query tool  
P – p29, physician profiling is done  
P – p32, population health analytics is good  
P – p33, offered a recommended approach to specialty plan design  
Q – p35, what is “white bagging”?  
P – p36, self administered specialty RX, they call each member  
I – p41, member portal alerts upon login  
P – p49, value based design for co-pay options exist  
P – they have all of the unique programs of larger vendors  
P – p48, ProGenerics Program educates patients on use of generics  
P – p48, all confirmed re: data is property of SOM  
I – p53, \$2/PE implementation credit allowance, ongoing management fee available?  
Q – p53, “differentiation”  
Bullet #5 – 100% MAC pricing applied to all generics; a non-MAC generic discount is specifically noted on contract, not standard brand discounts

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC-Rx

**DATE:** 9/1/2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

P – p54, 50% performance guarantee on implementation

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER NAME: MedImpact

DATE: 9 / 14 / 2020

EVALUATOR NAME: Kurt Caswell

EVALUATOR DEPARTMENT: State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

I Organization, Qualifications and Experience

- I – founded thirty years ago, 90% owner
- I – has EE shareholder, 10% owner
- P – specialty fulfillment strategies
- Q – SI lives = 3.2M, MC 18.m
- P – low trend numbers for ingredient, utilization
- N – high ingredient cost trend
- P – no pending litigation, no current litigation
- N – financial rating seems low

II Proposed Services

- N – rebates based on MP formulary, \$75K fee per year for custom formulary. Rebates no longer guaranteed
- I – step therapy \$.39PMPM
- N – 25% retention of audit recoveries, except for FWA program
- I – p4, audits produce 3% recoveries
- P – CSRS available 24/7/365, pharmacists also
- P – seem to have strong PHI security protocol
- P – good internet portal services
- I – pricing based on NDC and package size
- I – dispensing fee billing, ingredient cost reduced so ingredient cost + dispensing fee = U&C
- N – no charge for up to 5 vendor data claim remittance
- P – p25, point of sale edits – pricing on compounds only allow federal legend ingredients
- Q – p25, pricing based on medical performance formulary
- N – p30uu, question not answered
- I – rebates within 120 days
- P – p33, \$100K allowance allowed
- I – right to audit up to 12 months after termination
- P – good reporting portal
- P – they do physician profiling
- P – collaborative approach with direct specialty care programs
- P – p47, specialty RX programs = overfill, high impact maintenance, RX surveillance, ID clinically inappropriate therapy
- P – p49, does not own specialty pharmacy, use of Medimpact Direct Specialty, use of partners
- P – call to each specialty RX patient @ implementation and on first fill of any specialty medication
- P – p51, 100% of specialty rebates pass through to SOM

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:**   9   /  14  / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

P – p51, will support full carve out of specialty services

P – MedImpact program for co-pay assistance, etc

P – have list driven co-pay ability, coding specific to RX list

N – p57, cannot provide trend guarantee

I – p64, risk pool arrangements = “shared risk pool” available to offset risk

N – ownership of claim data, exception of MedImpact confidential claims pricing

P – special network development available



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 9 / 15 / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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**Individual Evaluator Comments:**

**I Qualifications and Experience**

I – subsidiary of United Healthcare Services

Q – infusing transparency?

I – 65M lives, 2,582 customers

N – 2019 specialty trend = 11.4%

I – 84% example of reduced compound specialty

Q – interesting take on confidential contact information

P – no pending litigation

P – good financial ratings

**II Proposed Services**

N – fee for customizing formulary \$62K initial, \$6K/mo maintenance

I – step therapy savings = \$.95 per member per month

P – no charge for step therapy programs

N – p27, a penalty will apply to NTI drugs unless specifically noted

P – p27, 93% of available retail pharmacies are available

I – p27, 2-4% savings with standard select network

N – p60, the frequency of updates to formulary “depends on changes made by pharmacy and therapeutics committee”

N – p61, no auditing of participating pharmacy agreements

N – p62, guaranteed rebate does not include many RXs

I – p66, newly FDA approved specialty products will be billed at AWP-14%

Q – p66, specialty rebate based on 43 days?

N – p67, biosimilars excluded from rebate guarantees

N – p68, state must notify Optum of intent to audit within 90 days of term

N – p69, uncompromising payment terms

I – p78, “Optum infusion pharmacy” home infusion

Q – p81n, revenue remittance “greater of amount calculated” in aggregate?

I – p82, value based contracts available

N – p83t, question regarding non-exclusive specialty relationship?

Q – p83, Co-pay accumulator program – dispensing pharmacy decision; do not work directly with pharmaceutical companies to dispense RXs thru these programs

P – okay reporting

P – do “quote opportunity analysis” to identify high-cost meds that offer no clinical advantage to employees compared with other formulary alternatives

Q – are all programs designed to drive members into formulary?

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:**   9   /  15  / 2020

**EVALUATOR NAME:** Kurt Caswell

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Q – what is impact on RX plan design of optimal benefit design, “four-tier cost design”?

P – p89, zero co-payment for first fill on generic option available

Q – p89, response to annual trend guarantee? “(item G)

P – p90, good plan design flexibility

N – p91, no rebates for biosimilars

P – good examples of VBID program and capabilities

P – can do a combined OOP accumulator with medical plan

P – p98/99, unique programs to help members lower their co-pay based on adherence

Q – p100, is 3% savings a maximum?

