SOUTHEAST ZONE PAGE

¢20 02 IC TUE	THE OVERALL	THE CNAME	CONADANIV	INDICATE	THE DEDCEMENCE OF THE
\$38.83 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. [NOTE THAT
SE ZONE.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS
USE THIS	PER-MONTH			DISABLED	TO INDIVIDUAL SMALL DIVERSE
AMOUNT FOR	(PMPM)			VETERAN-	BUSINESSES MUST EQUAL THE 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

\$33.61 IS THE ESTIMATED ADMINISTRATIVE PMPM AMOUNT FOR THE HEALTHCHOICES SW ZONE. OFFERERS MAY USE THIS AMOUNT FOR REFERENCE WHEN DETERMINING THEIR OVERALL AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE BUSINESSES.	THE OVERALL DOLLAR COMMITMENT TO ALL 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]

NORTHEAST ZONE PAGE

				1	
\$32.75 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. [NOTE THAT
NE ZONE.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS
USE THIS	PER-MONTH			DISABLED	TO INDIVIDUAL SMALL DIVERSE 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
THEIR OVERALL					20/42]
AND SPECIFIC					
AND SPECIFIC					
AND SPECIFIC PMPM					
AND SPECIFIC PMPM COMMITMENTS					
AND SPECIFIC PMPM COMMITMENTS TO SMALL					
AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE					
AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE					
AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE					
AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE					
AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE					

NORTHWEST ZONE PAGE

\$32.34 IS THE ESTIMATED ADMINISTRATIVE PMPM AMOUNT FOR THE HEALTHCHOICES NW ZONE. OFFERERS MAY USE THIS AMOUNT FOR REFERENCE WHEN DETERMINING	THE OVERALL DOLLAR COMMITMENT TO ALL 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
THEIR OVERALL AND SPECIFIC PMPM COMMITMENTS TO SMALL DIVERSE BUSINESSES.					ZONE

LEHIGH/CAPITAL ZONE PAGE

622.74 IC THE	THE OVERALL	THE CNAME	CONADANIV	INDICATE	THE DEDCEMENCE OF THE
\$33.71 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. [NOTE THAT
L/C ZONE.	EXPRESSED AS A	ADMINISTRATIVE		OR	THE SUM OF ALL THE SPECIFIC
OFFERERS MAY	PER-MEMBER-	PMPM		SERVICE	PERCENTAGE COMMITMENTS
USE THIS	PER-MONTH			DISABLED	TO INDIVIDUAL SMALL DIVERSE
AMOUNT FOR	(PMPM)			VETERAN-	BUSINESSES MUST EQUAL THE 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

OFFERERS MAY USE THIS AMOUNT FOR REFERENCE WHEN DETERMINING THEIR OVERALL AND SPECIFIC PMPM COMMITMENTS TO SMALL	PER-MEMBER-PER-MONTH (PMPM) AMOUNT FOR THE ZONE	7.1%	Deer & Grouse Associates	SERVICE DISABLED VETERAN- OWNED BUSINESS Disabled Veteran- Owned Business	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 5.1%
DIVERSE BUSINESSES.			Endless Mountains Associates	Minority- Owned Business	1.1%