

Aetna Life Insurance Company (Aetna)  
 RFP # 270-20220830TPAS  
 Third Party Administrative Services  
 November 18, 2022

**Request for Clarification #5**

Regarding Aetna’s response to Attachment A: Pricing, the Plan requests Aetna to clarify the following by responding via email no later than 11:59 P.M. ET on Tuesday, November 22, 2022 to Vanessa Davison, [vanessa.davison@nctreasurer.com](mailto:vanessa.davison@nctreasurer.com), SHP Contract, [shpcontracting@nctreasurer.com](mailto:shpcontracting@nctreasurer.com), and Stephen Kuhn, [SKuhn@segalco.com](mailto:SKuhn@segalco.com).

1. Aetna’s proposal and subsequent clarifications appear to be consistent with the cost proposal instructions.

However, we require that you review the chart below and correct and/or complete as appropriate. Based on your prior responses, we prepopulated, to the best of our understanding, your levels in the appropriate row. If our interpretation is incorrect, please move those numbers to the appropriate position in the chart. All rows are to be populated with the discount increases attributed to the listed item. If the listed item is not considered in your submission, the discount should be the same as the line above. **It is not acceptable to provide the same discount for all line items** and indicate that the discount increase for all these items are combined together.

	<b>In-Network Discount Accumulation</b>	<b>Example</b>
<b>2021 Claims Data using 2021 Contracts</b>		50.0%
<b>Indicate the increase in discounts attributed to each of the following:</b>		
<b>Discounts as of Repricing Date (e.g., 11/1/22)</b>		51.0%
<b>Current Letters of Intent (should not include assumed increases in billed charges)</b>		51.4%
<b>Known Contract Improvements (should not include assumed increases in billed charges)</b>		52.5%
<b>Assumed Increases in Billed Charges</b>		53.5%
<b>Anticipated Contract Improvements</b>		54.0%
<b>Other (please clarify)</b>		54.0%
<b>Expected 2025 Discounts</b>		54.0%

This chart should reconcile to prior submissions and clarifications.

Failure to accurately fill out this chart or mislead the evaluation could result in disqualification.

2. Please provide a comparison of the Expected 2025 Discounts percentage (from the above chart you completed in response to request #1) and your proposed 2025 target discount guarantee and explain any variances.

**Answer:**

- █ [REDACTED]
- █ [REDACTED]
- █ [REDACTED]

3. In your proposal, you included an implementation credit of [REDACTED].

- a. Is this credit paid automatically, or are services/costs required to be submitted for reimbursement?

**Answer:**

- █ [REDACTED]

- b. If services are required for reimbursement, are the services limited to those performed by Aetna?

**Answer:**

[REDACTED]

4. In your proposal, you included an annual communications credit of [REDACTED].

a. Is this credit paid automatically, or are services/costs required to be submitted for reimbursement?

**Answer:**

[REDACTED]

b. If services are required for reimbursement, are the services limited to those performed by Aetna?

**Answer:**

[REDACTED]

5. In your proposal, you included an annual wellness credit of [REDACTED].

a. Is this credit paid automatically, or are services/costs required to be submitted for reimbursement?

**Answer:**

[REDACTED]

b. If services are required for reimbursement, are the services limited to those performed by Aetna?

**Answer:**

[REDACTED]

**Sign Clarification:**

**Offeror:** Aetna Life Insurance Company

**Authorized Signature:**

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**Name and Titled (Typed):**

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Tami Polsonetti, Assistant Vice President

**Date:**

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November 22, 2022

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