N – we would like more than one market check

Q – p101, not confirmed re: data dictionary

NN – p105, concern re: “effective rate” contracting

P – p106, transition fee provided

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER NAME: Aetna

DATE: 08/14/2020

EVALUATOR NAME: Heather L'Hommedieu Perreault

EVALUATOR DEPARTMENT: State of Maine Department of Administrative & Financial Services

\*\*\*\*\*  
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**Individual Evaluator Comments:**

**Background and experience**

Rx since 1969

SOM Medicare Advantage program provider

Owned by CVS - publicly held

Integrated retail, mail and specialty - all through CVS - parent company, profit incentive

Lots of government experience

Independent audits for all CVS owned pharmacies, what about others

Subcontract audits, rebate, records retention

Year		Cost Trend	Utilization Trend	Overall Trend
2018/2017	Non-Specialty	-0.8%	2.3%	1.5%
	Specialty	7.7%	11.1%	19.7%
2019/2018	Non-Specialty	5.1%	2.8%	8.0%
	Specialty	6.4%	8.9%	15.8%

References - **NOTE** these are for CVS, not Aetna: CT 250k, RI 33k, Teamsters 60k, Lee County school board 13k

S&P A- ; downgraded 2018 upon acquisition by CVS

Moody's A2

**Proposed Services**

Custom formulary available; \$50k-\$100k cost; potential rebate loss

Proposal is based on standard formulary with Advanced Control Specialty Formulary - excludes 475 high cost drugs to push use of generics

Grandfathering available for specialty drugs - no specifics provided

Traditional Generic Step Therapy program recommended - is there additional cost?

Plan design options available for OTC drugs

Would not automatically mirror current Prior Authorization or other clinical programs

Managed Pharmacy Network includes CVS, Walmart, excludes Walgreens; Hannaford?

Customized Pharmacy Network available

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Aetna

**DATE:** 08/14/2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Daily desk claim reviews

Daily review of high dollar claims and abnormal dosage/quantity

Internal auditors used for pharmacy audits to maintain control of mis-marked claims; on and off-site

Audit recoveries passed on to State

Surescripts used for e-prescribing

Electronic precertification tool integrated

Refills can be done on Aetna mobile app

Autofill tool used to promote medication adherence - Aetna contacts member to make sure drug is still required but if no response refill is automatically sent - seems this could lead to unnecessary prescriptions being filled

Traditional pricing for mail and specialty pharmacies, acquisition pricing not available

Customer service call center in TX and MO

Separate call centers for members and pharmacies

Pharmacists available 24/7 - after hours pharmacist will be paged to return call

Online lookup of benefits, co-pays, pharmacies, costs, etc

Record 100% of member service calls; retention 90 days

Dedicated customer service team available w dedicated 800#

Dedicated pharmacist as clinical advisor on State's management team

Quarterly meetings with State staff

Customer Online Services eligibility system

Handle exceptions

Change coverages, add/drop members, etc

Provide general information on legislative and regulatory developments

What about monitoring State of Maine legislation?

AWP uses Medi-Span pricing guide

Updated daily

Claims always processed using full NDC code

MAC list updated at least weekly

Additional fee to send claims to third party vendor; \$350k allowance provided

Compound management - more expensive bases available on appeal only

Compound use reporting provided

Did not provide list of authorized generics

Rebate guarantees not calculated separately for retail/mail/specialty

RxNavigator tool for web and ad-hoc reporting

Dashboards for performance management, trends

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

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**DATE:** 08/14/2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Advanced analytics and reports

Pre-formatted reports can be customized

Graphical displays of data available

OnDemand tool for production reporting

Total health perspective - analyze medical and pharmacy data - would they do this with a feed from Anthem?

Specialty services - nurse-led care for rare or complex conditions

General allowance of \$350k annually

Annual Market Check included in proposal

Implementation credit \$5 PM



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 08 / 28 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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\*\*\*\*\*  
**Individual Evaluator Comments:**

**Background / Experience**

Current SOM health plan TPA

PBM provided by IngenioRx, wholly owned subsidiary of Anthem

Offering integrated medical/Rx program with focus on total health care cost

Subcontract: retail network audits, rebate contracting, retail adjudication,

Delegated to pharmacy partner: customer service, claims processing & fulfillment, mail fulfillment

Ingenio owns its own mail and specialty pharmacies

	2019	2018
Total Pharmacy Cost of Care Trend: Specialty	5.4%	14.4%
Total Pharmacy Cost of Care Trend: Traditional	-3.8%	2.0%
Total Pharmacy Cost of Care Trend: Pass-through	-1.5%	11.2%

References: MEA Benefits Trust 67k, Cobb County 9k, Mohegan Sun 12k

No significant litigation

Account team - headed by current contact Lisa Lagios

Ratings (NOTE these are for Anthem, not Ingenio) S&P AA-, Moody's A2

**Proposed Services**

Formulary can be customized, may affect rebates; fees will be based on level of customization

National Direct Formulary used in proposal - open formulary option; includes more brand name drugs on preferred, lower tiers to provide more choice

Removed step therapy and prior auth for select drugs

Agree to grandfather current preferred drugs but no specifics

Uses step therapy to promote clinically favorable drugs - automated 180 day lookback to determine eligibility; promotes generic usage

Will mirror current prior auth and clinical programs

National Network is included in proposal - broad geographic coverage; can be supplemented by Retail90 Network

Rx Choice Network - 30 day retail network; includes CVS, Shaw's, Walmart, Hannaford;

Walgreen's/RiteAid?

Ingenio Standard Network - excludes Walgreens and some independent pharmacies

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 08 / 28 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Any extra costs for alternate networks?

Can network be customized?

Automated review of retail claims daily

Desk and on-site audits as needed

Investigational audit reviews documentation of purchases, scripts, etc

100% of recoveries passed through to State less 20% fee

Home delivery refills can be ordered online or via mobile app

Customer service centers US based

Separate #s for members and pharmacists

24/7 access to registered pharmacists - does that mean a person answers the call 24/7 or is it a call-back arrangement

Digital tools for pricing, claims history, etc

100% of member calls are recorded

Designated customer care team will be provided

Clinical programs overseen by registered pharmacist

Bi-weekly meetings with State staff

Prior auth system not available to State staff, overrides require contact w Anthem

Online client service tool allows add/term member, reporting; not real time

Coordination of medical and pharmacy claims s/b seamless as Anthem is current TPA

Medi-Span used for pricing retail and home delivery

Updated daily

Cost determined by NDC - full code?

