



COORDINATING COMMITTEE

PUR-1683
ADDENDUM NO. 3

REQUEST FOR PROPOSALS REGARDING
QUALIFICATIONS & EXPERIENCE/TECHNICAL PROPOSALS
AND PRICE PROPOSALS FOR
A WORKERS' COMPENSATION THIRD PARTY ADMINISTRATOR

DATE: Tuesday April 30, 2024

PROPOSALS DUE: Wednesday, May 8, 2024
4:00 P.M.(EDT/EST)

To Bidders:

This Addendum is hereby made a part of the Contract Documents on which all bids will be based and is issued to correct and clarify the original documents.

Please acknowledge receipt of this Addendum at the appropriate space on the Bid Document. This Addendum consists of three (3) pages and two (2) attachments.

NOTE: All Bidders must enter the Washington County Administration Complex through either the front door at the 100 West Washington Street entrance or through the rear entrance (w/blue canopy roof) which is handicap accessible and must use the elevator to access the Purchasing Department to submit their bid and/or to attend the Pre-Bid Conference. Alternate routes are controlled by a door access system. The general public will be subject to wand search and will be required to remove any unauthorized items from the building prior to entry. Prohibited items include but are not limited to: Weapons of any type; Firearms, ammunition, and explosive devices; Cutting instruments of any type - including knives, scissors, box cutters, work tools, knitting needles, or anything with a cutting edge, etc.; Pepper spray, mace, or any other chemical defense sprays; and Illegal substances.

ITEM NO. 1: *Inquiry:* Would you please be able to send me a pre-bid attendance sheet?

Response: Please see Attachment A to this addendum.

ITEM NO. 2: *Inquiry:* Who is the current vendor providing workers' compensation claims services?

Response: Davies Company is the current vendor providing claim services.

ITEM NO. 3: *Inquiry:* What is the current pricing structure? Is it lump sum or per claim? Is there a per bill and percentage of medical savings charged?

Response: Part 1 of Item No. 3 herein: Invoice per contract each month

Response: Lump sum, no bill review, or medical savings charges.

ITEM NO. 4: Inquiry: Concerning medical loss payments, can you please provide the number of medical bills reviewed, charged amount, PPO savings amount, and paid amount for the prior three years?

Response: Please see Attachment B to this addendum.

ITEM NO. 5: Inquiry: Are there any formal requirements for the use of a Disadvantaged Business Enterprise?

Response: There are no formal requirements for Disadvantaged Business Enterprise.

ITEM NO. 6: Inquiry: With regard to medical bill review for each year of the past five (5) claims years, could you please provide how many bills were reviewed in each claim year, the amount of medical bill review savings for each claim year and the total medical charges for each claim year? If possible can you include what was Fee Schedule savings and what savings were above fee schedule?

Response: Please see Attachment C to this addendum.

ITEM NO. 7: Inquiry: What are some key objectives, goals, or areas of opportunity you seek to achieve through your Workers' Compensation TPA partnership?

Response: To achieve great customer satisfaction with injured employees, cost containment of claims, professional management of claims at all levels.

ITEM NO. 8: Inquiry: Does your current TPA partner charge a fee related to any subrogation recovery?

Response: No, there are no fees related to any subrogation recovery.

ITEM NO. 9: Inquiry: Please provide the contract currently in place with your TPA relationship and an amendments made since that contract was last awarded

Response: The County is not willing to share our current contract during the RFP process. This would only be provided by completing a formal PIA request.

ITEM NO. 10: Inquiry: Please share any key performance indicators (KPIs) you use to measure the overall success of your program today

Response: Timely initial contacts, timely payments, timely hearing preparations, and accurate reserving practices.

ITEM NO. 11: *Inquiry:* Would Washington County be willing to share any actuarial reports related to expected loss incurred vs. actual loss incurred to measure the success of your current program?

Response: Please refer to Item No. 6 above.

ITEM NO. 12: *Inquiry:* How do you use data analytics in meeting your cost containment goals and objectives today?

Response: This is reviewed at quarterly claim review. Looking at the claim reserves, cost control measures, goals and objectives going forward.

ITEM NO. 13: *Inquiry:* Does the Washington County have a list of approved vendors that it uses to provide ancillary services including but not limited to nurse case management services, surveillance, vocational rehabilitation, medical bill repricing, prescription benefit management, or Medicare set-aside filing? If so, please provide a list of approved or preferred vendors?

Response: This is always decided on a case-by-case basis with the Safety Administrator.

ITEM NO. 14: *Inquiry:* Would Washington County please provide a one year check register for 2023 payment?

Response: This information is not currently available.

ITEM NO. 15: *Inquiry:* Does your current TPA partner provide formal risk control services and recommendations as part of their current contract? Would the county be open to risk control solutions to help mitigate and prevent claims as part of this contract?

Response: Not currently, the County is using risk management services by insurance provider.

ITEM NO. 16: *Inquiry:* Please describe Washington County's current return to work program process?

Response: Light duty as soon as possible in each of our work locations. This is coordinated by the Safety Administrator.

By Authority of:



Rick F. Curry, CPPO
Director of Purchasing

Pre-Proposal Conference / Teleconference

ATTACHMENT A

PUR-1683 A WORKERS' COMPENSATION THIRD PARTY ADMINISTRATOR

Representative's Name/E-mail (please print)	Company / County Dept.	Address City, State, Zip	Phone / Fax
Name Rick Curry e-mail rcurry@washco-md.net	Washington County Purchasing Department	100 West Washington Street, Rm. 3200 Hagerstown, MD 21740	P: 240-313-2330 F: 240-313-2331
Name Hannah Rigel e-mail hrigel@auroracm.com	Aurora Case Management	P.O. Box 1557 Lancaster, PA 17608	888-317- 9743
Name Brian Herring e-mail brian.herring@bwood.com	Brentwood Services Administrators, Inc	PO Box 1949 Brentwood, TN 37024	443-850- 9656 615-263-1338
Name Dana Book e-mail dana.l.book@lmxmed.com	Leidos	1432 Underness Drive Mechanicsburg PA 17050	717-503- 8391
Name Nancy O'Neill e-mail noneill@rcmd.com	STISCO	555 Fairmont Ave. Towson, MD 21286	443-901- 2540
Name Jennifer Keefe e-mail jkeefe@strategies.com	Innovative Claims Strategies	30 Knightsbridge Road Suite 525 Piscataway, NJ 08854	570-441- 2211
Name Elizabeth Bond e-mail ebond@exam-partners.com	Exam Partners	2945 Emmorton Rd Ste 267 Abingdon, MD 21009	443-632 8912
Name Robert Witterholt e-mail rwitterholte@ISCR rehab.co	Leidos Nurse Case Management	1700 Paoli Pike Malvern, PA 19355	239-784- 8999
Name CHRIS BULLICK e-mail cbullick@ercrtpa.com	CRK	323 S. PITNEY RD GALLOWAY NJ 08205	484 477-9075

Pre-Proposal Conference / Teleconference

PUR-1683 A WORKERS' COMPENSATION THIRD PARTY ADMINISTRATOR

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Name Frank Young			
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