

Addendum # 9

Revised Appendix KK

RFP# 305PUR-DHHRFP-BH-MCO-2014-MVA

**LOUISIANA BAYOU HEALTH PROGRAM
MCO PROPOSAL SUBMISSION AND EVALUATION REQUIREMENTS
RFP #**

PROPOSER NAME

UnitedHealthcare Community Plan

THE PROPOSER MUST COMPLETE THIS FORM AND SUBMIT WITH THEIR PROPOSAL.

In responding to this RFP, the Proposer should adhere to the specifications outlined in Section §22 of the RFP. The proposal should address all requirements listed in this appendix and should provide, in sequence, the information and documentation as required.

The Proposer should complete only the first column of this form to provide an index referencing the location of your response to each item listed (page and section number). This completed form should be included as appendix A of your proposal. The DHH Proposal Review Team will review the proposer's response to the RFP as outlined in this evaluation tool. The review team will be comprised of state employees. DHH reserves the right, at its sole discretion, to conduct its own research and/or consult with contracted subject matter experts in order to verify and assess the information presented. **The review, including but not limited to, an assessment of the compliance with specifications and provisions of the RFP, the quality, feasibility, and reasonableness of the proposal, will be the basis for the scoring of the proposal.**

Any contract resulting from this RFP process shall incorporate by reference the respective proposal responses to all items as a part of said Contract (Refer to Section §22 of RFP).

NOTICE: The department reserves the right to conduct its own research and/or consult with contracted subject matter experts in order to verify and assess the information presented.

Page # of Response In Proposal	PART XI: VETERAN INITIATIVE AND HUDSON INITIATIVE	Total Possible Points	Score	DHH Comments
1	<p>BB.1 If applicable, provide documentation that the proposer (including parent organization, affiliates, and subsidiaries) and/or its subcontractor has been certified by the Louisiana Department of Economic Development as a:</p> <ul style="list-style-type: none"> • Veteran-Owned, • Service- Connected Disabled Veteran-Owned small entrepreneurship (LaVet), or • Louisiana Initiative for Small Entrepreneurships (Hudson Initiative). <p>If a proposer is not a certified small entrepreneurship as described herein, but plans to use certified small entrepreneurship(s), proposer shall include in their proposal the names of their certified Veteran Initiative or Hudson Initiative small entrepreneurship subcontractor(s), a description of the work each will perform, and the dollar value of each subcontract.</p>	100		

PART XI: VETERAN INITIATIVE AND HUDSON INITIATIVE

Section BB.1

BB.1 If applicable, provide documentation that the proposer (including parent organization, affiliates, and subsidiaries) and/or its subcontractor has been certified by the Louisiana Department of Economic Development as a:

- Veteran-Owned,
- Service- Connected Disabled Veteran-Owned small entrepreneurship (LaVet), or
- Louisiana Initiative for Small Entrepreneurships (Hudson Initiative).

If a proposer is not a certified small entrepreneurship as described herein, but plans to use certified small entrepreneurship(s), proposer shall include in their proposal the names of their certified Veteran Initiative or Hudson Initiative small entrepreneurship subcontractor(s), a description of the work each will perform, and the dollar value of each subcontract. (100 points)

Our Commitment to the Louisiana Department of Economic Development

As the state of Louisiana's largest contractor in the Bayou Health program serving the needs of more than 275,000 members, UnitedHealthcare is committed to supporting the State's efforts to increase state purchasing and contracting opportunities available to certified Louisiana-based small entrepreneurships under the Louisiana Veteran and Hudson Small Entrepreneurship Initiatives ("Certified Businesses"). These Certified Businesses are defined by state statutes R.S 39:2171 *et. seq.* concerning the Veteran Initiative and R.S 39:2001 *et. seq.* concerning the Hudson Initiative). Our commitment to working with Veteran and Hudson Small Entrepreneurships is overseen by chief executive officer April Golenor and supported by the national efforts of UnitedHealth Group's Supplier Diversity Program.