"member always pays the...lowest of the AWP discount, MAC price and pharmacy U&C price" - complex, not easily traceable

MAC list update frequency - not provided

SureScripts used for e-prescribing - includes formulary, history

Compounds not approved by FDA are excluded - this seems very broad

Network pharmacies monitored for compound claims

Home delivery MAC pricing is always better than retail MAC pricing

Will not provide full access to retail pharmacy agreements; will "illustrate" what they paid the pharmacy to prove transparency - not sure what that means

Rebate guarantees not calculated separately retail/mail/specialty

Client Information Insights provides standard and ad-hoc reporting; includes infographic dashboard

Additional web-based reporting tool for ad-hoc and custom reports

Data is not real time

Clinical review programs include therapy duplication, duration, safety, preferred and generic products analysis

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

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**BIDDER NAME:** Anthem

**DATE:** 08 / 28 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Fixed Dose program - combines multiple products into one pill to simplify for members; doesn't this sometimes end up with higher cost than individual products per pill?

Rx to OTC program

ConditionCare program - already available through health plan

Healthy Returns system captures health history etc, tracks progress towards goals - is this currently available through health plan?

Medication adherence program employs "proportion of days covered" metric to determine adherence

Clinical outreach program for diabetes and behavioural health conditions

Specialty Cost Optimization program to address medical specialty drug spend - requires review for list of specialty drugs if requested in outpatient hospital setting

Provide access to 100% of all specialty medications

Custom tier development may impact pricing

Market check allowed after 1 year

When Workday is implemented, will accept electronic enrollment



# STATE OF MAINE INDIVIDUAL EVALUATION NOTES

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER NAME: Capital Rx

DATE: 08 / 29 / 2020

EVALUATOR NAME: Heather L'Hommedieu Perreault

EVALUATOR DEPARTMENT: State of Maine Department of Administrative & Financial Services

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## \*\*\*\*\* Individual Evaluator Comments:

### Background and Experience

- Privately owned, venture backed
- Founded 2017 - very young
- 36 clients
- Commitment to innovation, technology
- "Clearinghouse model" gives full visibility to drug costs
- Uses NADAC - National Average Drug Acquisition Cost - Published by CMS - used for Medicaid
  - Doesn't rely on annual guarantees b/c pricing is stable
  - Eliminates price volatility for members based on point of sale
- Costco & Walmart = mail/specialty fulfillment
- Salesforce subcontracted for Customer Relationship Management - ?
- References: Teamsters Phil PA 20k, Phil Teachers 30k, Haynes 2.7k
- No terminated clients (but founded 2017, when do initial contracts first expire?)

### Proposed Services

#### Formulary

- can be customized at no additional cost
- 2 standard formularies offered - open and closed - what is the difference?
- Proposal is based on closed formulary
- Passes through 100% of all "manufacturer derived revenue"
- Grandfathering - available for 90 day period but may impact rebates
- Step therapy program available
- Will mirror current prior auth and clinical programs

#### Pharmacy network -

- Different network options available
- Network can be customized
- Can it be customized based on region?
- Offers 90 day retail network
- Audit 5% of pharmacies annually + 100% claims audit at point of sale
  - Cluster Optics Process - machine learning tool to detect fraud - no up front cost but they retain 20% of recoveries Do other PBMs have similar?
- Audit recoveries 100% returned

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capital Rx

**DATE:** \_\_08\_\_/\_29\_/2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Mail service pharmacy

- Contracts w Walmart and Costco
- No minimum co-pay
- Auto-refill option
- Transparent pricing

Customer service

- Located in NY NY
- 24/7 access to pharmacist
- Electronic portal: refill reminders, drug price lookup, claims history, formulary
- 100% calls recorded, stored for 180 days
- Designated customer service team
- Pharmacist first approach to client management - SOM will have two pharmacists assigned
- EHW real time access to edit eligibility, overrides, add/remove member, etc
- Able to receive feeds from TPA
- CMS NADAC pricing
- Update NADAC and AWP weekly
- Doesn't use MAC lists
- Surescripts for e-prescribing
- Can provide list of authorized generics
- Rebates provided on PMPM basis?
- 100% of claims are included in PMPM rebate guarantees

Financial

- Agrees to pay % upon audit errors
- Does not provide audit allowance; does include implementation and clinical allowances
- Can audit at least annually

Reporting

- Ad hoc reporting at no additional cost in portal
- Can also request additional ad hoc as needed
- Combine pharmacy medical & payroll data
- Physician compliance/ profiling included

Clinical

- Provider centric mailings?
- RxCares program - RN helps member manage chronic conditions
- Adherence programming esp with at-risk members
- Medication Therapy Management

Specialty drugs

- Split fill program for drugs w high discontinuation rates
- Condition specific programs
- Specialty drugs filled through Walmart and Costco
- ICER model assessments used for evaluating outcomes

Miscellaneous

- Copay Assistance Program



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001019

RFP TITLE: Maine State Employee Pharmacy Benefit Management Services

BIDDER NAME: Express Scripts

DATE: 08 / 31 /2020

EVALUATOR NAME: Heather L'Hommedieu Perreault

EVALUATOR DEPARTMENT: State of Maine Department of Administrative & Financial Services

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**Individual Evaluator Comments:**

**Background and experience**

- Wholly owned subsidiary of Cigna
- Incumbent vendor
- ESI owns rebate contractor, mail and specialty pharmacies
- Customer service onshore and \*offshore\*
- Appeals, Medication Therapy Management, Pharmacy help desk, prior authorization all subcontracted
- Very large - 40M self insured lives, 2500 clients

	Overall	Traditional	Specialty
• 2018 PMPY Gross Cost Net Trend	0.40%	-5.80%	9.40%
• 2019 PMPY Gross Cost Net Trend	2.30%	-5.00%	11.60%

- References: State NH 37k; State Vt 25k; Tx A&M 52k
- Lawsuits: ordinary course of business language
- Ratings for Cigna (NOT ESI) AM Best A; S&P A, Moody's A2, Fitch A
- Ratings for ESI: S&P A-, Fitch BBB

**Proposed Services**

**Formulary**

- National Preferred Formulary model
- Step therapy program available - is this not currently in place?

**Network**

- National Plus Network;
- recommending preferred network design - is this not currently in place? Is there an extra cost?
- 90 day retail available
- Pharmacy desk audits daily, field audits "ongoing"
- Claims audits - 100% automated predictive model
- 100% of recoveries returned

## STATE OF MAINE INDIVIDUAL EVALUATION NOTES

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 08 / 31 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

- Also available - Enhanced Pharmacy Audit program - extra cost?

