

Project - Dental Administrative Services

EXHIBIT B

MWBE Commitment	
Percent goal met or good faith effort made?	Points
Certified M/WBE Compliance- Primary Vendor (1) Submitted their M/WBE certificate in their proposal; OR (2) Will award required portion of the project to a named M/WBE certified subcontractor; OR (3) Has certified they made a good faith effort to comply but were unable to locate a qualified M/WBE subcontractor.	5
Not Qualified Vendors proposal indicated that they do not qualify for the M/WBE certification nor do they comply with the M/WBE subcontract participation requirement.	0

Business Location	
Response	Points
Within Winston-Salem	5
Within North Carolina	3
Outside of North Carolina	0

Cost Effectiveness/Value	
Response	Points
Least cost compared to all other proposers	5
2nd least cost	4
3rd least cost	3
4th least cost	2
5th least cost	1
6th least cost	0

Relevant Experience and Qualifications	
Rating	Points
Superior	5
Above Average	4
Average	3
Below Average	1
Poor	0

Reference List Of Governmental Clients	
Response	Points
Provided 5 verifiable references	5
Provided 4 verifiable references.	4
Provided at least 3 verifiable references.	3
Provided at less than three (3) verifiable references.	0

Quality of Proposal	
Quality of Proposal	Points
Exceeds Expectations	5
Above Average	3
Met Minimum RFP Requirements	1
Unresponsive or incomplete	0

Cigna HealthCare of North Carolina, Inc.			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Business Location	20.00	5.00	100.00
Cost Effectiveness/Price Value	20.00	0.00	0.00
Qualifications / Experience	20.00	0.00	0.00
Clients	10.00	5.00	50.00
Quality of Proposal	10.00	5.00	50.00
Final Score	Max 500		300.00

Delta Dental of NC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	5.00	100.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	5.00	50.00
Quality of Proposal	10.00	5.00	50.00
Final Score	Max 500		300.00

United Health Care Services, LLC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	0.00	0.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	5.00	50.00
Quality of Proposal	10.00	3.00	30.00
Final Score	Max 500		280.00

Metropolitan Life Insurance Company			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	0.00	0.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	4.00	40.00
Quality of Proposal	10.00	3.50	35.00
Final Score	Max 500		275.00

Aetna, Inc.			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	2.00	40.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	0.00	0.00
Quality of Proposal	10.00	3.00	30.00
Final Score	Max 500		270.00

BCBS of North Carolina			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	3.00	60.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	5.00	50.00
Quality of Proposal	10.00	3.00	30.00
Final Score	Max 500		240.00

Ameritas Advisory Services, LLC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	20.00	1.00	20.00
Qualifications / Experience	20.00	5.00	100.00
Clients	10.00	5.00	50.00
Quality of Proposal	10.00	1.50	15.00
Final Score	Max 500		185.00