

### **Pharmacy Benefit Manager Solicitation Process**

- **Release Phase I** (July 2015) – Upon release of Phase I of the Solicitation, proposing Firms were 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 Phase I de-identified data** (July 2015) – Upon receipt of above mentioned items, a team of CalPERS qualified staff reviewed the MQ Certification to verify if those proposing Firms met the minimum qualifications in order to receive the de-identified data.
  
- **Release Phase II** (September 2015) – Upon release of the Phase II of the Solicitation, proposing Firms were required to submit in the specified timeframe the following:
  - 1) Executive Summary
  - 2) Management Plan
  - 3) Work Plan
  - 4) Staffing Plan
  - 5) Financial Plan
  
- **Release Phase II de-identified data** (September 2015)
  
- **Confidential discussions** (October 2015)
  
- **Initial Offer Due** (November 2015)
  
- **Review Submissions** (November 2015) – Upon receipt of the initial offer, one or more subject matter experts reviewed and verified, the proposing Firms' submissions for completeness.
  
- **Evaluations** (November 2015 – January 2016) – The initial offers were evaluated and scored in relation to demonstrated ability to meet contractual requirements as well as their proposed costs for prescription drugs and administration of the proposed contract. This process included the following steps:
  - **On-Site Visits** (February 2016) – The On-site visits verified, through observation and interview, each Firm's ability to assure compliance with the member services requirements based on its

responses regarding its capabilities as it relates to the work, management, and staffing plans.

- **Technical Discussions** (March 2016) – These discussions were conducted with each Firm, which included technical teams from across the CalPERS enterprise and the SCO to discuss each Firm’s technical capabilities as well as its implementation plan. The Firm’s teams were composed of senior leaders and subject matter experts from information technology, eligibility and enrollment, Medicare and account management, all of whom will be assigned to CalPERS account should it be awarded the contract. Upon completion of the 2-day process CalPERS technical teams was satisfied that each Firm was well prepared in addressing each identified requirement, as well as was prepared for immediate implementation.
- **Competitive Negotiations** (March – April 2016) – These negotiations were conducted with each Firm. The negotiations focused on negotiating a contract, with emphasis on customer service, pricing, and securing agreement with CalPERS required and desired terms and conditions. Negotiations addressed deficiencies and significant weaknesses (technical and financial) with each Firm’s submission.
- **PHBC Selection** (May 2016) – The PHBC will make a selection of PBM based on best interest of CalPERS and its members.