

Pharmacy Benefit Manager Solicitation Process

- **Release** (July 2015) – Upon release of the solicitation, proposing firms will be required to submit in the specified timeframe the following:
 - 1) CalPERS Security Agreement
 - 2) Non-Disclosure Agreement
 - 3) Minimum Qualifications Certification
 - 4) Evidence of Minimum Qualifications
- **Release de-identified data** (July 2015) – Upon receipt of above mentioned items, a team of CalPERS qualified staff will review the MQ Certification to verify if those proposing firms meet the minimum qualifications in order to receive the de-identified data.
- **Confidential discussions** (July 2015) – These discussions will be centered on the clarification of the de-identified data and other Scope of Work requirements as specified in the proposed contract.
- **Initial Offer Due** (October 2015)
- **Review Initial Offer** (October 2015) – Upon receipt of the initial offer, one or more subject matter experts will review and verify through program monitoring techniques the proposing firms' ability to meet the requirements as well as their proposed costs associated with the administration of the proposed contract.
- **Present findings to executive management** (October 2015) – Upon completion of the review of initial offers, findings will be presented to executive management in order to determine the appropriate and most effective negotiation strategy.
- **Determine competitive negotiation strategy** (November 2015)
- **Present findings and negotiation strategy to PHBC** (November 2015)
- **Initial Offer Evaluations** (November – December 2015) – Once findings have been presented and negotiation strategy determined, the initial offers will be evaluated and scored. This will include the following parallel steps:

- **Prepare and present Findings to executive management** (December 2015) – Upon completion of the evaluation of initial offers, findings will be presented to executive management.
- **Present findings to PHBC** (December 15, 2015)
- **Prepare for Competitive Negotiations** (December 2015)
- **Competitive Negotiations** (January – February 2016) – Negotiations will take place with only the highest-rated Proposers. This grouping is called "the competitive range." Proposing firms not included in the competitive range will be notified. Negotiations will address deficiencies and significant weaknesses (technical and financial). During negotiations, proposing firms may be dropped from the competitive range when it is clear that they no longer have a realistic opportunity to receive an award.
- **Present negotiation outcome to executive management** (February 2016)
- **Present negotiation outcome to PHBC** (March 2016) – Those proposing firms in the competitive range will be presented to the PHBC. PHBC will determine which firm will be recommended to receive award of contract.
- **Contract Execution** (March – April 2016)

Attachment 3 provides a timeline of events associated with the PBM solicitation.