

PROFESSIONAL SERVICE AWARD ANALYSIS

SERVICE: *Medical Bill Review*

SERVICE DESCRIPTION: Cost containment firm specializing in Workers' Compensation medical Bill Review, focused on achieving savings via extensive audits with defined processes and procedures for Bill Review activities.

VENDOR: Lien On Me

OVERALL RANKING: 1

SUBJECT MATTER EXPERTS/RATERS: 1. City of H.B. Risk Manager 2. City of Santa Ana Risk Manager 3. City of Placentia Director of Human Resources 4. Genex Services Managed Care Consultant 5. Director of Cypress Reporting/MSA Settlements

I. MINIMUM QUALIFICATIONS REVIEW

- Written Proposal Score: 1930

<u>Lien On Me – Minimum Qualifications Review</u>		
<u>Criteria</u>	<u>Total Weighted Score</u>	<u>Maximum Score</u>
<i>Compliance with RFP</i>	205.00	250
<i>Approach & Methodology</i>	481.25	625
<i>Qualifications & Experience</i>	365.00	500
<i>Partnership & Value Added</i>		
<i>Features</i>	390.00	500
<i>Proposed Cost</i>	385.00	500
<i>References</i>	103.75	125
Total	1930	2500

II. DUE DILIGENCE REVIEW

- Interview Ranking: 1

<u>Lien On Me – Summary of Review</u>
<ul style="list-style-type: none">• Excellent compliance with RFP, inclusion of required licenses and certifications.• Methodology is thorough/clear, creative approaches to finding hidden savings, and has state-of-the art technology to protect networks and data.• Very qualified, serviced public agencies for over 30 years.• Value-added features include Lien Defense.• Excellent relationships with public agencies, outstanding references from cities of Corona, Pasadena, Glendale, Costa Mesa, Monterey Park, Brea, Orange, and Long Beach.

<u>Lien On Me – Pricing</u>
<ul style="list-style-type: none">• Very competitive bid of \$175,000/yr to include flat rate fees (lowest of 10 proposals submitted).