

Scorecard for On-Site Initial Interview

		BCBSNC	UHC	Aetna	Cigna
Fixed Costs	Admin Costs	3	5	3	4
	Stop Loss	4	3	1	4
Claim Costs	Discounts	4	2	3	5
Performance Guarantee	Service	3	3	3	3
	Financial	3	3	3	3
Networks	Network Availability	2	4	3	5
	Network Consistency (Year to Year)	2	4	5	5
	Predicted Network Disruption	3	4	3	4
Member Services / Concierge	Employer Tools	3	3	4	4
	Employer Reporting	3	4	4	4
	Administrative Support - Initial & Ongoing	2	4	5	5
	Customization of Materials	2	3	3	4
	Employee Tools	2	4	4	4
	Employee Customer Service Team	3	3	4	5
	On-site Vendor Support - Initial & Ongoing	3	2	3	4
Care Management & Wellness	Disease Management	3	3	3	4
	Case Management	3	4	4	5
	Telemedicine	1	3	4	5
	Nurse Team/Hotline/Support	4	4	4	4
	Other Health Solutions & Wellness Initiatives	3	4	5	5
Vendor Collaboration	Employee Health Clinic	3	4	4	5
	Pharmacy Benefit Manager	4	4	5	4
	Aflac	5	4	4	4
Presentation	Addressed Agenda Topics	4	2	4	4
	Strategic Partnership Discussion	3	3	4	4
	Strategies to reduce cost/manage health	3	3	5	5
		78	89	97	112