### Mail order

- Mail service - geographic routing technology bases dispensing on member location
- No minimum copay for mail service
- Refills available by website, app, etc

### Customer service

- 24/7 access to pharmacist
- "Price a Medication" and Find a Pharmacy online resources
- 100% of calls recorded; sometimes computer screen video captured as well
- Can provide member call log
- Mobile app available for refills, pricing, auto-refills, dose reminders, claims history
- Dedicated customer service team available at additional cost
- Team does not include a dedicated pharmacist
- EHW online access for eligibility, prior authorization, add/term members

### Claims

- Medi-Span for AWP; updates occur "on a regular basis"
- Monitors pricing daily but don't say how often the listings are updated
- Billing and pricing questions - no transparency
- Surescripts = eligibility vendor
- Does not provide list of authorized generics
- MAC list copies available
- Specialty generics excluded from rebate guarantee

### Financial

- \$100k auditing allowance
- 24 months post-termination audit rights

### Reporting

- TrendCentral reporting portal
- Self service access
- Standard report templates
- Ad-hoc reporting tool
- "near" real time - data refreshed 4x/day
- ESI support staff can help with additional requests
- Physician prescribing patterns

### Clinical

- RationalMed to eval medical, pharmacy, lab data
- Medication adherence program
- Medication Therapy Management customization
- Personalized counseling offered for new prescriptions
- Disease specific specialty care management programs

### Specialty drugs

- Medical channel management - shift to Rx channel from medical
- Embarc Benefit Protection program "previewed" - we didn't enroll? Why?



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC-Rx

**DATE:** 09 / 08 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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\*\*\*\*\*  
**Individual Evaluator Comments:**

**Cover letter**

Own their mail and specialty pharmacies

"actual drug acquisition cost plus" or price per pill, plus dispensing fee

Single source generics billed w non-MAC (maximum allowable cost) generic discount, not brand discount

**Qualifications & Experience**

Privately held, 30 years

Transparent pass through pricing

Customized and flexible plan benefit arrangements

Complete disclosure of actual discounts and dispensing fees via pharmacy payment files

Proprietary Internally developed claims processing system

In-house ability to customize and administer complex plan design

Preloaded debit cards / member account draw downs? (p2)

Subcontractors

Affiliated companies for claims processing systems, mail and specialty pharmacies

Case management and medication therapy

Customer service and clinical management are in house

Trends: Specialty 5.9% / Traditional (-) 4.5% / Pass-Through (-) 5.1%

Gainesville GA and Clayton County GA: drug spend annual run rate dropped 25%-37% from prior PBM (p4)

References: KeyScripts 47k, Jai Medical 30k, FL Dept of Health Indian River 9k

No litigation

Financial condition: Not rated with ratings agencies

**Proposal**

Formularies can be customized; will perform comprehensive formulary plan review prior to implementation (p10)

Require 80% per quarter be preferred brand on national formulary to qualify for rebate guarantees (p10) - is this standard? Any negative implications?

Will grandfather certain preferred drugs - doesn't say for how long?

Step therapy edits done during dispensing process

Strategy to provide best drugs at best prices; not chase rebates

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

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**BIDDER NAME:** MC-Rx

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**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

Have their own MAC lists and generic interchange pricing

Preferred pharmacy network typically includes Wal-Mart and CVS, excludes Walgreens / Rite Aid - how would this affect our plan? (p12)

90 day supply - recommends using "true mail service program" where 90 day is only available via mail - what is current plan design and why?

Statistical audits of 100% of claims

Co-pay proration is defined by SEHC - no minimum for 30, 60, 90 day supply

Mail order pricing - can be Acquisition Cost Plus or AWP discount rate

MC-Rx regularly adds a 100% Copay plan for non-covered drugs, which allows the employee to receive a discount, even if the drug is not covered by the Plan Sponsor's benefit/formulary - not sure what this means exactly? (p16 #1)

Online health tools, monthly "healthy by choice" newsletter

Member calls recorded 100%, maintained indefinitely; can provide member call report

Provides a clinical pharmacist for clinical services and ongoing eval of new drugs

Pharmacy analysis done to minimize disruption, pharmacies not currently included are issued contracts

Quarterly meetings included

Medical pharmacy integration - vague answer - what would be needed to create interface with Anthem and Workday (p23)

MAC lists are updated at least monthly

Recommend against use of compounded products - any concerns? (p28)

Population health analyzer - chronic condition identification tool - sounds like an opt-in program, is there an additional charge? (p41)

Recommend adding 4th and 5th copay tiers - thoughts? (p42)

Recommend dispensing of specialty meds through their pharmacy "to fully coordinate patient care" - any concerns? (p45)

Specialty drugs are not subject to price guarantees - concerns?

**Disruption -**

Pharmacy - limited - mostly independent, some out of state

Could independent pharmacies be added to network? Yes

Formulary - appears minimal?

Out of > 9,000 rows, only 50 excluded

Can customize formularies

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:** 09 / 25 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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**Individual Evaluator Comments:**

**Qualifications & experience**

Privately owned, CEO is 90% shareholder

Company is 30 years old

Founded by pharmacists

"pharmacy neutral" - don't own any mail or specialty pharmacy services

**Subcontractors - won't use for core pharmacy benefit claim and adjudication, clinical management**

Uses for rebate admin, appeals, call center support

227 clients, 3M + lives

**Overall trends:**

2019 ingredient cost trend: 4.17%

2018 ingredient cost trend: 3.62%

2019 utilization trend: 0.47%

2018 utilization trend: 2.81%

**Specialty trends**

2019 ingredient cost trend: 14.46% seems very high

2018 ingredient cost trend: 14.21%

2019 utilization trend: 9.74%

2018 utilization trend: 9.24%

References: AL Public Education 225k, MI DOT 27k, WY 37k

Litigation - none pending that is material

Included info on a stockholder case

**S&P B+, Fitch BB-**

**Proposed services**

Formulary



## STATE OF MAINE INDIVIDUAL EVALUATION NOTES

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:** 09 / 25 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

