

Florida Publishes Respondents to Statewide Medicaid Expansion RFP

Late yesterday the Florida Agency for Health Care Administration (AHCA) published the list of companies that responded to the Statewide Medicaid Managed Care (SMMC) RFP which was due this past Friday, March 29, 2013. We have taken the opportunity to compare the submissions (by Region) with where Letters of Intent (LOI) were submitted as well as provide other relevant data like eligibles and the number of suggested contracts by region. As expected, there were no real surprises. CNC, CVH, HUM, UNH & WCG bid each of the 11 regions. WLP (dba AGP) elected to only bid 7 after submitting LOIs for all 11. See **Exhibit 1**.

Exhibit 1

Florida Medicaid

Summary of Letters of Intent & Actual Bids by Company by Region

Region	1		2		3		4		5		6		7		8		9		10		11		Total	
	Eligibles																							
MCO / Plan	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid	LOI	Bid
Public Operators																								
Amerigroup (WellPoint)	X		X		X		X		X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	7
Centene (dba. Sunshine)	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	11
Coventry		Y		Y		Y		Y		Y		Y		Y		Y		Y		Y		Y	0	11
Humana	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	11
Molina	X	Y					X	Y	X	Y	X	Y	X	Y			X	Y	X	Y	X	Y	8	8
UnitedHealth	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	11
WellCare (dba. Staywell)	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	11
Private Operators																								
Florida True Health	X	Y					X						X				X			Y			4	2
Freedom Health	X		X		X	Y	X		X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	X	Y	11	8
Preferred Medical Plan																			X	Y	X	Y	2	2
Simply Healthcare Plans										Y											Y		0	2
Total No. of Bids Received	7	5	6	6	9	8	8	7	8	10	10													
Total PSN Bids	2	2	2	1	1	3	1	2	2	2	3	4												
Info. From RFP . . .																								
Min. No. of Contracts	2	2	3	3	2	4	3	2	2	2	5	5												
No. Invited to Negotiate	4	4	5	5	5	6	5	5	5	5	8	8												
Suggested No. of Contracts	2	2	3	3	3	4	3	3	3	3	6	6												

Notes:

X - Indicates submission of a Letter of Intent (LOI) by particular company in a given region.
 Y - Indicates submission of an actual RFP response (Bid) by particular company in a given region.
 PSN = Provider Service Network
 Source: FL Agency for Health Care Administration, Company data, and STIFEL estimates.

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