Ohio | Department of Medicaid

DATE: February 14, 2023

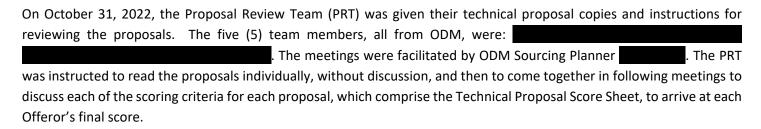**TO:**   Maureen M. Corcoran, Director

FROM: The Ohio Department of Medicaid Office of Contracts and Procurement

SUBJECT: SELECTION OF VENDOR FOR CLINICAL UTILIZATION MANAGEMENT AND PRIOR AUTHORIZATION PROGRAM, RFP# ODMR-2223-0006

The Ohio Department of Medicaid (ODM) solicited Request for Proposals (RFP) for the purpose of obtaining one vendor to implement and manage a statewide clinical utilization management and prior authorization program for hospital and other services provided to Ohio Medicaid consumers and measure quality of care for services ODM provides to Medicaid consumers. The selected proposal clearly demonstrated the Offeror's ability to provide services as described in the RFP.

After the release of the RFP, ODM sent notification letters announcing the availability of the RFP to interested parties and published the project on the ODM and DAS websites. Offerors had until October 26, 2022 to submit proposals. The Office of Contracts & Procurement (OCP) received two (2) technical proposals in response to the RFP from Permedion, Inc and Kepro.

On October 31, 2022, the Proposal Review Team (PRT) was given their technical proposal copies and instructions for reviewing the proposals.   The five (5) team members, all from ODM, were: ███████████████████████████ ████████████████████████████████. The meetings were facilitated by ODM Sourcing Planner ██████████. The PRT was instructed to read the proposals individually, without discussion, and then to come together in following meetings to discuss each of the scoring criteria for each proposal, which comprise the Technical Proposal Score Sheet, to arrive at each Offeror's final score.

The PRT reconvened during the course of four (4) meetings to discuss how well each Offeror's proposal addressed each criterion.   As a result of these discussions, the team, through consensus, completed one Technical Proposal Score Sheet for each proposal. The consensus of the review team established the final technical proposal scores as follows:

Offerors	CONSENSUS SCORE	ADVANCE?
Permedion, Inc	549	Yes
Kepro	326	Yes

The PRT determined that both proposals exceeded the minimum required technical score of 217 points, as established in the RFP. The technical score made up seventy-five (75) % of the overall score, the remainder of the score consisted of cost proposal score of twenty-five (25) %. OCP opened the cost proposal in the presence of the PRT, then calculated the cost score according to guidelines in the RFP. The results are:

Offeror	Technical Score	Cost Score	Total Score
Permedion	549	194.77	**743.77**
Kepro	326	217	543+10 (no exceptions) = **553**