

**Exhibit B-1**

Total Points Allowed 30,000

Item 3: State: If State = "Ohio" then 10.0%

Item 4: Line of Business/Population ABD Medicaid CFC Medicaid Medicare Commercial

Item 5:	Calendar Year: At least 3 months of experience	CY 2008		CY 2009		CY 2010		CY 2011	
		Risk	Points	Risk	Points	Risk	Points	Risk	Points
Item 6:	Hospital Care	N/A	0	N/A	0	N/A	0	N/A	0
		Full	600.0	Full	600.0	Full	1,800.0	Full	3,000.0
		Partial	480.0	Partial	480.0	Partial	1,440.0	Partial	2,400.0
		No Risk	120.0	No Risk	120.0	No Risk	360.0	No Risk	600.0
			600.0		600.0		1,800.0		3,000.0
	Primary Care	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0
		Full	600.0	Full	600.0	Full	1,800.0	Full	3,000.0
		Partial	480.0	Partial	480.0	Partial	1,440.0	Partial	2,400.0
		No Risk	120.0	No Risk	120.0	No Risk	360.0	No Risk	600.0
			600.0		600.0		1,800.0		3,000.0
	Specialty Care	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0
		Full	600.0	Full	600.0	Full	1,800.0	Full	3,000.0
Partial		480.0	Partial	480.0	Partial	1,440.0	Partial	2,400.0	
No Risk		120.0	No Risk	120.0	No Risk	360.0	No Risk	600.0	
		150.0		150.0		450.0		750.0	
Home Health	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0	
	Full	150.0	Full	150.0	Full	450.0	Full	750.0	
	Partial	120.0	Partial	120.0	Partial	360.0	Partial	600.0	
	No Risk	30.0	No Risk	30.0	No Risk	90.0	No Risk	150.0	
		600.0		600.0		1,800.0		3,000.0	
Pharmacy	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0	
	Full	600.0	Full	600.0	Full	1,800.0	Full	3,000.0	
	Partial	480.0	Partial	480.0	Partial	1,440.0	Partial	2,400.0	
	No Risk	120.0	No Risk	120.0	No Risk	360.0	No Risk	600.0	
		150.0		150.0		450.0		750.0	
Dental	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0	
	Full	150.0	Full	150.0	Full	450.0	Full	750.0	
	Partial	120.0	Partial	120.0	Partial	360.0	Partial	600.0	
	No Risk	30.0	No Risk	30.0	No Risk	90.0	No Risk	150.0	
		150.0		150.0		450.0		750.0	
Vision	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0	
	Full	150.0	Full	150.0	Full	450.0	Full	750.0	
	Partial	120.0	Partial	120.0	Partial	360.0	Partial	600.0	
	No Risk	30.0	No Risk	30.0	No Risk	90.0	No Risk	150.0	
		150.0		150.0		450.0		750.0	
Behavioral Health	N/A	0.0	N/A	0.0	N/A	0.0	N/A	0.0	
	Full	150.0	Full	150.0	Full	450.0	Full	750.0	
	Partial	120.0	Partial	120.0	Partial	360.0	Partial	600.0	
	No Risk	30.0	No Risk	30.0	No Risk	90.0	No Risk	150.0	
		150.0		150.0		450.0		750.0	
<b>Total for Each Year</b>		Total for CY 2008		Total for CY 2009		Total for CY 2010		Total for CY 2011	

Item 7:	Member Months			
For Each Calendar Year Score Apply the Factor According to the Member Months Reported for that Year	Less than 36,500	then	-100.0%	
	36,500 - 59,999	then	-80.0%	
	60,000 - 119,999	then	-60.0%	
	120,000 - 359,999	then	-40.0%	
	360,000 - 599,999	then	-20.0%	
	600,000 +	then	0.0%	
<b>Total for Each Year</b>		Total for CY 2008	Total for CY 2009	Total for CY 2010

Item 8: Rural Service Area  
If box is checked for a year then increase applicable calendar year score by 5.0%

