



Missouri Consolidated Health Care Plan

February 8, 2010

TO: Invited Vendors

RE: MCHCP Medicare Advantage Plan Request for Proposals

Missouri Consolidated Health Care Plan (MCHCP) will be working with HighRoads, an online request for proposal (RFP) system, in the marketing of the 2011 MCHCP Medicare Advantage RFP for a January 1, 2011 effective date. You are invited to submit a proposal for these services. We believe that you will find this RFP a great potential opportunity for your organization.

MCHCP provides the health benefit program for most State of Missouri employees, retirees, and their dependents covering over 106,000 members (lives). An additional 1,600 non-state members are covered through their public entity employer. There are over 11,000 Medicare members in the plan.

Bids are requested for Medicare Advantage Plans (MA-PD) for:

- MCHCP State Retired Members – This plan should include benefits that, at a minimum, match the benefits and covered services currently offered to MCHCP Medicare retirees in the Copay Plan. MCHCP reserves the right to negotiate the final benefit design with finalists.
- Other public agencies – This plan may be offered to MCHCP non-State public entity employers as well as Missouri Department of Transportation, Missouri Department of Conservation, and University of Missouri. Each agency will determine whether the plan is a feasible option for their Medicare members. Additionally, MCHCP may offer this plan to MCHCP retirees that have previously waived coverage. MCHCP would like to have two plans available – one with a low premium, and one with a \$0 premium with more cost-sharing at the point of service.
- Dual Eligibles – MCHCP and MoHealthNet, Missouri's Medicaid program, are interested in working with the successful contractor in developing a Medicare Advantage plan to offer to Missouri's dual-eligible population. The State has over 160,000 dual-eligibles. MCHCP State retirees who are dual eligible will be included under the MCHCP contract for State retirees under the same benefit design.

Proposal Options

MCHCP intends to offer the Medicare Advantage product as a complete replacement for current coverage provided to its State Medicare members, though MCHCP retains the option of providing additional benefit offerings. Bidders are required to provide pricing for both options – (1) offered as a complete replacement; and (2) offered as an option to Medicare-eligible retirees.

MCHCP's strong preference is to award only one contract that would provide coverage to all MCHCP Medicare members nationwide. However, MCHCP reserves the right to make multiple contract awards in order to provide the maximum level of access to health care providers.

The term of the contract will be one year with an additional one-year renewal option available at the sole option of the MCHCP Board of Trustees.

Current Contracts – State Members

For State members, MCHCP currently contracts with one insured HMO plan and one self-insured administrator that administers four plan options, as described below:

- Mercy Health Plans (Southwest and South Central regions)
 - Fully-insured HMO
 - Contract expires 12/31/2010
- UMR (all regions)
 - Self-insured PPO, Copay Plan, High Deductible Health Plan, and Medicare Supplement Plan administrator
 - Contract expires 12/31/2010, with four additional one-year renewals available
- Express Scripts (all regions)
 - Self-insured pharmacy benefit manager
 - Contract expires 12/31/2010, with one additional one-year renewal available

Current Contracts – Public Entity Members

For Public Entity members, MCHCP currently contracts with self-insured administrators as follows:

- UMR (all regions)
 - Self-insured PPO (4 plan designs), Copay Plan, and High Deductible Health Plan
 - Contract expires 12/31/2010, with four additional one-year renewals available
- Express Scripts (all regions)
 - Self-insured pharmacy benefit manager
 - Contract expires 12/31/2010, with one additional one-year renewal available

MCHCP's region map can be found on MCHCP's website at <http://www.mchcp.org/Publications/pe/New/PlanAvailabilityMap.pdf>. This map applies to both State members and Public Entity members.

Intent to Bid

Once the RFP is released, bidders who are interested in submitting a proposal must complete the Intent to Bid (available as a response document within the HighRoads system). The Intent to Bid is due at 4 pm CT, Tuesday, February 23, 2010.

Use of HighRoads

During this RFP process you will find HighRoads' internet-based application offers an opportunity to streamline the information exchange process. We are confident your organization will find the process straightforward and user-friendly. HighRoads will be contacting you within the next 2-3 days to establish a contact person from your organization and to set up a training session (if necessary). To assist you in preparing for the online proposal process, we have outlined below some important information about this event.

General Instructions

Your proposal will be submitted over the Internet, through a confidential online bidding process. HighRoads will assign a unique user name and password, which will allow you to view the information pertinent to the bidding process, submit response documents, communicate directly with MCHCP through the application's messaging component, as well as respond to our online questionnaires.

You may wish to have other people in your organization access this online event to assist in the completion of the RFP. Each member of your response team must secure a unique username and password from HighRoads by way of a provider contact spreadsheet, e-mailed directly to you by HighRoads. There is no cost to use the HighRoads system.

System Training

HighRoads offers all participants of a HighRoads-hosted event access to their downloadable *User Guides and Pre-Recorded Training Sessions*. These guides are located on the homepage of the “vendor-user” view and provide an overview of the application’s functionality. We recommend that you and your response team take advantage of this unique opportunity in order to realize the full benefit of the application. In addition to these self-help options, HighRoads’ experienced support personnel will offer an application overview via a web-cast session.

HighRoads support is also available Monday through Friday from 8:00 AM to 8:00 PM Eastern Time to help with any technical or navigation issues that may arise. The toll free number for HighRoads is 800-979-9351, option 2. Support can also be reached by e-mail (support@highroads.com).

Key Event Information

Online RFP Released	Wednesday, February 17, 2010 8am CT (9am ET)
Intent to Bid Document Due	Tuesday, February 23, 2010 4pm CT (5pm ET)
Carrier Question Submission Deadline	Wednesday, February 24, 2010 4pm CT (5pm ET)
MCHCP Responses to Submitted Questions	Tuesday, March 2, 2010 4pm CT (5pm ET)
Mandatory Initial Pricing Bid Date	Wednesday, March 10, 2009 4pm CT (5pm ET)
All Questionnaires and Pricing Due	Monday, March 15, 2010 4pm CT (5pm ET)
Finalist Presentations/Site Visits	March-April, 2010
Final Vendor Selection/Contract Award	April, 2010
Program Effective Date	January 1, 2011

If this notice should have been sent to a different individual within your organization, please contact Melissa Luebbering by phone at 573-526-4922 or by e-mail at melissa.luebbering@mchcp.org.

We look forward to working with you throughout this process.

Sincerely,

Richard Bowles
Executive Director