



Advantage Dental Services, LLC
The Advantage Community

April 2, 2012

Letter of Intent
Section 4.2.3, RFA #3402

This is the official Letter of Intent from Advantage Dental Services, LLC, Greater Oregon Behavioral Health (“GOBHI”), and Pacific Source as the Sponsor for Columbia Gorge Health Alliance (“CGHA”), the Applicant, to apply under Section 4.2.3 of the RFA # 3402.

1. What is Applicant’s Legal Entity name, Oregon headquarters location, and key contact person?

The proposed applicant will be the Columbia Gorge Health Alliance, to be formed as a Legal Entity as defined in the RFA prior to the submission of the RFA Application. The preliminary headquarters of Columbia Gorge Health Alliance is expected to be in Bend, Oregon. The key contact person is R. Michael Shirtcliff, DMD, President of Advantage Dental Services, LLC at 442 SW Umatilla Ave, Suite 200, Redmond, Oregon 97756. Dr. Shirtcliff can be reached by phone at (541) 504-3913, or by email at mikes@advantagedental.com. An alternative contact person is Tamara Kessler, General Counsel of Advantage Dental Services, LLC at 442 SW Umatilla Ave, Ste 200, Redmond, Oregon 97756. Ms. Kessler can be reached by phone at (541) 504-3977 or by email at tamarak@advantagedental.com.

2. What is the Applicant’s desired service are by county or zip code?

CGHA desires to provide health care services to all the residents in the following four counties: (1) Hood River; (2) Wasco; (3) Gilliam and (4) Sherman.

3. Who are the Applicant’s key potential Affiliates or sponsoring organizations, if known?

It is anticipated that at the time of the Readiness Document Review described in Section 6.7, CGHA will be governed by representatives that constitute the major components of the health care delivery system and will satisfy the governance structure set forth in ORS 414.625(1)(o).





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- 4. What is the Applicant's desired member capacity? If the Applicant desires to have no limit on capacity, so state.**

CGHA plans to cover all the population of the residents in the four counties listed above and desires to have no limit on capacity for those areas.

- 5. Does the Applicant, or an Affiliate or an intended subcontractor of the Applicant, have a contract with the Oregon Health Authority as a Medicaid managed care organization (MCO)? If so, does applicant expect that contract to be terminated immediately before the effective date of Applicant's CCO Contract?**

It is anticipated that Advantage Dental Services, LLC, Greater Oregon Behavioral Health ("GOBHI"), and Pacific Source will each be a part of CGHA's governance and delivery system. Advantage Dental Services, LLC and GOBHI are both MCOs with long and successful experience with managed care contracts with the Oregon Health Authority. It is anticipated that those contracts would expire upon execution of a new CCO Contract.

- 6. Is the Applicant, or an Affiliate or intended subcontractor of the Applicant, licensed or expected to be licensed as an insurer (including health care service contractor) with the Oregon Insurance Division?**

PacificSource is licensed as an insurer with the Oregon Insurance Division. Advantage Dental Plan, Inc., an affiliate, is also licensed as an insurer with the Oregon Insurance Division.

- 7. Does the Applicant, or an Affiliate or an intended subcontractor of the Applicant, have or expect to have a contract as a Medicare Advantage Plan with the Center for Medicare and Medicaid Services (CMS)?**

PacificSource has or expects to have a contract as a Medicare Advantage Plan with the Center for Medicare and Medicaid Services.

- 8. Attachment 3 describes four possible Applicant timelines in 2012. Which due date does the Applicant elect for submitting its Technical and Financial Applications?**

It is anticipated that CGHA will file its Technical and Financial Applications on the April 30/May 14 deadlines.





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9. Does the Applicant intend to submit a Medicare Notice of Intent to Apply to CMS? If so, please provide a copy to OHA.

CGHA and PacificSource desire to have the three-way contract with the state, effective at the earliest possible date.

CGHA acknowledges that this Letter of Intent is non-binding, except that OHA will consider this Letter of Intent to remain in effect and OHA may rely on it until CGHA changes or withdraws it in accordance with the RFA. CGHA will submit its Technical and Financial Applications on the dates set forth in this Letter of Intent to Apply, unless CGHA submits to OHA changes to this Letter of Intent to Apply. CGHA understands this Letter of Intent to Apply will be made public.

Sincerely,

R. Michael Shirtcliff, DMD
President of Advantage Dental Services, LLC (Applicant's Sponsor)
Columbia Gorge Health Alliance (to be formed)

