

2018 VISION MARKETING SCORING MATRIX BASED ON INITIAL RELEASES

Maximum Point Total: 100

Evaluation Criteria	Weighting	VSP	Cigna	Delta Dental of MO	EyeMed	MetLife	Superior Vision	UHC
Capabilities/Services Provided	25%	25.0	23.8	20.0	23.8	25.0	22.5	22.5
Ease of Administration (Service Experience/Support)	25%	23.8	22.5	22.5	23.8	23.8	23.8	21.3
Price & Multi-Year Rate Guarantees	30%	25.5	25.5	24.0	28.5	22.5	27.0	25.5
Network	10%	10.0	9.0	9.0	9.0	10.0	9.0	9.0
Employee Brand Perception	10%	10.0	9.0	9.0	9.0	9.0	9.0	8.5
Weighted Score	100%	94.3	89.8	84.5	94.0	90.3	91.3	86.8

Insert Rating on a 100 Point Scale for Each Category	VSP	Cigna	Delta Dental of MO	EyeMed	MetLife	Superior Vision	UHC
Capabilities/Services Provided	100	95	80	95	100	90	90
Ease of Administration (Service Experience/Support)	95	90	90	95	95	95	85
Price & Multi-Year Rate Guarantees	85	85	80	95	75	90	85
Network	100	90	90	90	100	90	90
Employee Brand Perception	100	90	90	90	90	90	85

Note: Once a funding option is chosen for 1/1/2018, HMA will provide a revised scoring matrix.

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