

**New Hampshire Department of Health and Human Services
Division of Finance and Procurement
Bureau of Contracts and Procurement
Scoring Sheet**

Project ID # **RFP-2023-DMS-06-MEDIC**

Project Title **Medicaid Care Management Dental Services**

	Maximum Points Available	MCNA DENTAL	Northeast Delta Dental
Technical			
1. Organization Overview and Overview of Relevant Experience	70	56	65
2. Subcontractors	25	25	22
3. Covered Populations and Services	25	21	23
4. Member Services	25	24	25
5. Member Grievances and Appeals	25	20	25
6. Provider Appeals	15	7	10
7. Network Adequacy for Access to Dental Services	50	35	40
8. Utilization Management	30	28	30
9. Member Education and Incentives	70	50	68
10. Care Coordination and Care Management	120	96	100
11. Quality Management	35	25	32
12. Network Management	70	60	68
13. Alternative Payment Models	40	25	35
14. Provider Payments	10	5	10
15. Claims Quality Assurance and Reporting	10	8	9
16. Oversight and Accountability	30	25	20
17. Third Party Liability/Coordination of Benefits	50	30	43
Subtotal - Technical	700	540	625
Cost			
1. Managed Care Savings Opportunities	50	35	46
2. Third Party Liability, Coordination of Benefits and Cost Avoidance	15	15	14
3. Program Integrity – Fraud, Waste, and Abuse	10	10	10
4. Administrative Efficiencies	15	11	10
5. Cost Savings	10	4	10
Subtotal - Cost	100	75	90
TOTAL POINTS	800	615	715

TOTAL PROPOSED VENDOR COST**

Reviewer Name	Title
1 Sarah Finne	Dental Medicaid Director
2 Athena Gagnon	Medicaid Finance Director
3 Shirley Iacopino	Administrator IV
4 Christen Lavers	Attorney
5 Laura Dillon	Administrator I
6 Jessica Co	Information Technology Mgr V

**** The Department published Appendix H (Cost Development Rate Sheet) with the solicitation. Final rates can be found in Exhibit C (Payment Terms).**