



1. The administrative expenses paid to the Medicaid managed care health plan.
 - a. 2018: Admin Revenue - \$148,793,351.17 BEP Goal: \$29,758,670.23
 - b. 2019: Admin Revenue - \$211,872,362.43 BEP Goal: \$42,374,472.49
* Please note these totals are presented in calendar year by the health plan. Note the fiscal year goal provided by HFS and Milliman is approximately 39 Million
2. The amount of money the Medicaid managed care health plan has spent with Business Enterprise Program certified businesses.
 - a. 2018 - \$9,611,448.67 (*Does not include Harmony BEP spend)
 - b. 2019 - \$15,559,231.74
 - c. 2020 - \$5,256,152.55
 - i. \$2,793,971.21 (Jan) + \$1,223,326.79 (Feb) + \$1,238,864.55 (March)
3. The amount of money the Medicaid managed care health plan has spent with minority-owned and women-owned businesses that are certified by other agencies or private organizations.
 - a. In 2018 and 2019, Meridian made approximately \$58M in payments to diverse suppliers with known certifications on file. Please note that Meridian may have vendors in its pool with no known certification on file, but might qualify with other agencies or private organizations.
4. The amount of money the Medicaid managed care health plan has spent with not-for-profit community-based organizations serving predominantly minority communities, as defined by the Department.
 - a. 2018 – \$196,559 (Meridian)
 - i. \$180,500 – Market: \$130,500, Corporate: \$50,000 (Harmony/WellCare)
 - b. 2019 - \$461,001 – Market: \$406,011, Corporate: \$55,000
5. The proportion of minorities, people with disabilities, and women that make up the staff of the Medicaid managed care health plan.
 - i. Meridian has to rely heavily on its Human Resources department to provide the detail on this request. With the current crisis of COVID-19 this department has had a major shift in focus and is under high strain. We will provide the requested organizational detail ASAP. Until then the below statement provided from Centene offers some insight into our structure from a high level.
 - Women represent 75 percent of our employees, 64 percent of employees in supervisory positions, and more than 30 percent of our executive team. More than 50 percent of our total workforce identify as people of color, including nearly 40 percent of our company’s leadership
<https://www.centene.com/who-we-are/diversity-and-inclusion.html>
6. Recommendations for increasing expenditures with minority-owned and women-owned businesses.



- a. Centene has hired a Corporate Director of Supplier Diversity, they will be partnering with the Illinois Market to assist with the BEP initiative.
 - b. Currently engaged in a review of all Illinois' vendor spend to determine areas of opportunity
 - c. Continuous rapport with known BEP businesses to assess scopes and scalabilities
 - d. Engaging with a BEP certified consultant to implement industry wide best practices on supplier diversity
 - e. Implementing a flow down BEP requirement to all primary contracted vendors
7. A list of the types of services to which the Medicaid managed care health plan is contemplating adding new vendors.
- a. Meridian is currently engaged in a review of all Illinois' vendor spend to determine areas of opportunity for BEP vendors. Please see our areas of focus below:
 - i. IHH
 - ii. Telehealth
 - iii. SMS (texting)
 - iv. Care Management Solutions
8. The certifications the Medicaid managed care health plan accepts for minority-owned and women-owned businesses.
- a. Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Disadvantage Business Enterprise (DBE), Small Business Enterprise (SBE), a complete list can be found at <https://www.centene.com/who-we-are/diversity-and-inclusion/supplier-diversity.html>
9. The point of contact for potential vendors seeking to do business with the Medicaid managed care health plan.
- a. Primary Contact: Supplier.Diversity@mhplan.com
 - b. Website: <https://corp.mhplan.com/en/supplier-diversity/>
 - c. Eric Johns – Email: eric.johns@mhplan.com Phone: (312) 705-6850
 - d. Darryl Jessup – Email: Darryl.jessup@mhplan.com Phone: (313) 293-3123