

Evaluation Criteria	Weight	Proposer: Cigna										Weighted Score	Rank
		Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5			
Written Criteria	100%												
PROPOSED COST TO COUNTY (CLAIMS COSTS WITH NETWORK DISCOUNTS, ADMINISTRATIVE FEES, GUARANTEED NETWORK DISCOUNTS, & OTHER FEES/CREDITS)	25%	3.5	17.5	3.5	17.5	3.5	17.5	4	20	4	20	18.5	
ABILITY TO DUPLICATE CURRENT/PROPOSED PLAN DESIGN, INCLUDING ABILITY TO AUTO-ADJUDICATE PLAN PROVISIONS	15%	4	12	3.5	10.5	4	12	3.5	10.5	4	12	11.4	
NETWORK DISRUPTION FOR DENTAL PLAN	15%	4	12	4	12	4	12	3.5	10.5	4	12	11.7	
ADMINISTRATIVE CAPABILITIES (IMPLEMENTATION PLAN, CUSTOMER SERVICE, CLAIM SYSTEM CAPABILITIES, FUNDING ARRANGEMENTS & CYBERSECURITY)	15%	3.5	10.5	3	9	3	9	3.5	10.5	4	12	10.2	
PERFORMANCE GUARANTEES	10%	4	8	3	6	4	8	4	8	4	8	7.6	
QUALIFICATIONS AND EXPERIENCE	10%	5	10	4	8	5	10	5	10	4	8	9.2	
RESPONSIVENESS TO RFP INCLUDING EDITS TO MODEL CONTRACT AND SCOPE OF SERVICES	10%	0	0	0	0	0	0	0	0	0	0	0.0	
<b>Grand Total</b>	<b>100%</b>		70		63		68.5		69.5		72	68.6	
<b>Add 5% to eligible OCLSB</b>		<b>0%</b>										<b>0.0</b>	
<b>Final Total</b>												<b>68.6</b>	<b>4</b>

Evaluation Criteria	Weight	Proposer: Delta Dental of California										Weighted Score	Rank
		Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5			
Written Criteria	100%												
PROPOSED COST TO COUNTY (CLAIMS COSTS WITH NETWORK DISCOUNTS, ADMINISTRATIVE FEES, GUARANTEED NETWORK DISCOUNTS, & OTHER FEES/CREDITS)	25%	4.5	22.5	4.5	22.5	4.5	22.5	4	20	4	20	21.5	
ABILITY TO DUPLICATE CURRENT/PROPOSED PLAN DESIGN, INCLUDING ABILITY TO AUTO-ADJUDICATE PLAN PROVISIONS	15%	4	12	3.5	10.5	4	12	3.5	10.5	4	12	11.4	
NETWORK DISRUPTION FOR DENTAL PLAN	15%	5	15	5	15	5	15	5	15	4.5	13.5	14.7	
ADMINISTRATIVE CAPABILITIES (IMPLEMENTATION PLAN, CUSTOMER SERVICE, CLAIM SYSTEM CAPABILITIES, FUNDING ARRANGEMENTS & CYBERSECURITY)	15%	4	12	3	9	4	12	4	12	4	12	11.4	
PERFORMANCE GUARANTEES	10%	3.5	7	3.5	7	4	8	3.5	7	3.5	7	7.2	
QUALIFICATIONS AND EXPERIENCE	10%	5	10	4	8	5	10	5	10	5	10	9.6	
RESPONSIVENESS TO RFP INCLUDING EDITS TO MODEL CONTRACT AND SCOPE OF SERVICES	10%	3	6	3	6	3	6	3	6	3.5	7	6.2	
<b>Grand Total</b>	<b>100%</b>		84.5		78		85.5		80.5		81.5	82.0	
<b>Add 5% to eligible OCLSB</b>		<b>0%</b>										<b>0.0</b>	
<b>Final Total</b>												<b>82.0</b>	<b>2</b>

Evaluation Criteria	Weight	Proposer: Sun Life										Weighted Score	Rank
		Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5			
Written Criteria	100%												
PROPOSED COST TO COUNTY (CLAIMS COSTS WITH NETWORK DISCOUNTS, ADMINISTRATIVE FEES, GUARANTEED NETWORK DISCOUNTS, & OTHER FEES/CREDITS)	25%	4	20	3.5	17.5	4	20	4	20	3.5	17.5	19.0	
ABILITY TO DUPLICATE CURRENT/PROPOSED PLAN DESIGN, INCLUDING ABILITY TO AUTO-ADJUDICATE PLAN PROVISIONS	15%	2	6	3	9	3	9	3	9	3	9	8.4	
NETWORK DISRUPTION FOR DENTAL PLAN	15%	3	9	3.5	10.5	3	9	3.5	10.5	3	9	9.6	
ADMINISTRATIVE CAPABILITIES (IMPLEMENTATION PLAN, CUSTOMER SERVICE, CLAIM SYSTEM CAPABILITIES, FUNDING ARRANGEMENTS & CYBERSECURITY)	15%	3	9	2.5	7.5	3	9	3	9	3	9	8.7	
PERFORMANCE GUARANTEES	10%	0	0	1	2	0	0	0	0	0	0	0.4	
QUALIFICATIONS AND EXPERIENCE	10%	3	6	3	6	3	6	3.5	7	3.5	7	6.4	
RESPONSIVENESS TO RFP INCLUDING EDITS TO MODEL CONTRACT AND SCOPE OF SERVICES	10%	2	4	3	6	3	6	2.5	5	3	6	5.4	
<b>Grand Total</b>	<b>100%</b>		54		58.5		59		60.5		57.5	57.9	
<b>Add 5% to eligible OCLSB</b>		<b>0%</b>										<b>0.0</b>	
<b>Final Total</b>												<b>57.9</b>	<b>5</b>