- MedPerform formulary and "medium edit package"
- Custom formulary = \$75k/year and rebate guarantee invalidated
- Grandfathering limited to 1 refill (p3)
- Medium edit package = \$0.39 PMPM - includes step therapy and other
- Prior authorization and clinical programs - referred back to MedPerform formulary
- offer the MedImpact Assist Copay Assistance program, which drives specialty trend down by using manufacturer coupons for preferred specialty drugs to maximize the client and member dollar. (p4)

### Pharmacy network

- Audits desk ~19% annually; onsite ~3%
- Partners w 2 mail order fulfillment pharmacies
- MedImpact Direct Specialty program includes specific oral oncology drugs where partial dosing is recommended as an option during the first two months of patient therapy to minimize waste of high-cost drugs with a low patient tolerance rate.
- Offers traditional and pass through pricing (p9)

### Customer service

- 24/7 access to pharmacist
- Yes to all online questions; consumer portal sounds like it has the usual basic functionality
- Records all calls; can provide member call log
- No dedicated SOM customer service team

### Client services

- Detailed project plan
- Recommends 2 days of on-site implementation for kick-off; current environment?? (p19/17)
- MedOptimize reporting tool - standard reports and dashboards provided; ad-hoc reporting and queries available
- AWP pricing list updated weekly
- MAC pricing list updated at least monthly
- Claims data transfers to up to 5 vendors included in pricing
- MedPrescription Insight - electronic prescriber for e-prescription and prior auth - available to Dr during appointment w member to evaluate drug options and costs (p25 / 23)
- Recommends certain strategies re: compounds in order to control costs
- Rebates are reconciled in aggregate, not by retail/mail/specialty (p29/27)
- Pricing provided is based on adopting MedImpact's program, not what State currently offers
- Prescriber Q-Card program identifies members under the care of the prescriber who have sub-optimal medication use (e.g. poor adherence, gaps in care, high risk medication use)
- Clinical management - DUE (drug use evaluation) program \$.02 PMPM (p42/40); enhanced DUE program available at higher cost
- Does not provide any disease management programs but will share data



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

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**BIDDER NAME:** MedImpact

**DATE:** 09 / 25 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

- RxGuide program available to members to help manage therapy; provides quarterly reporting to SOM - may have additional fee
- MedJourney program for high cost specialty therapies; included in pricing
- **High impact specialty drugs with complex clinical criteria receive full registered pharmacist review.**
- 100% Limited Distribution Drugs available
- Implementation credit \$2 per member
- Pass through pricing is based on AWP - 25%
- Overall cost estimate is lower for traditional pricing vs pass through

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 09/27/2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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\*\*\*\*\*  
**Individual Evaluator Comments:**

**Qualifications and experience**

- Ownership traces to UnitedHealth Group Inc
- Est 1989
- Focus on "total healthcare management" ie consider how Rx spend affects medical spend - is this typical?
- Synchronize data to look at all health and savings opportunities
- Transparency to drive affordability and value?
- concierge-like member services that span across benefit types, providing members with a centralized set of resources to seamlessly navigate their pharmacy and medical benefits, take advantage of the best care management programs, and receive advocacy and consultative support (Org p2)
- expanding in specialty pharmacy, infusion, community-based behavioral health pharmacies, e-commerce
- in-house home delivery service and specialty pharmacy operations,
- limited use of outsourcing and subcontracted services (org p3)
- Cover 65M lives, 2500+ clients VERY LARGE
  - Drug Cost PMPM Trends (pre-rebate):
    - 2018: 4.5 percent
    - 2019: 4.6 percent
  - Utilization PMPM Trends:
    - 2018: .7 percent
    - 2019: .9 percent
  - Drug Cost PMPM Trends (pre-rebate):
    - 2019 Non-Specialty: -.4 percent
    - 2019 Specialty: 11.4 percent
- Case study #1 20k lives, goals: avoid opioid misuse, decrease trend, curb specialty costs, maintain high member satisfaction
  - 84% reduction in compound spending??
  - Other excellent results
- Case study #2 20k to 25k lives, multiple clients; generic conversion goals
- Excellent thorough case study descriptions
- Focus on member communication and satisfaction
- References: State of MI 129k; Orange County 10k; Broward County 10k

## STATE OF MAINE INDIVIDUAL EVALUATION NOTES

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 09 / 27 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

- Lots of government sector experience, experience w large plans
- Litigation - "ordinary course of business" language
- Financial Ratings all in the A range
- Detailed bios
- Primary account exec = lawyer, handles 4 to 5 clients
- Clinical Consultant = Pharm D from Maine
- Implementation consultant not named

### Proposed Services

- Formulary can be fully customized for \$62k plus \$6k/mo; partially for \$28k plus \$3k/mo
- They do offer several standard formularies: Select, Premium, Premium Value
- Grandfathering and exceptions supported in claims system
- Formulary and costs available on website
- innovative and flexible retail network solutions - several options available, all pharmacies of concern to SEHC seem to be covered
  - Can independent pharmacies be added?
- 100% of claims audited; 100% of recovered funds returned
- "Advanced Pharmacy Audit Services" is there additional cost?
- 10 call centers all in the US; 24/7 availability
- MyScript and healthcare provider PreCheck MyScript; mobile app OptumIQ
- Includes member specific benefit information; tracking information for mail order;
  - The files of medical claim amounts provided by the customer are loaded to each member of the group as accumulation adjustment records.status of refill and new Rx's; options to enroll in disease and care management
- Record 100% of customer service calls
- Can provide reports on call center performance "across their book of business" - does that mean they can't provide Maine member specific info? (p39)
- Cannot provide dedicated customer service team for Maine
- Detailed implementation information
- RxView for EHW to manage benefits
- Can accept feeds from Anthem and Workday
- Medi-Span Master Drug Data Base (MDDDB) for drug pricing (p53); pricing updated daily
- Home Delivery pricing guarantees require an average days' supply of at least 83 days in the aggregate and are discounted at the mail rates set within this proposal - is this a concern?
- e-prescribing is included at no additional charge
- Proprietary MAC pricing - won't share
- MAC does not apply to specialty drugs - is this usual?
- Confirm that client and/or client's authorized designee will have full access to participating pharmacy agreements, payments, invoices, NCPDP claim files, and reconciliations under the Pass-Through price model.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 09 / 27 /2020

