

Pharmacy Benefit Manager (PBM)
Solicitation No. 2015-7755
Proposal Evaluation

The evaluation process verified each proposing Firm's ability to meet the Solicitation's prescribed requirements, as well as their proposed fees for administering the contract and pricing for prescription drugs. The Operations and Support Services Division (OSSD) first confirmed that each Firm met CalPERS' mandatory qualifications and reviewed each Firm's response for required document completeness prior to beginning the technical evaluation of each Firm's response. The scored evaluation focused on the following five categories worth a maximum of 1,200 total points:

Rated Category	Maximum Point Value
Firm's Capabilities	120
Management Plan	240
Work Plan	360
Staffing Plan	120
Financial Plan	360
Maximum Total	1200

An experienced, cross-functional team evaluated each Firm's response. Each evaluator judged each response equally, without bias, based solely on the merit of the Firm's written proposal using the ratings below. Each team then determined consensus scores that were aggregated, scaled, and translated into a 1-5 star rating for each section of the categories identified above:

Points	Interpretation	General Basis for Point Assignment
1	Inadequate	Proposer does not include a response and/or supporting information for the requirements(s) or does not commit to meet the Solicitation requirement(s).
2	Barely Adequate	Response and/or the information is unclear. Response provides very minimal descriptive information to support the Proposer's claim that they understand and intend to meet the requirement(s). Response is lacking information, lacking depth or breadth, or lacking facts and/or details.
3	Adequate	Response and/or supporting information meets the basic Solicitation requirements(s) and demonstrated an understanding of, and the ability and intent to meet the requirement(s). There may be omission(s), flaw(s) and/or defect(s) but they are inconsequential and acceptable.
4	More Than Adequate	Response and/or supporting information demonstrate a thorough, detailed and complete understanding of the requirement(s), demonstrate the ability and intent to meet the requirement(s), provides evidence of current ability to comply, and/or provides detailed plans or methodologies to further assure compliance with the requirement(s). The response is not considered excellent or outstanding but is above average and has no flaw(s), omission(s) or defect(s).
5	Excellent or Outstanding	Response and/or supporting information demonstrates a thorough, detailed and complete understanding of the requirement(s). Response demonstrates the ability and intent to exceed the requirement(s), provides evident of current ability to comply, and proposes detailed plans or methodologies that further assure how the requirement(s) will be exceeded.

A process of iterative scoring improvement was used as clarifying information was received from each firm, up to and including competitive negotiation. Therefore, the star ratings in Attachment 2 may vary somewhat from the relative point values based solely on the Firms' written proposals.