

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