**EVALUATOR NAME:** Heather L'Hommedieu Perreault

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

- Not confirmed. We offer full access to payments, invoices, NCPDP claim files and reconciliations under the pass-through price model. We do not allow the audit of our participating pharmacy agreements as they are confidential and proprietary (p61)

- Are the rebate guarantees sufficient?
- Rebates paid initially at 180 days then every 90 days
- wide range of standard, optional, and ad hoc reporting capabilities; includes power users that need the flexibility to perform complex queries and data mining
- Ad hoc reports available on demand in online tool; advanced template customization \$150/hr for development
- Medication adherence and Drug utilization review programs included; also Medication therapy management , Clinical management program
- holistic, member centric, care management philosophy
- provide member counseling through our clinical management programs at no additional cost
- looking to mature our programs into a broader based disease-state approach which emphasizes the total cost of care value proposition
- One market check allowed during contract term
- Will provide implementation credit/member in first year only (\$5 or \$3 for pass through), pharmacy management credit per member annually thereafter

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Aetna

**DATE:** 8 / 9 / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

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**Individual Evaluator Comments:**

Organization and Experience

Current provider of Medicare Advantage plan

Contract with CVS for Rx

Okay

1.3 million covered lives and long standing relationship with public sector

Proposed services

Pricing applies to standard formulary

CVS only, no Rite Aid or Walgreens. Otherwise current network okay

What is proximity network?

Will pricing be honored past 9/30?

Suggest step therapy

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:**   8   /   9   / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

Organization and Expenses

Org chart similar to medical

Okay. Current TPA of medical

Big push to combine Rz with medical

Pharmacy is Care Mark PCS Health

\$100,000 implementation allowance

CVS anchor pharmacy

Unlimited network

Rx OTC program

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capitol Rx

**DATE:** 8 / 26 / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

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**Individual Evaluator Comments:**

Founded 2017. Question re experience.

How long have 36 clients been involved? Only 250,000 covered lives

Not accredited

2 for formularies: Freedom-open  
Liberty – closed and proposal based on this

Mail order Walmart and Costco

835 reimbursement file

Can't rely on market check since only one using NADAC which is not always the cheapest

Question ability to integrate with Anthem

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 8 / 31 / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

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**Individual Evaluator Comments:**

Current provider

Saver SP program allows member to access Rx maker assistance

Medical channel management to shift specialty cost to medical

Lots of proprietary info noted

Same pharmacies, same network so no disruption

Who agrees what is reasonably priced



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC-Rx

**DATE:** 9 / 3 /2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

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**Individual Evaluator Comments:**

30 years experience

100% owned private company

Mail order ProCare Pharmacy

No trend lowering programs for large groups

Ability to do cost plus

Preferred network is Walmart/ CVS. What about grocery stores , etc.

Pg. 12 Prefer mail order services

Fairly transparent

Wil provide 835 file

180-219 days for rebates instead of 90-120

Good fit for plan changes

What about legislative ability?

Good relationship with purchase alliance

Chance of being acquired bt larger organization

All info property of MC-Rx

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:** 9 / 10 / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

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**Individual Evaluator Comments:**

Private company..... 30 years

Guarantee based on no greater than 10% member change

No subcontractors for care benefits

Public sector experience

Formulary... \$75, 000 if customize and no rebate guarantees

Pricing on NDC and package size

MedRx Insight... prescriber can view cost before prescribing

Transparent with rebates

21 million lives

Low financial rating

39 cents PMPM step therapy

Hold 23% of recoveries

Rebate guarantees based on 45 days not 30

Do not own specialty pharmacy

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 9 / 12 / 2020

**EVALUATOR NAME:** Lois Baxter

**EVALUATOR DEPARTMENT:** State Employee Health Commission - Retiree

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**Individual Evaluator Comments:**

United Health Care... 65 million lives

Public sector experience

Custom formulary.... \$62,000 plus \$6000/mo. Maintenance

Traditional PBM doesn't seem as transparent or flexible

Lots of technology

100% audit recoveries

10 US based call centers

No standard formulary update ... only through PTC Committee means more member disruption

Guaranteed rebate does not include some Rx

340B drug program

Recommend 4 tier plan design

Limited to 1 market check

Home delivery guarantee 84 days

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Aetna

**DATE:** 08/17/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

\*\*\*\*\*

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**Individual Evaluator Comments:**

2018 -4.2% non-specialty growth, 1.7% specialty growth

Lots of CS offerings

CVS Health Corporation, independent audits and reviews of appeals

BOB Pharmacy Trend:

Year	Cost Trend	Utilization Trend	Overall Trend
2018/2017	6.4%	2.5%	9.0%
2019/2018	5.1%	2.8%	8.0%

Limited Pharmacy Network =93% adoption for those not already under approved pharmacy

Alaska & Chevron left due to pricing

Downgraded rating by S&P and Fitch in 2018 due to CVS merger

Fee for custom formulary of \$50-100,000

100% return on audit recoveries

Recommendation of step therapy

Regional mail pharmacies

No interest on overpayment due to Aetna error

Aetna to retain unpaid rebates in the event of early termination of contract

Audits must be completed within 2 years of contract termination

Auditors can't be compensated on a percentage of overpayments identified or a contingency fee, restrictive auditing language

Walgreens & RiteAid excluded from smaller network, proximity network?