Evaluation Criteria	Weight	Proposer: United Concordia Dental										Weighted Score	Rank		
		Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5					
Written Criteria	100%														
PROPOSED COST TO COUNTY (CLAIMS COSTS WITH NETWORK DISCOUNTS, ADMINISTRATIVE FEES, GUARANTEED NETWORK DISCOUNTS, & OTHER FEES/CREDITS)	25%	4	20	4.5	22.5	4	20	4.5	22.5	4	20	21.0			
ABILITY TO DUPLICATE CURRENT/PROPOSED PLAN DESIGN, INCLUDING ABILITY TO AUTO-ADJUDICATE PLAN PROVISIONS	15%	3	9	3	9	3	9	3	9	3.5	10.5	9.3			
NETWORK DISRUPTION FOR DENTAL PLAN	15%	4	12	5	15	4	12	5	15	4.5	13.5	13.5			
ADMINISTRATIVE CAPABILITIES (IMPLEMENTATION PLAN, CUSTOMER SERVICE, CLAIM SYSTEM CAPABILITIES, FUNDING ARRANGEMENTS & CYBERSECURITY)	15%	3	9	2.5	7.5	3	9	3	9	3	9	8.7			
PERFORMANCE GUARANTEES	10%	3	6	3	6	3	6	3	6	3	6	6.0			
QUALIFICATIONS AND EXPERIENCE	10%	4.5	9	3.5	7	4	8	4	8	4	8	8.0			
RESPONSIVENESS TO RFP INCLUDING EDITS TO MODEL CONTRACT AND SCOPE OF	10%	3	6	4	8	3	6	3	6	3	6	6.4			
<b>Grand Total</b>	<b>100%</b>		71		75		70		75.5		73	72.9			
<b>Add 5% to eligible OCLSB</b>		<b>0%</b>												<b>0.0</b>	
<b>Final Total</b>												<b>72.9</b>	<b>3</b>		

Evaluation Criteria	Weight	Proposer: Blue Shield of California										Weighted Score	Rank		
		Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5					
Written Criteria	100%														
PROPOSED COST TO COUNTY (CLAIMS COSTS WITH NETWORK DISCOUNTS, ADMINISTRATIVE FEES, GUARANTEED NETWORK DISCOUNTS, & OTHER FEES/CREDITS)	25%	4	20	4	20	4	20	4	20	4	20	20.0			
ABILITY TO DUPLICATE CURRENT/PROPOSED PLAN DESIGN, INCLUDING ABILITY TO AUTO-ADJUDICATE PLAN PROVISIONS	15%	5	15	5	15	5	15	5	15	5	15	15.0			
NETWORK DISRUPTION FOR DENTAL PLAN	15%	3.5	10.5	4.5	13.5	4.5	13.5	4.5	13.5	4	12	12.6			
ADMINISTRATIVE CAPABILITIES (IMPLEMENTATION PLAN, CUSTOMER SERVICE, CLAIM SYSTEM CAPABILITIES, FUNDING ARRANGEMENTS & CYBERSECURITY)	15%	5	15	5	15	5	15	5	15	5	15	15.0			
PERFORMANCE GUARANTEES	10%	4.5	9	4	8	4	8	4	8	5	10	8.6			
QUALIFICATIONS AND EXPERIENCE	10%	5	10	5	10	5	10	5	10	5	10	10.0			
RESPONSIVENESS TO RFP INCLUDING EDITS TO MODEL CONTRACT AND SCOPE OF	10%	4.5	9	4.5	9	4	8	4.5	9	4	8	8.6			
<b>Grand Total</b>	<b>100%</b>		88.5		90.5		89.5		90.5		90	89.8			
<b>Add 5% to eligible OCLSB</b>		<b>0%</b>												<b>0.0</b>	
<b>Final Total</b>												<b>89.8</b>	<b>1</b>		

**Score Range**

5 = Excellent; 4 = Above Average; 3 = Average; 2 = Below Average;  
1 = Poor; 0 = Unacceptable