

# PROFESSIONAL SERVICE AWARD ANALYSIS

**SERVICE: Utilization Review**

**SERVICE DESCRIPTION:** Provide a Utilization Review process to determine if a proposed treatment requested for an injured worker is medically necessary.

**VENDOR: ARISSA COST STRATEGIES (Workers' Compensation Utilization Review)**

**OVERALL RANKING: 1**

**SUBJECT MATTER EXPERTS/RATERS:** 1. City of H.B. Risk Manager 2. City of Anaheim Workers' Compensation Claims Manager 3. Risk Manager for El Monte Unified School District 4. Managed Care Consultant 5. Director of Medical Services, MSA Settlements

## I. MINIMUM QUALIFICATIONS REVIEW

- Written Proposal Score: 1097.5

<b>Arissa Cost Strategies – Minimum Qualifications Review</b>		
<u>Criteria</u>	<u>Total Weighted Score</u>	<u>Maximum Score</u>
<b>Compliance with RFP</b>	57.50	75
<b>Approach &amp; Methodology</b>	275	375
<b>Qualifications &amp; Experience</b>	275	375
<b>Clarity</b>	115	150
<b>Proposed Cost/Pricing</b>	300	375
<b>References</b>	80	150
<b>Total</b>	<b>1097.5</b>	<b>1500</b>

## II. DUE DILIGENCE REVIEW

- Interview Ranking: 1

<b>Arissa Cost Strategies – Summary of Review</b>
<ul style="list-style-type: none"><li>• Successful compliance with RFP, inclusion of required URAC accreditation. They are the incumbent.</li><li>• Methodology is good, - has appropriate technology to protect networks and data.</li><li>• Very qualified, serviced public agencies, counties, public works and school districts for 10 years; management has over 33 yrs experience.</li><li>• Value-added features include a powerful technological software that creates a highly-customizable platform for utilization review decisions.</li></ul>

<b>Arissa Cost Strategies – Pricing</b>
<ul style="list-style-type: none"><li>• Competitive - flat rates include \$80/Non-Physician review; \$175/Phys; \$175/Expert Phys; \$85/Medical Director; (best pricing of 7 bids submitted)</li><li>• Pricing for this new contract is even lower than their previous 3-yr contract (2018 – 2021) so we expect continued savings.</li></ul>