



Agenda Report Form

Open Session Item

**SUBJECT:** Contract Awards (PUR-1522) – Group Health Insurance – Medical, Prescription, Care Management/Wellness, Dental, Vision Coverage

**PRESENTATION DATE:** March 22, 2022

**PRESENTATION BY:** Rick F. Curry, Director of Purchasing; Liz Logsdon, Account Executive and Matt Wing, Business Unit President with the County’s consultant, CBIZ Benefits & Insurance Services, Inc.

**RECOMMENDED MOTION:** Move to award County employee health insurance coverage contracts to the responsive, responsible proposers per the proposal of each in response to RFP No. PUR-1522 as follows: Aetna Life Insurance Company – Hartford, CT (*incumbent*) – *Medical/Care Management/Wellness*; Employers Health/CVS Caremark – Canton, OH (*incumbent*) – *Prescription Drug Coverage*; Delta Dental of Pennsylvania (*incumbent*) - Mechanicsburg, PA – *Dental Coverage*; and EyeMed – Mason, OH – *Vision Coverage*, as unanimously recommended by the Coordinating Committee.

**REPORT-IN-BRIEF:** The Request for Proposal (RFP) was advertised on the State’s “eMaryland Marketplace Advantage” web site, on the County’s web site, and in the local newspaper. Sixteen (16) firms executed a *Limited Data Set Date Use Agreement* in accordance with HIPPA requirements to electronically access the RFP document. Twelve (12) firms were represented at the pre-proposal conference/teleconference.

Proposals were received on December 10, 2022 from nine (9) companies to provide one or more of the various coverages outlined herein. The Coordinating Committee met on February 11, 2022 to review each firm’s Qualifications & Experience/Technical Proposal. Price Proposals of the companies determined to be responsive were opened. The Committee then met on February 4 to review Price Proposals. The Committee also met on February 24 and 28 and March 4 for providers’ presentations/interviews and further evaluation/clarifications of finalists’ proposals. Subsequently, a teleconference was held on March 10 between the Committee and the consultant to finalize its recommendations.

The Coordinating Committee was comprised of the County Administrator (Chairman), Director of Purchasing, Interim Director of Health and Human Services, County Benefits Coordinator (non- voting) Brandi Naugle (County Buyer, non-voting) and Assistant County Attorney. Consultants for the procurement are Steve Dillman, Beckie Lewis, and Liz Logsdon, from CBIZ Benefits & Insurance Services, Inc.

**DISCUSSION:** N/A

**FISCAL IMPACT:** The preliminary projected amount budgeted in FY’ 2023 is \$16,450,060.

**CONCURRENCES:** As recommended by the unanimous decision of the Coordinating Committee.

**ALTERNATIVES:** N/A

**ATTACHMENTS:** The attached Summary will be reviewed and discussed in detail by the County’s consultant at the meeting.

**AUDIO/VISUAL NEEDS:** Power Point Presentation by CBIZ representatives.