

Specialty ACO – Request for Quotation

CLIENT SPECIFIC INFORMATION

Name of Provider: _____
 Principal Address: _____
 Domiciled State (if different): _____
 Number of Years in ACO: _____
 Reason if ever left ACO and when: _____
 Current Carrier: _____

MEDICARE ACO SEPARATE BY ARRANGEMENT

ACO Payment Arrangement: Track 2 Pioneer

*Note, Track 1 is a shared savings only model and not eligible for coverage.

Estimated number of Covered Persons: _____

Covered Services Medicare Parts A & B Yes No

If no, please explain: _____

If less than 3 years with the ACO, do you have prior or current experience with Medicare Advantage plans? Yes No

If yes, please describe your arrangements and loss ratios: _____

Max amount of loss share \$ _____ %

COMMERCIAL ACO SEPARATE BY ARRANGEMENT

Contracted payer: _____

Estimated number of Covered Persons: _____

Covered Services: _____

Methodology for establishing the budget and actual PMPMs: _____

Covered services in the budget and chargeable PMPM by each Policy Period: _____

Ratio and terms of Provider's loss of actual charges to budget

Max amount of loss share \$ _____ %

MEDICAID ACO SEPARATE BY ARRANGEMENT

Contracted payer: _____

Estimated number of Covered Persons: _____

Covered Services: _____

Methodology for establishing the budget and actual PMPMs: _____

Covered services in the budget and chargeable PMPM by each Policy Period: _____

Ratio and terms of Provider's loss of actual charges to budget

Max amount of loss share \$ _____ %

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REQUESTED COVERAGE

Policy Period: _____

Final settlement due date (e.g. 6, 12, 18 months after the end of the period): _____

Are you looking for specific excess of loss coverage? Yes No If yes, please indicate preference below

Specific Deductible: \$ _____

Policy Limit: \$ _____

Coinsurance: _____%

Reimbursement/Payment Methodology: _____% of Medicare

If different, please indicate: _____%

Are you looking for aggregate excess of loss coverage? Yes No If yes, please indicate preference below

Attachment Point: _____% (e.g. 105%, 110%)

PMPM Budget: \$ _____

Policy Limit: \$ _____

Coinsurance: _____%

PROVIDER NETWORK

Please provide the following information for your provider network:

| | Name | Location | Est. days per thousand usage |
|--|------|----------|------------------------------|
| Owned facilities | | | |
| Physician groups | | | |
| Contracting hospitals (non-owned) | | | |
| Referral hospitals (not part of network) | | | |

Please describe any of your specialized expertise e.g. medical specialists, nursing professionals, allied health professionals, etc.

AGGREGATE COVERAGE DUE DILIGENCE AUDIT WILL REVIEW THE FOLLOWING:

- Electronic capability to track a Covered Person's care
- Means to stay current with changing medical protocols
- Staff performing administrative functions, clinical functions, and administrative and clinical oversight functions
- Interdisciplinary Care Team (ICT)
- Communication network to the providers/members/public
- Specific care management goals of your business
- Health Risk Assessment (HRA) tools that your organization uses to identify the specialized needs of members
- Add-on services you provide vulnerable/need and chronic sub-populations of your membership

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DOCUMENTS TO ATTACH WITH THIS FORM

- Preliminary or final baseline/benchmark report; “base period aligned beneficiary expenditures for Medicare coverage only
- Managed or unmanaged experience for the prior three years
- Actuarial verification of Benchmark or PMPM and projected savings
- Claims probability distribution supporting the Benchmark or PMPM
- ACO contracts for non-Medicare ACO coverage

BROKER OF RECORD

Broker of Record: Yes No If yes, number of years as BOR: _____

Date Quotation Due: _____

Broker Commission (requested): _____

SIGNATURE

This proposal will be based upon the information transmitted with this form. The undersigned warrants that he or she has made a diligent effort to verify this information and that, to the best of his or her knowledge and belief, this information accurately represents the facts, and no requested information has been omitted or altered.

Signature: _____ Date: _____

Title: _____

Phone: _____

E-mail Address: _____

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