SOUTHEAST ZONE PAGE

\$35.30 IS THE	THE OVERALL	THE SMALL	COMPANY	INDICATE	THE PERCENTAGE OF THE
ESTIMATED	DOLLAR	DIVERSE	NAME OF	BSBO-	DISADVANTAGED
ADMINISTRATIVE	COMMITMENT	COMMITMENT	SMALL DIVERSE	VERIFIED	BUSINESS COMMITMENT
PMPM AMOUNT	TO <u>ALL</u> SMALL	AS A	BUSINESS	MINORITY	WHICH EACH SPECIFIC
FOR THE	DIVERSE	PERCENTAGE OF		WOMEN,	COMMITMENT
HEALTHCHOICES	BUSINESSES	TOTAL		VETERAN	REPRESENTS. [<i>NOTE THAT</i>
ZONES.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE
USE THIS	PER-MONTH			DISABLED	BUSINESSES MUST EQUAL THE
AMOUNT FOR	(PMPM)			VETERAN-	PERCENTAGE OF THE SMALL
REFERENCE	AMOUNT FOR			OWNED	DIVERSE BUSINESS
WHEN	THE ZONE			BUSINESS	COMMITMENT TO ALL SMALL
DETERMINING					DIVERSE BUSINESSES IN THE
THEIR OVERALL					ZONE]
AND SPECIFIC					
PMPM					
COMMITMENTS					
TO SMALL					
DIVERSE					
BUSINESSES.					

SOUTHWEST ZONE PAGE

\$35.30 IS THE	THE OVERALL	THE SMALL	COMPANY	INDICATE	THE PERCENTAGE OF THE
ESTIMATED	DOLLAR	DIVERSE	NAME OF	BSBO-	DISADVANTAGED
ADMINISTRATIVE	COMMITMENT	COMMITMENT	SMALL DIVERSE	VERIFIED	BUSINESS COMMITMENT
PMPM AMOUNT	TO <u>ALL</u> SMALL	AS A	BUSINESS	MINORITY	WHICH EACH SPECIFIC
FOR THE	DIVERSE	PERCENTAGE OF		WOMEN,	COMMITMENT
HEALTHCHOICES	BUSINESSES	TOTAL		VETERAN	REPRESENTS. [<i>NOTE THAT</i>
ZONES.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE
USE THIS	PER-MONTH			DISABLED	BUSINESSES MUST EQUAL THE
AMOUNT FOR	(PMPM)			VETERAN-	PERCENTAGE OF THE SMALL
REFERENCE	AMOUNT FOR			OWNED	DIVERSE BUSINESS
WHEN	THE ZONE			BUSINESS	COMMITMENT TO ALL SMALL
DETERMINING					DIVERSE BUSINESSES IN THE
THEIR OVERALL					
AND SPECIFIC					
PMPM					
COMMITMENTS					
TO SMALL					
DIVERSE					
BUSINESSES.					

NORTHEAST ZONE PAGE

\$35.30 IS THE	THE OVERALL	THE SMALL	COMPANY	INDICATE	THE PERCENTAGE OF THE
ESTIMATED	DOLLAR	DIVERSE	NAME OF	BSBO-	DISADVANTAGED
ADMINISTRATIVE	COMMITMENT	COMMITMENT	SMALL DIVERSE	VERIFIED	BUSINESS COMMITMENT
PMPM AMOUNT	TO <u>ALL</u> SMALL	AS A	BUSINESS	MINORITY	WHICH EACH SPECIFIC
FOR THE	DIVERSE	PERCENTAGE OF		WOMEN,	COMMITMENT
HEALTHCHOICES	BUSINESSES	TOTAL		VETERAN	REPRESENTS. [<i>NOTE THAT</i>
ZONES.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE
USE THIS	PER-MONTH			DISABLED	BUSINESSES MUST EQUAL THE
AMOUNT FOR	(PMPM)			VETERAN-	PERCENTAGE OF THE SMALL
REFERENCE	AMOUNT FOR			OWNED	DIVERSE BUSINESS
WHEN	THE ZONE			BUSINESS	COMMITMENT TO ALL SMALL
DETERMINING					DIVERSE BUSINESSES IN THE
THEIR OVERALL					
AND SPECIFIC					
PMPM					
COMMITMENTS					
TO SMALL					
DIVERSE					
BUSINESSES.					

