

Point32Health

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Summary

About the Company	<ul style="list-style-type: none">• Point32Health is a non-profit health and wellbeing company. Cover a broad range of health plans and tools to help people navigate the healthcare landscape easily.• Headquartered in Canton MA but do serve members in all five of the New England states.• Provide commercial, Medicare, Medicaid insurance plan to over 2 mil members, 1.6 mill are• Harvard Pilgrim was grounded in 1969, Tufts health plan founded in 1979• In 2019, both agreed to a merger, new hold various companies including Care Partners, Integra, HPI, MedWatch, and more.
Process	<ul style="list-style-type: none">• <u>Procurement Categories</u><ul style="list-style-type: none">○ Enterprise Wide<ul style="list-style-type: none">▪ HR, Professional Services, Real Estate, Marketing, Translation Services, Travel and Events<ul style="list-style-type: none">• RFP takes 4-6 Months, and contracts are 3-5 years○ IT/Connectivity<ul style="list-style-type: none">▪ Business Applications, IT Staffing, Data Storage & Management, Network. Office Equipment, Laptops & Peripherals, Disaster Recovery, Outsourced IT Services, Network Equipment, IT Security○ Operations<ul style="list-style-type: none">▪ Clinical Innovations, Call Center, Claims, Enrollment, Premium Billing, Risk Adjustment, Payment Integrity• What to Expect<ul style="list-style-type: none">○ Point32Health does have a rigorous vetting process, that may entail assessments and thorough contract negotiations○ Typical activities as part of the onboarding process may include:<ul style="list-style-type: none">▪ Detailed review of services, capabilities and offerings▪ Potential RFX inclusion

	<ul style="list-style-type: none"> ▪ Assessment – Dependent on level of access to information and offerings/services ▪ Negotiations/Agreement Cycle <ul style="list-style-type: none"> • Economic Inclusion and Supplier Diversity Registration Form
<p style="text-align: center;">Best Practices</p>	<ul style="list-style-type: none"> • Remember to be patient in waiting for a response from the Point32Health team. It can take up to two weeks to get a response, the team is taking their time to review your information and to find the correct individual to send you along to. • Maintain quiet persistence. Doing small check-ins, and continued interaction can prove to be beneficial in the long run. But be sure to not be too overbearing when contacting the team for results.
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