



STATE OF WISCONSIN
Department of Employee Trust Funds
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SECRETARY

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January 15, 2025

David Myers, Vice President, Finance
DeDe Raybuck, Account Vice President
Sierra Health and Life Insurance Company, Inc. (dba UnitedHealthcare)
2720 N. Tenaya Way
Las Vegas, NV 89128

Sent via email to: [REDACTED]

Subject: Notice of Intent to Award Contracts under RFPs ETD0050-51 – for Medicare Advantage and Medicare Plus Plans

Dear UnitedHealthcare Team:

On January 15, 2025, the Wisconsin Group Insurance Board (Board) granted authority to the Secretary of the Wisconsin Department of Employee Trust Funds (ETF) to issue an intent to award contracts on behalf of the Board for Medicare Advantage and Medicare Plus plans (RFPs ETD0050-51) to Sierra Health and Life Insurance Company, Inc., dba UnitedHealthcare, for the period commencing on January 1, 2026 through December 31, 2027, with the potential for two additional extensions of up to three years each as determined by the Board ending no later than December 31, 2032. The bid abstract for this solicitation is on the following page.

RFP Section 3.11 describes the Board's [Vendor Procurement Appeals Policy](#). Should a vendor choose to appeal the intent to award decision herein, the vendor must provide the Department with notice of intent to appeal within five (5) business days of the date of this letter by emailing ETF at both of the following email addresses:

- ETF SMBProcurementAppeals@etf.wi.gov
- ETF SMBProcurement@etf.wi.gov

Appeal letters must include the information specified in the Board's [Vendor Procurement Appeals Policy](#) and be sent to the same email addresses above within ten (10) business days of the date of this letter. The subjective opinion of the evaluation committee is not appealable.

This letter is only a notice of intent to contract and does not constitute a contractual commitment.

Respectfully,

[REDACTED]

Beth Bucaida, JD/MBA
Contracts Specialist-Advanced
Wisconsin Department of Employee Trust Funds
Email: ETF SMBProcurement@etf.wi.gov

cc: - All proposers: Anthem, Humana, Network Health, Quartz, Retiree First, UnitedHealthcare
- ETF procurement file, ETF Secretary's Office, ETF Office of Legal Services, ETF Office of Strategic Health Policy

RFP ETD0050-51 Medicare Advantage and Medicare Plus Bid Abstract

Vendor ->	Anthem	Humana	Retiree First	UHC	UHC	Network Health	Quartz
	MA Nationwide	MA Nationwide	M+	MA Nationwide	M+	MA Nationwide	MA Regional
Section Scores:							
General Questionnaire Score	x	x	157.64	252.00	252.00	237.82	239.73
Technical Questionnaire - Medicare Advantage Sections 7.6 - 7.15	x	x	x	373.23	x	340.45	344.38
Technical Questionnaire - Medicare Plus Sections 7.6 - 7.8 & 7.16	x	x	266.04	x	348.68	x	x
General Score + Technical Score:	x	x	423.68	625.23	600.68	578.27	584.11

Final Scores (with cost scores):

National Plans - Medicare Advantage:	x	x	x	200	x	109.80	x
General Score + Technical Score + Cost Score:	x	x	x	825.23	x	688.07	x
National Plans - Medicare Plus:	x	x	x	x	200	x	x
General Score + Technical Score + Cost Score:	x	x	x	x	800.68	x	x

Notes:

- Notice of Intent to Award: On January 15, 2025, the Group Insurance Board (Board) instructed the ETF Secretary to issue a notice of intent to award contracts for RFPs ETD0050-51 to UnitedHealthcare (UHC).
- Anthem's and Humana's proposals were eliminated by the evaluation committee and not scored because of multiple, unresolved disagreements with ETF's administrative requirements.
- Retiree First's proposal was eliminated by the evaluation committee due to low general and technical scores.
- Network's MA plan is limited by CMS to a 24-county service area. CMS requires that only residents of the 24-county service area may enroll in the plan. Enrollees may see providers nationwide, so ETF considered Network's plan a regional nationwide plan. Network's plan was not recommended to the Board because of its high cost and limited service area. This same result applied if the plan was considered a regional or a nationwide plan.
- Quartz's proposal was eliminated by the evaluation committee because Quartz indicated it would contract with ETF only if it was the sole carrier in its coverage area, contrary to the intent of the RFP.