**Sum of all Calendar Year Scores**

Item 9:	<b>Administrative Expense Ratio</b> Greater than 15.0% then -10.0%
Item 10:	<b>Accreditation</b> NO 0.0% YES 0.0% NCQA Accredited 2.5% Commendable 5.0% Excellent 10.0% Maximum of 10% URAC Case Mgt 1.0% Claims Proc 1.0% Disease Mgt 1.0% Drug Therapy 1.0% Health Call Cntr 1.0% Health Plan 5.0% Health Provider Credit 1.0% Health Util Mgt 1.0% Medicare Advt Deeming 1.0% Pharmacy Benefit Mgt 1.0%
Item 11:	<b>Performance Payments for Improved Health Outcomes</b> If % Total Payments > 1.0%; or If Total Payments > \$5 million then 5%
Item 12:	<b>Subject to Official Government Action</b> YES = -30.0%
Items 13, 14, 15 and 16:	<b>New Member Freeze; Proposed Contract Termination/Nonrenewal; or Contract Denial/Termination/Nonrenewal; CMS Sanctions</b> YES = -30.0%

# Exhibit B-2

## Examples of Blending:

These numbers come from individual scoring sheets

### Category Score Blend: ABD Medicaid

OBS	Member Months	Weight	Score	Weighted Score
1	1,500,000	100.00%	30,000.0	30,000
2		0.00%		0
3		0.00%		0
4		0.00%		0
5		0.00%		0
	<u>1,500,000</u>	<u>100.00%</u>		
Total Population Score				30,000
Deduction if Only 1 State				3,000
Total ABD Score				27,000

These numbers come from individual scoring sheets

### Category Score Blend: CFC Medicaid

OBS	Member Months	Weight	Score	Weighted Score
1	1,500,000	55.56%	30,000.0	16,667
2	1,200,000	44.44%	24,000.0	10,667
3		0.00%		0
4		0.00%		0
5		0.00%		0
	<u>2,700,000</u>	<u>100.00%</u>		
Total Population Score				27,333
Deduction if Only 1 State				0
Total CFC Score				27,333

Reduction for only one State for a Line of Business/Population:

10%

## Exhibit B-3

Line	Scenario - possibility				ABD	Non-ABD Med	Medicare	Commercial
1	ABD				100%	0%	0%	0%
2	ABD	CFC			60%	40%	0%	0%
3	ABD	CFC	Medicare		60%	40%	5%	0%
4	ABD	CFC	Medicare	Commercial	60%	40%	5%	5%
5	ABD		Medicare		100%	0%	5%	0%
6	ABD		Medicare	Commercial	100%	0%	5%	5%
7	ABD			Commercial	100%	0%	0%	5%
8		CFC			0%	80%	0%	0%
9		CFC	Medicare		0%	80%	5%	0%
10		CFC		Commercial	0%	80%	0%	5%
11			Medicare		0%	0%	50%	0%
12			Medicare	Commercial	0%	0%	50%	5%
13				Commercial	0%	0%	0%	40%
Weight individual componets by these percentages								

100%  
100%  
105%  
110%  
105%  
110%  
105%  
80%  
85%  
85%  
50%  
55%  
40%

Note: In some cases the combined percentages are more than 100%, but all final scores are capped at 30,000.

## Example

### Overall Score - Blended Score

Number	Category Score				Total
	ABD	CFC	Medicare	Commercial	
<b>2</b>	60%	40%	0%	0%	100%
Category score - blend	27,000	27,333	0	0	
Overall score - blend	16,200	10,933	0	0	<b>27,133</b>

If there is a number on this line you must have a percentage on the line above

**27,133**

This is the blended category score for all ABD sheets from Exhibit B-2	This is the blended category score for all CFC sheets from Exhibit B-2	This is the blended category score for all Medicare sheets from Exhibit B-2	This is the blended category score for all commercial sheets from Exhibit B-2	This is the overall blended score	Final Score (capped at 30,000)
--	--	---	---	-----------------------------------	--------------------------------