

## 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 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: 1090

Lien On Me – Minimum Qualifications Review		
<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>	300	375
<b>Qualifications &amp; Experience</b>	287.50	375
<b>Clarity</b>	115	150
<b>Proposed Cost/Pricing</b>	250	375
<b>References</b>	80	150
Total	1090	1500

### II. DUE DILIGENCE REVIEW

- Interview Ranking: 1

Lien On Me – Summary of Review
<ul style="list-style-type: none"><li>• Good compliance with RFP, inclusion of licenses and certifications.</li><li>• Methodology is thorough/clear, creative approaches to finding hidden savings, and has state-of-the-art technology to protect networks and data.</li><li>• Very qualified, serviced public agencies for over 26 years, they are the current incumbent.</li><li>• Value added features include Lien Defense.</li><li>• Great relationships and good references from City of Pasadena, Glendale, Orange, Costa Mesa, and Brea.</li></ul>

Lien On Me – Pricing
<ul style="list-style-type: none"><li>• Competitive bid not to exceed \$175,000/per year. (Pricing was decreased at this renewal from the previous 3-yr contract (2018 – 2021) pricing by Lien On Me, therefore we anticipate continued savings).</li></ul>

## 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

Arisa Cost Strategies – Minimum Qualifications Review		
<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
Total	1097.5	1500

### II. DUE DILIGENCE REVIEW

- Interview Ranking: 1

Arisa Cost Strategies – Summary of Review
<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>

Arisa Cost Strategies – Pricing
<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>