**Prescription Copay Preferred**

**Generic Preferred, Brand Name Non-Preferred, Generic Non-Preferred, Brand**

Retail: 30-day Network \$10 \$30 \$10 \$70

Mail: 31-90 day \$15 \$45 \$15 \$70

Retail (30-day): Infertility & Impotence Medications: \$50, Mail (31-90 day): \$75

Total Cost: Pass-through \$88,018,067.64, Traditional \$85,852,892.38, Difference \$2,165,175

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 08/31/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

\*\*\*\*\*

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**Individual Evaluator Comments:**

0.2% pharmacy-only trend

Single site/access point for health and pharmacy inquiries, one insurance card, one invoice

Integrated Savings Guarantee of \$12.18 PMPM, potential of up to \$45 PMPM savings, average of \$30.70 PMPM v. carving out pharmacy coverage

Prior auth, step therapy and quantity limits

IngenioRX, Inc. subsidiary of Anthem

Comprehensive care management

Medical and Pharmacy data for member outreach

68,000 pharmacy network

Delegate "select services" to CVS, mail out, specialty, customer service, card production, clinical management, sales, prior auth and criteria development, grievances and appeals

15.6 million members, 3.9 million self-funded, 11.9 million integrated retail/home delivery

2019 & 2018 BOB Pharmacy Trends:

Total Pharmacy Cost of Care Trend -0.4% 6.5%

Total Utilization Trend Rate -2.1% 2.3%

Total Pharmacy Cost of Care Trend: Specialty 5.4% 14.4%

Total Pharmacy Cost of Care Trend: Traditional -3.8% 2.0%

Total Pharmacy Cost of Care Trend: Pass-through -1.5% 11.2%

j Describe a situation in which your services resulted in a lower plan trend from a previous PBM. This

client should be similar to the State of Maine in size, and preferably, in industry. – didn't answer question, just provided programs, no real example

List of current litigation?

80% audit recovery goes to client

No interest on overpayment due to Anthem error

Copays:

Retail: 30-day Network \$10 \$30 \$10 \$70

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 08/31/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

Mail: 31-90 day \$15 \$45 \$15 \$70

Retail (30-day): Infertility & Impotence Medications \$50

Mail (31-90 day): Infertility & Impotence Medications \$75

Mandatory Generic DAW 1 and 2, members pay brand copay plus difference in cost between brand and generic

Anthem Blue

Total Cost Pass Through: \$139,042.072, Traditional: \$138,293,963, difference: \$748,109

Retain 20% audit findings

CVS pharmacy anchor

Interest on late invoices

1 market check after 1<sup>st</sup> year of service

Fee for reporting after first 20 hours at \$150/hr

Dispensing fee \$0.45 traditional, \$0.30 90 day

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capitol Rx

**DATE:** 08/31/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

\*\*\*\*\*

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**Individual Evaluator Comments:**

"Clearinghouse Model" – 100% pass through, NADAC as price benchmark (Medicaid plus acquisition cost), NADAC is not always lower than AWP  
Lots of transparency, can track cost from PBM to pharmacy  
99% under NADAC, 1% on AWP -19%  
Costco/Walmart for mail/specialty fulfillment  
Haven't yet reached accreditation  
Currently serving Philadelphia Federation of Teachers and H&W Fund, Haynes International  
Seems like a very new company  
No cost for formulary adjustment  
100% pass through of audit recoveries, 80% on COPS audits available at no additional cost, 1% of claims costs recovered in 2019  
Agree to interest on errors  
No audit allowance  
\$99,508,695  
\$85k transition allowance  
No charge for ad hoc reporting  
Integration with anthem?  
Smaller independents aren't contracted currently

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 09/02/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

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**Individual Evaluator Comments:**

In-house regular and specialty pharmacy, audit, card production, customer service

40 million served, 21 million insured

After 12 months either party may terminate without cause with 90 day written notice

Annual market check

Base Admin Fees: \$2.35 PMPM pass through, \$1.15 PMPM traditional

Ad hoc reporting \$150/hour, \$500 minimum

100% overpayments found via audit remitted back to plan

Additional cost for Maine dedicated customer service team

No dedicated pharmacist

No interest on mistakes found via audit

No adherence incentive program

Included WC bid

Vague language RE audits

No exchange of info between them and Anthem currently, but RFP says they will make the exchange



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC-Rx

**DATE:** 09/10/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

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**Individual Evaluator Comments:**

Quoted only pass-through model

No pricing spreads

Own specialty and mail pharmacy

Have not implemented best trend lowering programs for client base our size

No litigations

Several pharmacists on implementation/account team

Changes to formulary impact rebate guarantee

Annual Audits

20% recovery fee for auditing, 0-15% recovery rate

PAs can't fill without supervising physician

Will provide dedicated CSR team but warn that service level would suffer

Billed for travel costs for on-site meetings

Annual pricing guarantee on some specialties

Will pay interest on late payments

Ad-hoc \$75/hour if programming is required, 24 hrs turnaround for most, 3-5 business days for others

Would allow market check at 1 year

\$150,004,411 narrow network, \$156,761,323 open network

Look at compounds starting at \$150.00

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:** 09/29/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

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**Individual Evaluator Comments:**

Doesn't look like it's been proofread. "Title Header Text" "Subtitle header text"

3.2 million self-insured lives covered

Alabama Public Education Employees Health Plan, (225,000), Missouri DOT (27,621), State of Wyoming (37,715)

No guarantee for rebate payment timeline

Fees for appeals, fees for reporting

Custom formulary = \$75k/year, no rebate guarantees

25% fee on audit recoveries

Not willing to have dedicated CS team

"Pricing is based upon the actual NDC and package size dispensed at the pharmacy."

Compounds over \$100 scrutinized

No interest paid on overpayments due to their error

One of the largest independent PBMs

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 09/29/2020

**EVALUATOR NAME:** Mara McGowen

**EVALUATOR DEPARTMENT:** MainePERS

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**Individual Evaluator Comments:**

Traditional PBM

Offering pass through but not overly transparent

Pushing toward defined formulary

60 million lives

Focus on "total healthcare management"

Share medical data with Anthem

No personalized service team

US based call centers available 24/7

Robust reporting and technology capabilities

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Aetna

**DATE:** 8 / 15 / 2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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**Individual Evaluator Comments:**

**I. Organization Qualifications and Experience**

**A. Overview of Organization**

- Previous State of Maine Vendor
- This is an Aetna proposal not CVS
- Work with State of Rhode Island
- Currently 9,000 Medicare retirees

**B. Organizational Chart**

- This seems standard

**II. Proposed Services**

**A. Services to be Provided**

- If we want to make changes to standard formulary it would impact rebates
- Walgreens and Rite Aid not in network
- Pg. 5 mail service rebate with CVS
- Pg. 4, 95% satisfaction from survey
- Pg 41, potential strategies that influence rebate values
- Pg. 109 will 100% rebates be applied to biosimilar?

