

Page from Novation "Bid" Invitation

Due Nov. 5, 2001

"Women-Owned Business Enterprise or "WBE" means a business entity that is owned, operate and controlled by one or more women.

Novation requires that your company have arrangements with, or develop subcontracting arrangements with businesses that qualify as a MBE, HUB or WBE upon Member request. If you currently have arrangements with businesses that qualify, provide the name(s) of the company or companies, contact person(s), address(es), telephone number(s), fax number(s), e-mail address(es) and total dollar amounts with which you are currently doing business. Describe the nature of your relationship(s) with these companies. In addition, please list the States in which your arrangement(s) with these companies meet established state guidelines for minority relationships.

Does your business have a goal with respect to your suppliers or sub-contractors to work with minority-and/or women-owned businesses? If so, what is your goal? What is your definition of Historically Underutilized Business? What is your business' historically underutilized business policy?

- 6. Given the minimum requirements on page seven (7), what do you propose as a fee for Novation contracted products?

Given the minimum requirements on page seven (7), what do you propose as a fee for Hot List (Novation non-contract) products?

Given the minimum requirements on page seven (7), what do you propose as a fee for non-Hot List, non-Novation contracted products?

Do you propose any alternative or additional fee structures?

Please indicate if you would be willing to enhance the fee paid to Novation. What conditions would need to exist for any enhancements? Please complete a separate Exhibit Y for each scenario and define the conditions that would apply to each proposal. Also, bidders are encouraged to propose an additional fee that would be paid to Novation at the commencement of the Long term care Distribution Agreement to compensate Novation for its services provided in connection with the launch of the Long term care Distribution Program and member open enrollment.

Does your company have the ability to service customers located outside the continental United States? Hawaii? Alaska? Puerto Rico? If yes, please describe your service capabilities.

Novation presently serves VHA, HPPI and UHC long term care members in Hawaii and Alaska. Should your company have the ability to serve these states, is your bid pricing the same for these two states?

- 7. Exhibit F of the Authorized Distribution Agreement provides a cost plus mark up based on Novation contracted and non-contracted products. Each bidder must respond according to the instructions of the ITB and submit a cost plus mark-up pricing structure according to the Novation-defined categories in Exhibit F.

What is your proposed mark-up on the Hot List and all Novation contracted products?

App from Novation
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Do your business have a goal with respect to your suppliers or sub-contractors to work with minority and/or women-owned businesses? If so, what is your goal? What is your definition of minority and/or women-owned businesses? What is your business' minority relationship business policy?

6. Give the minimum requirements on page seven (7) what do your program as a for the following contracted products?

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The you business may alternative or additional for products.

Please indicate if you would be willing to entrust the fee paid to Novation. What conditions would need to exist for any arrangements? Please complete a separate Exhibit Y for each contract and define the conditions that would apply to each program. Also, indicate any enclosures to provide an additional fee that would be paid to Novation at the completion of the program case. Distribution Agreement to complete Novation for its services provided in connection with the launch of the large scale case Distribution Program and network open enrollment.

Does your company have the ability to service customers located outside the continental United States? Hawaii? Alaska? Puerto Rico? If yes, please describe your service capabilities.

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What is your proposed mark-up on the Hot List and all Novation contracted products?