



2021 Annual Business Enterprise Program Report

Executive Summary

In accordance to with 305 ILCS 5/5-30.1, Managed care reports; minority-owned and women-owned businesses, please see the 2021 BEP annual report executive summary, which covers BEP spend for Fiscal Year 2020 (FY20; 7/1/2019-6/30/2020) and Calendar Year 2020 (CY20; 1/1/2020-12/31/2020).

HFS establishes official BEP spend targets for all MCO's on a Fiscal Year basis. All MCO's operate to this goal and timeframe set forth by the state. Calendar Year data is included in this summary at the request of HFS.

The administrative expenses paid to the Medicaid managed care health plan

- FY20: \$118,558,773
- CY20: \$146,286,574

The amount of money the Medicaid managed care health plan has spent with Business Enterprise Program certified businesses.

- FY20: \$24,124,377
- CY20: \$24,781,042

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.

At this time, all diverse vendors utilized by Aetna Better Health of Illinois have certifications that are recognized by CMS.

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.

- FY20: \$29,808,305
- CY20: \$20,075,102

The proportion of minorities, people with disabilities, and women that make up the staff of the Medicaid managed care health plan.

February 2021 figures based are on 1,668 employees. Employee disability demographics are considered volunteered information and volunteered data does not provide an accurate breakout on this demographic.

Employee Gender	Number of Employees	Percentage
Female	1335	80%
Male	332	20%
Not Specified	1	>1%

Employee Ethnicity	Number of Employees	Percentage
American Indian/Alaska Native	12	>1%

Asian	61	3%
Black/African American	545	33%
Hispanic/Latino	287	17%
Native Hawaiian/Other Pacific Islander	3	>1%
Not Specified	1	>1%
Two or More Races	59	2%
White	700	42%

Employees with a Disability	Number of Employees	Percentage
No Disability	1539	92%
Not Specified	50	3%
Disability	79	5%

Recommendations for increasing expenditures with minority-owned and women-owned businesses.

- Establish Tier 2 diversity subcontracting goals with existing Tier 1 prime vendors.
- Reposition BEP vendors for first use where possible
- Encourage BEP eligible provider offices to obtain CMS BEP certification
- Create strategic partnerships with existing key BEP vendors and pursue incremental growth with new BEP vendors
- Expand Aetna Better Health of Illinois' existing supplier base by leveraging CVS Health's status as a member of the Billion Dollar Roundtable with respect to BEP spend

A list of the types of services to which the Medicaid managed care health plan is contemplating adding new vendors.

- Business Consulting
- Community Outreach
- Healthcare Providers
- Marketing and Promotions
- Non-Emergent Medical Transportation
- Print Services

The certifications the Medicaid managed care health plan accepts for minority-owned and women-owned businesses.

Aetna Better Health of Illinois recognizes the below certifications as diverse suppliers. An “*” indicates BEP Certifications.

- Minority -and- Minority Women-Owned Enterprises (M/WBEs)*
- Female Owned Business (FBE)*
- Persons with Disability Owned Business (PBE)*
- Sheltered Workshops (SWS)*
- Veteran and Served Disabled Veteran Business Enterprises (V/SDVBEs)
- Small Business Enterprises (SBEs)
- Small Disadvantaged Business Enterprises (SDBE's)
- Disability Owned Business Enterprises (DOBE)
- Disadvantaged Business Enterprises (DBEs)
- Lesbian, Gay, Bisexual and/ or Transgender Business Enterprises (LGBTBEs)

The point of contact for potential vendors seeking to do business with the Medicaid managed care health plan.

For questions regarding the Aetna Better Health of Illinois Supplier Diversity Program, or potential business opportunities, please reach out to the our Supplier Diversity Team at: ABHILSupplierDiversity@Aetna.com.