

Request for Clarification #5

Regarding UMR’s response to Attachment A: Pricing, the Plan requests UMR 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, SHP Contract, shpcontracting@nctreasurer.com, and Stephen Kuhn, SKuhn@segalco.com.

1. In your response to Request for Clarification #3, you indicated that, “The current in-network discount is estimated at 50.1%. The projected in-network discount for January 2025 is estimated at 54.1%.”

Request for Clarification #4 asked you to identify the components that make up the 4% improvement in current discounts and the 2025 projected discount and requested that you break down the 4% into four (4) separate distinct components. Your response did not answer the clarification request.

Your proposal and subsequent clarifications are not consistent with the cost proposal instructions.

Due to the lack of clarity in your responses, we require that the chart below be filled out in its entirety. 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.

	In-Network Discount Accumulation		Example
2021 Claims Data using 2021 Contracts	██████████	██████████	
Indicate the increase in discounts attributed to each of the following:	██████████		REDACTED
Discounts as of Repricing Date (e.g., 11/1/22)	██████████	██████████	
Current Letters of Intent (should <u>not</u> include assumed increases in billed charges)	██████████	██████████	
Known Contract Improvements (should <u>not</u> include assumed increases in billed charges)	██████████	██████████	

Assumed Increases in Billed Charges			
Anticipated Contract Improvements			
Other (please clarify)			
Expected 2025 Discounts			

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.

[REDACTED]

3. In your proposal, you included an implementation credit of \$9.0 million.

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

[REDACTED]

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

[REDACTED]

4. In your proposal, you included an annual communications credit of \$1.0 million.

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

[REDACTED]

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

[REDACTED]

Sign Clarification:

Offeror: UMR, Inc.

Authorized Signature:

Scott Hogan

Name and Titled (Typed): Scott Hogan, President and Chief Executive Officer

Date: 11/22/2022