NORTHWEST ZONE PAGE

\$35.30 IS THE	THE OVERALL	THE SMALL	COMPANY	INDICATE	THE PERCENTAGE OF THE
ESTIMATED	DOLLAR	DIVERSE	NAME OF	BSBO-	DISADVANTAGED
ADMINISTRATIVE	COMMITMENT	COMMITMENT	SMALL DIVERSE	VERIFIED	BUSINESS COMMITMENT
PMPM AMOUNT	TO <u>ALL</u> SMALL	AS A	BUSINESS	MINORITY	WHICH EACH SPECIFIC
FOR THE	DIVERSE	PERCENTAGE OF		WOMEN,	COMMITMENT
HEALTHCHOICES	BUSINESSES	TOTAL		VETERAN	REPRESENTS. [<i>NOTE THAT</i>
ZONES.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE
USE THIS	PER-MONTH			DISABLED	BUSINESSES MUST EQUAL THE
AMOUNT FOR	(PMPM)			VETERAN-	PERCENTAGE OF THE SMALL
REFERENCE	AMOUNT FOR			OWNED	DIVERSE BUSINESS
WHEN	THE ZONE			BUSINESS	COMMITMENT TO ALL SMALL
DETERMINING					DIVERSE BUSINESSES IN THE
THEIR OVERALL					ZONE]
AND SPECIFIC					
PMPM					
COMMITMENTS					
TO SMALL					
DIVERSE					
BUSINESSES.					

LEHIGH/CAPITAL ZONE PAGE

\$35.30 IS THE	THE OVERALL	THE SMALL	COMPANY	INDICATE	THE PERCENTAGE OF THE
ESTIMATED	DOLLAR	DIVERSE	NAME OF	BSBO-	DISADVANTAGED
ADMINISTRATIVE	COMMITMENT	COMMITMENT	SMALL DIVERSE	VERIFIED	BUSINESS COMMITMENT
PMPM AMOUNT	TO <u>ALL</u> SMALL	AS A	BUSINESS	MINORITY	WHICH EACH SPECIFIC
FOR THE	DIVERSE	PERCENTAGE OF		WOMEN,	COMMITMENT
HEALTHCHOICES	BUSINESSES	TOTAL		VETERAN	REPRESENTS. [<i>NOTE THAT</i>
ZONES.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE
USE THIS	PER-MONTH			DISABLED	BUSINESSES MUST EQUAL THE
AMOUNT FOR	(PMPM)			VETERAN-	PERCENTAGE OF THE SMALL
REFERENCE	AMOUNT FOR			OWNED	DIVERSE BUSINESS
WHEN	THE ZONE			BUSINESS	COMMITMENT TO ALL SMALL
DETERMINING					DIVERSE BUSINESSES IN THE
THEIR OVERALL					ZONE]
AND SPECIFIC					
PMPM					
COMMITMENTS					
TO SMALL					
DIVERSE					
BUSINESSES.					

EXAMPLE PAGE

HMO "XYZ"

NORTHWEST ZONE

\$35.30 IS THE ESTIMATED ADMINISTRATIVE PMPM AMOUNT FOR THE HEALTHCHOICES ZONES. OFFERERS MAY USE THIS AMOUNT FOR REFERENCE WHEN DETERMINING THEIR OVERALL AND SPECIFIC	THE OVERALL DOLLAR COMMITMENT TO <u>ALL</u> SMALL DIVERSE BUSINESSES EXPRESSED AS A PER-MEMBER- PER-MONTH (PMPM) AMOUNT FOR THE ZONE	THE SMALL DIVERSE COMMITMENT AS A PERCENTAGE OF TOTAL ADMINISTRATIVE PMPM	COMPANY NAME OF SMALL DIVERSE BUSINESS	INDICATE BSBO- VERIFIED MINORITY WOMEN, VETERAN OR SERVICE DISABLED VETERAN- OWNED BUSINESS	THE PERCENTAGE OF THE DISADVANTAGED BUSINESS COMMITMENT WHICH EACH SPECIFIC COMMITMENT REPRESENTS. [NOTE THAT THE SUM OF ALL THE SPECIFIC PERCENTAGE COMMITMENTS TO INDIVIDUAL SMALL DIVERSE BUSINESSES MUST EQUAL THE PERCENTAGE OF THE SMALL DIVERSE BUSINESS COMMITMENT TO ALL SMALL DIVERSE BUSINESSES IN THE ZONE]
PMPM COMMITMENTS TO SMALL			Deer & Grouse Associates	Disabled Veteran- Owned Business	5.1%
DIVERSE BUSINESSES.			Endless Mountains Associates	Minority- Owned Business	1.1%