We have identified subcontracting opportunities with 27 Certified Businesses. These subcontracts represent a total projected commitment of \$16.1 million. By engaging with these Certified Businesses upon contract award, we will ensure that a vast array of services related to the Bayou Health program is delivered by Louisiana-based businesses. These services include, but are not limited to:

- Care transitions
- Home health
- Pediatric day health center
- Retail pharmacy
- Durable medical equipment
- Wellness
- Wound care management
- Recruiting/staffing
- Marketing
- Commercial printing
- Photography

For example, upon contract award, we will hire local businesses (construction, flooring, furniture) to assist with our office space build-out to accommodate new Louisiana-based staff.

[REDACTED]

Continually Expanding Opportunities for Certified Louisiana Small Entrepreneurships

We will work with the Louisiana Department of Economic Development to continue identifying new sourcing opportunities for Certified Businesses, where possible. Prior to the procurement of resources, UnitedHealthcare will consult the Louisiana Economic Development Certification website for businesses that meet our needs. In addition, we encourage our own major subcontractors to use good-faith efforts and consider subcontracting work to qualified, Certified Businesses in the performance of this contract.

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Total				\$16,108,500

UnitedHealth Group's Business Development Program Overview

The commitment we are making in Louisiana to expand opportunities to Certified Businesses is consistent with the diversity business development program of our parent organization, UnitedHealth Group, which seeks to promote the development of diverse businesses that fall into the following classifications: minority business enterprise (MBE), women-owned business

UnitedHealth Group Veteran Employees

Currently, UnitedHealth Group employs a total of 1,038 Veterans across the organization.

- UnitedHealth Group was named to Profiles in Diversity Journal's list of the "25 Most Influential Companies for Veteran Hiring" (2014).
- UnitedHealth Group was named a 2014 Top 100 Military Friendly Employer by Victory Media, the publisher of G.I. Jobs and Military Spouse magazines.

enterprise (WBE) and veteran-owned business enterprise (VBE).

We believe that strengthening the diverse business community contributes to the overall economic growth and expansion of the nation's most rapidly expanding market segments. This is why we actively seek to partner with diverse suppliers that reflect the multicultural markets we serve. Diverse businesses are provided opportunities to compete for discretionary spend associated with third-party contracts and order fulfillment with our corporation. In 2013, UnitedHealth Group spent over \$218 million with businesses that were owned, operated and controlled by minorities, women and veteran management teams.

In support of the state of Louisiana's Veteran and Hudson Small Entrepreneurship Initiatives, we will leverage the successful experience of our parent company, UnitedHealth Group, to actively seek and partner with local businesses that are certified.

Our sourcing teams actively work to identify opportunities for minority, women-owned and veteran-owned and other historically underutilized businesses. We also work with state and local government agencies, minority business groups and advocacy organizations to identify sourcing opportunities for diverse suppliers where possible.

We are corporate members of the National Minority Supplier Development Council (NMSDC) and the Women Business Enterprise National Council (WBENC). We also support 24 NMSDC regional affiliate councils throughout the U.S. and nine states through our affiliations with WBENC.

We recognize the following minority, women-owned and Veteran-owned business classifications as described by the NMSDC, WBENC and U.S. Department of Veteran Affairs.

Minority Business Enterprise (MBE)

An enterprise that is 51 percent owned, operated and controlled by minority group members.

Women-Owned Business Enterprise (WBE)

An enterprise that, regardless of ethnic background, is 51 percent owned, operated and controlled by a woman or women.

Veteran-Owned Business Enterprise (VBE)

At least 51 percent owned, operated and controlled by individuals who have served in the U.S. military armed services.

To be included in UnitedHealth Group's Supplier Diversity Program, we require firms to be certified as minority, women-owned or veteran-owned businesses by a third-party certification agency. Some examples include the National Minority Supplier Development Council

(NMSDC), the Women's Business Enterprise National Council (WBENC) and the U.S. Department of Veteran Affairs or another third-party certification organization.