**PNC Committee Rankings Following Face to Face Meetings and BAFOs**

1. **Centurion**

Centurion sent high level officials including CEO, CFO, Corporate Behavioral Health Director, VP of Clinical Operations, and Corporate Medical Director. Their team demonstrated good understanding of physician recruiting including finding matches with people that might want to be in the area. Their technical proposal was professional without being the largest. They were aggressive in revising their pricing proposal as requested and were the 2nd lowest bidder. They offer a unique opportunity that no other vendor shares to partner with Sunflower Medicaid Provider in addressing discharge needs. They will partner with us to find the cheapest Hep C drug pricing including 340B and return any funds of the $7.5 million cap to KDOC. They were the most responsive team with answers to questions and asked the best questions when offered the opportunity.

1. **Wexford**

Wexford sent high level officials including their CAO, CFO, Corporate Behavioral Health Director, and Corporate Medical Director. In the technical proposal, Wexford promised so much behavioral health program that the committee was concerned that they could not deliver on it as they proposed no changes to current staffing. When questioned regarding this during the meeting, the Corporate Behavioral Health Director stated that they would tailor their program to Kansas and not necessarily provide everything outlined in their proposal. When looking at Wexford’s work in other states, they have a long history in Illinois. During their tenure, behavioral health in the state prison system has been placed under a court-ordered master. Of the four vendors interviewed face to face, their pricing proposal was the most expensive.

1. **VitalCore**

VitalCore brought their Senior Management Team, including Viola Riggin, CEO. Viola answered almost all questions with little input from other team members. Stated that her method of recruiting physicians was high pay, “$250” per hour. This seemed a bit extreme to the committee. VitalCore didn’t propose a laboratory vendor, rather proposed using 4 or 5 regional laboratories. This would mean the creation of multiple interchanges between NextGen EHR in order to download laboratory results rather than just one.

Most concerning was that VitalCore seem to lack understanding surrounding the pricing of Hepatitis C medications. Referred multiple times to “eradicating” Hep C in KDOC. Original proposal proposed only about 1/3 funding KDOC believes is necessary to treat all offenders. During the face to face discussion, Viola had to told multiple times that KDOC is having 13% of all intakes come in positive and that at a minimum it would take $3.5 million more in funding to treat the disease. Even in the BAFO, VitalCore still proposed only about 50% of funding necessary to treat 500 offenders per year even though KDOC put out a cap indicating it would probably take $7.5 million to treat everyone. Even though submitting the lowest bid, the lack of funding for Hep C was more than the profit margin which seems to indicate that if chosen, VitalCore would be unable to profitable enough to operate over the life of the contract.

1. **Corizon**

Corizon sent a low-level management team to the face to face meeting. Only two of the five members were from the Corporate Office. During written and oral questioning, when recruiting physicians was discussed Corizon expressed “frustration” that they couldn’t provide the physician help as outlined under their current contract. Their methods of recruiting seemed less sophisticated than other vendors in that focused on email recruiting and attended trade shows. Corizon offered the same regional management team and site physicians. They seemed surprised during oral discussions that KDOC might be looking for leadership changes given they had under-performed in some areas of the current contract. Their pricing model was higher than Centurion and lower than Wexford.