

Vendor	Strengths	Weaknesses	Corporate Background and Financials (5 Points)			Pricing (40 Points)			Certification Granting / Resolution (15 Points)			General HISP Services & Standards (15 Points)		
			Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average
Ability	1. Claims three live sites. 2. Cost model includes no up front. 3. Historical track record in financial industry. 4. Overall strong RFP response. 5. Excellent pricing model with lowest cost model associated with ramping up of enrollment (Pay as the demand comes). No upfront costs. Per entity and per provider pricing was very reasonable.	1. No online enrollment process. 2. No import from external provider directory. Provider Directory response was "plans to deliver"; not sure if a solution exists or if they would be creating one. 3. SLO (not a SLA) has no tie to financial penalty. 4. Only committing to 99% uptime and support only M-F 7AM - 7PM. 5. Potential for hidden costs for EHR integration, none completed to date. 6. Project management experience and examples indicated a lack of experience.	4.00	5.00	4.50	40.00	40.00	40.00	12.90	15.00	13.95	13.80	13.45	13.63
ApeniMed	1. Presents strong architectural model with certification process.	1. No current users, first scheduled for July on V1.1, second scheduled for September on V1.2. 2. Up front costs of \$400,000. Annual hosting fees of \$144,000. 3. Integration requires ApeniMed Edge Server at point of integration (e.g. EHR installs). 4. Did not identify EHR projects, rather stated standards support. 5. Small staff of 15 employees. 6. Failed to provide services for e-mail client access (requires sign off on testing with ApeniMed and not part of initial offering). 7. EHR integration requires EHR to be functioning as HISP. 8. Recommends business hours support, option of 24 hour however price not outlined. 9. Pricing! Significant base cost plus only one "option" met the requirements. 10. Project management experience and examples indicated a lack of experience	1.00	1.00	1.00	25.00	10.00	17.50	15.00	15.00	15.00	12.60	12.75	12.68
AT&T	1. Depth of organization.	1. No working product or installed sites. 2. Pricing is not competitive. Please note scoring was not completed for some respondents due to extreme outlying response for pricing.	3.00	1.00	2.00	0.00	2.00	1.00	7.50	13.60	10.55	11.25	6.30	8.78
Axolotl	1. Project management, change control, support were all extremely strong responses. 2. Four (4) scheduled installs in process, timeline not indicated, presumed for balance of 2011.	1. No Direct product implementations until Q3 2011. 2. Pricing includes \$205,000 upfront, \$175,000 year 2 and \$225,000 year 3. 3. Not clear if certificate is included in pricing. 4. Stated EHR integration is still developing they anticipate interface with EMR/EHR systems that are compliant with the NwHIN Direct protocols for XDR. 5. Reporting appears to require Axolotl product and additional fees. 6. 99.5% uptime commitment.	2.00	5.00	3.50	20.00	15.00	17.50	9.40	13.60	11.50	12.10	14.30	13.20

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GSIHealth	<ol style="list-style-type: none"> Standards, PM, support are all very strong. EHR integration is strong. One existing Direct client. Pricing has no up front costs. Pricing for integration with EHR at hospital and ambulatory clinics outlined, the only respondent to offer this detail. 	<ol style="list-style-type: none"> Unclear on enrollment process and flow. Not certain if pricing includes certificate. Some responses in Certificate Granting/Resolution indicated "would develop." Outsourcing of CA is a question and ties back to enrollment. Question on MySQL database and scalability/performance/support. Some key responses state "will", not clear if this reflect future or current state. Very difficult to tell what was currently available and what was being developed, especially related to provider directory and portal interface. Scoring reflects uncertainty. Staff size of 18. 	4.00	3.00	3.50	35.00	35.00	35.00	10.10	10.10	10.10	13.45	13.45	13.45
Harris	<ol style="list-style-type: none"> Depth of organization. Extensive experience with Connect. 	<ol style="list-style-type: none"> No working product or installed sites. Pricing is not competitive. Please note scoring was not complete for some respondents due to extreme outlying response for pricing. 	3.00	0.00	1.50	0.00	0.00	0.00	6.10	0.00	3.05	8.70	0.00	4.35
MaxMD	<ol style="list-style-type: none"> Multiple clients for basic secure email. Second best pricing. Appear to meet most of the requirements. Minimal requirements for project start up. Would clearly meet go-live deadline. Seem to have a model for EHR integration as implemented at RIQI. 	<ol style="list-style-type: none"> Answered yes to majority of questions with little or no supporting documentation. (Note: RFP written stating that contract will include RFP responses placing company at risk.) Very small company with few FTEs. Very poor answers on support and project management especially 1 day turn around for support calls. Project Management scored very weak. Possible hidden costs for EHR integration. Have not completed an EHR interation. Pricing. No "entity" pricing; no integration costs (they've not done one); no certificate fees included. Concern that there will be more costs the further we get into the implementation because of their lack of experience. 	3.00	3.00	3.00	30.00	20.00	25.00	12.90	12.90	12.90	15.00	14.65	14.83
Medicity	<ol style="list-style-type: none"> One (1) live, uncertain is using Direct or full HIE. Five (5) in process, six (6) contracted for Direct services. iNexx agent introduces functional capabilities with EHR not presented by others. It was difficult to tell when scoring if the vendor already had the product or if they were proposing their full, robust HIE solution. Pricing seemed to indicate the full, robust solution. 	<ol style="list-style-type: none"> Upfront costs of \$1,000,000, not reasonable given that we won't know what the demand is. Must use Medicity provider directory structure. iNexx agent appears to be required at each site, may require small workstation (Windows or Mac). ONC direction for certificate discovery appears to be DNS, not agents such as iNexx. Appears that they priced a full, robust HIE and not just the Direct HISP component we were requesting. 	5.00	5.00	5.00	15.00	5.00	10.00	8.70	15.00	11.85	12.10	14.15	13.13

Vendor	Authentication, Audit and Logging, Legal/Privacy/Security (5 Points)			Operational Infrastructure and SLA, Help Desk (5 Points)			Provider Directory Integration (5 Points)			Portal User Interface (5 Points)			Support and Project Management (5 Points)			Total Points (100 Points)		
	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average
Ability	4.48	4.57	4.52	4.60	4.68	4.64	2.17	3.67	2.92	4.26	4.32	4.29	3.26	3.60	3.43	89.47	94.29	91.88
ApeniMed	3.85	3.94	3.89	2.11	3.51	2.81	4.17	4.17	4.17	3.40	3.24	3.32	2.92	3.32	3.12	70.04	56.93	63.48
AT&T	0.00	5.00	2.50	0.00	4.52	2.26	0.00	2.17	1.08	0.00	2.50	1.25	0.00	3.05	1.52	21.75	40.14	30.94
Axlotl	4.28	4.28	4.28	3.67	4.68	4.17	3.33	3.00	3.17	4.20	4.04	4.12	3.35	4.65	4.00	62.33	68.55	65.44

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	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average	Kim and Michael	Jean	Average
	4.75	4.74	4.74	4.60	4.68	4.64	3.50	3.00	3.25	4.52	3.14	3.83	4.46	4.26	4.36	84.38	81.37	82.87
GSIHealth																		
Harris	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.80	0.00	8.90
	5.00	5.00	5.00	4.52	4.84	4.68	4.67	5.00	4.83	4.36	4.68	4.52	1.34	2.45	1.89	80.79	72.51	76.65
MaxMD																		
Medicity	4.03	4.66	4.34	4.29	4.91	4.60	3.50	5.00	4.25	4.68	4.84	4.76	4.35	4.74	4.54	61.64	63.30	62.47