**B. Implementation – Work Plan**

- Implementation team will ensure go live date
- Will audit be restrictive?

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Anthem

**DATE:** 8 / 28 / 2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

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**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- *Work with other large organizations*
- *Pharmacy Account Management team and Accountant Management Team*
- *National Patient Safety Goals and National Quality Improvement Goals Quality Report included*

*B. Organizational Chart*

- *Accountant representatives currently work with the State of Maine on Health Plan*

*II. Proposed Services*

*A. Services to be Provided*

- *25-31 outline programs*
- *Integrated savings guarantees*
- *Pg. 12 Audit retains 20%*
- *Question JJ: prices are not guaranteed*
- *Phone, mobile app. 365-day support*
- *Outlined savings on cost avoidance*
- *10 business day turn around for reporting*
- *Performance guarantees*

*B. Implementation – Work Plan*

- *Plan described in detail*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Capitol Rx

**DATE:** 8 / 29 /2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- Cover 250,000 lives retail/ mail self-funded PBM services
- 36 Clients
- NADC -pricing

*B. Organizational Chart*

- Account Manager is a Pharmacist

*II. Proposed Services*

*A. Services to be Provided*

- Pg. 35 ultra-orphan drugs
- Transparency for list price
- Co-pay assistance program
- Pg. 38 did not provide example
- Pg. 10 NPI 92%
- Pg. 37 to ad-hoc fees
- Interest charged on invoices
- Use National network for mail order

*B. Implementation – Work Plan*

- \$ provided for implementation

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Express Scripts

**DATE:** 8 / 31 / 2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

**I. Organization Qualifications and Experience**

**A. Overview of Organization**

- Experience working with State of Maine, State of VT, and Texas A & M.
- Insure 21 million lives
- Considered a larger PBM in the marketplace

**II. Proposed Services**

**A. Services to be Provided**

**B. Pg. 2 (appendix D) lists specific savings**

- Several pieces listed as propriety
- Pg. 7 lists current ligation
- Specialty step management program
- Indicates that desk audits are conducting daily- audit details pg. 29
- Biosimilar excluded
- Pg. 79 block on claims that exceed certain medical amount
- Did not answer audit allowance pg. 40
- Call log available
- No disruption reports

**C. Implementation – Work Plan**

*Standard information provided*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MC RX

**DATE:** 9 / 7 /2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- 227 clients
- 30 yrs. experience
- No litigation
- Account team outlined
- Do not own mail order

*II. Proposed Services*

*A. Services to be Provided*

- Performance guaranteed outlined
- 80% of calls will be answered
- Specified amount offered for an audit
- Pg. 57 not able to offer performance guarantee
- Specialty pharmacy information outlined

*B. Implementation – Work Plan*

- Has indicated they can meet timeline



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** MedImpact

**DATE:** 9 / 27 / 2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- *Privately owned company by pharmacists*
- *Independent company*
- *Does not use sub-contractors*
- *Provides PBM services to over 3 million lives*
- *Have large public employers as clients*

*II. Proposed Services*

*A. Services to be Provided*

- *Opportunity for specialty network*
- *Information about prior authorization process*
- *Offer many services*
- *Clinical Trend Management program*
- *Drug evaluation program pg. 11*
- *Care Quality Program pg. 12*
- *POS programs 13-16 pages*

*B. Implementation – Work Plan*

- *Has indicated they can meet timeline*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001019

**RFP TITLE:** Maine State Employee Pharmacy Benefit Management Services

**BIDDER NAME:** Optum

**DATE:** 9 / 28 / 2020

**EVALUATOR NAME:** Shonna Poulin-Gutierrez

**EVALUATOR DEPARTMENT:** State of Maine Department of Administrative & Financial Services

\*\*\*\*\*

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\*\*\*\*\*

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- *Own and operate specialty RX*
- *Part of United Health Care*
- *Offering pass through*
- *Mail order has 2,582 customers*

*II. Proposed Services*

*A. Services to be Provided*

- *10 different call centers operate 24/7*
- *Question Q did not respond*
- *Pg. 62 needs clarity*
- *Offer pass through services*
- *Network includes 95% of pharmacies*
- *Pg. 83 supply order for mail order needs clarifications*
- *Value plan Walgreens/ CVS*

*B. Implementation – Work Plan*

- *Formulary is ongoing and may be able to make changes quickly*





STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL  
SERVICES

Janet T. Mills  
Governor

Kirsten Figueroa  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202001019**

**RFP TITLE: Maine State Pharmacy Benefit Management Services**

I, **Mara McGowen**, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the funding decision notices for public distribution.

Signature

Date





STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL  
SERVICES

Janet T. Mills  
Governor

Kirsten Figueroa  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202001019**

**RFP TITLE: Maine State Pharmacy Benefit Management Services**

I, **Kurt Caswell**, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.


Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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Signature

  
Date



STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL  
SERVICES

AUG 7 '20 PM 1:50

Janet T. Mills  
Governor

Kirsten Figueroa  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202001019**  
**RFP TITLE: Maine State Pharmacy Benefit Management Services**

I, **Lois Baxter**, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Lois G. Baxter 8/5/2020  
Signature Date



STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL  
SERVICES

Janet T. Mills  
Governor

Kirsten Figueroa  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202001019**  
**RFP TITLE: Maine State Pharmacy Benefit Management Services**

I, **Heather L'Hommedieu Perreault**, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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DocuSigned by:

A handwritten signature in black ink, appearing to read 'Heather L'Hommedieu Perreault'.

10/5/2020

Signature

Date



STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL  
SERVICES

Janet T. Mills  
Governor

Kirsten Figueroa  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202001019**  
**RFP TITLE: Maine State Pharmacy Benefit Management Services**

I, **Shonna Poulin-Gutierrez**, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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DocuSigned by:

*Shonna Poulin-Gutierrez*

2/4/2021

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Signature

Date