

ITEMS REQUIRING BOCC APPROVAL

May 16, 2024

(3 Items)

1. EMPLOYEE MEDICAL AND PHARMACY BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 25 vendors)

RFP #24-0019 Contract

	United HealthCare Services, Inc.	Aetna Life Insurance Company	Blue Cross Blue Shield of Kansas	EBMS	Luminare Health (Carved-In Aetna Network)	Luminare Health (Carved-In Provid's Network)
Carrier Administrative Services Only (Self-Funded)*						
Carrier Fees						
Administrative Fee Rate (PEPM)	\$0.73	\$34.77	\$7.90	N/A	N/A	N/A
Estimated Total Administrative Fee	\$21,321.84	\$1,014,310.00	\$230,459.00	N/A	N/A	N/A
\$500,000.00 Specific Stop Loss Premium ⁽³⁾	\$1,307,963.45	\$1,307,963.45	\$1,307,963.45	N/A	N/A	N/A
Carrier Fees Subtotal⁽¹⁾	\$1,329,285.29	\$2,322,273.45	\$1,538,422.45	N/A	N/A	N/A
County's Responsibility						
Expected Med/Rx Claims	\$40,179,627.64	\$40,577,415.19	\$40,826,196.12	N/A	N/A	N/A
Estimated Rebates ⁽⁴⁾	-\$4,386,905.00	-\$4,530,000.00	-\$4,676,060.00	N/A	N/A	N/A
County's Responsible Funding Subtotal⁽²⁾	\$35,792,722.64	\$36,047,415.19	\$36,150,136.12	N/A	N/A	N/A
Estimated Total Cost⁽¹⁾⁺⁽²⁾	\$37,122,007.93	\$38,369,688.64	\$37,688,558.57	N/A	N/A	N/A
Third Party Administrator**						
Administrative Fee	N/A	N/A	N/A	\$1,437,304.44	\$1,255,271.16	\$1,163,087.64
No Submission	Allied Health	Cigna Healthcare	Continental Benefits	Humana		

	Liviniti (EBMS)	CVS (Luminare Health)	Liviniti (Luminare Health)	Pro Act Inc.	RxBenefits, Inc. Optum	Capital Rx, LLC	CarelonRx
Pharmacy Benefit Manager Only (Self-Funded)*							
County's Responsibility							
Rx Claims Only ⁽⁵⁾	\$12,599,279.00	\$13,183,113.00	\$12,599,279.00	\$12,885,625.00	\$12,647,864.00	\$12,764,767.00	\$12,949,930.00
Estimated Rebates ⁽⁴⁾	-\$4,204,521.00	-\$4,229,893.00	-\$4,204,521.00	-\$4,715,734.00	-\$5,708,690.00	-\$5,146,742.00	-\$6,214,951.00
Estimated Net Rx Amount	\$8,394,758.00	\$8,953,220.00	\$8,394,758.00	\$8,169,891.00	\$6,939,174.00	\$7,618,025.00	\$6,734,979.00
No Submission	Hart Pharmacy						

⁽¹⁾ Amount to be paid to provider for services provided. Total is based on quoted rates per employee per month (PEPM), and will vary if number of employees differs from assumption. Assumption for all providers is 2,434 participating employees.

⁽²⁾ Amount to be paid by county in addition to carrier fees. Expected claims provided by IMA in Sedgwick County Self-Funded Underwriting Analysis for 2025 and includes 2% claims margin.

⁽³⁾ Stop Loss Premiums are estimated for all options. Renewal is not available until fall 2024.

⁽⁴⁾ Estimated Rebates are a retrospective review of actual pharmacy claims for calendar year 2023.

⁽⁵⁾ Rx claims illustrated are retrospective review of actual pharmacy claims for calendar year 2023 and are not a depiction of Rx costs for 2025 plan year.

On the recommendation of Joe Thomas, on behalf of Human Resources, Brandi Baily moved to **accept the proposal from United HealthCare Services, Inc. (United HealthCare) (self-funded) for a first year cost of \$1,329,285.29 beginning January 1, 2025 for a period of three (3) years with two (2) one (1) year options to renew.** Tim Myers seconded the motion. The motion passed 3 to 4 with Anna Meyerhoff-Cole abstaining from the vote.

A committee comprised of Connie McAfee – HR Benefits Analyst; Cheryl Orme – HR Management Analyst; Sarah Meek – HR Data Analyst; Anna Meyerhoff-Cole - Deputy Chief Human Resources Officer; Kevin Nelson - Deputy Fire Chief; Kathy Wegner – Director of COMCARE Administration; Laura Oblinger – Sheriff’s Office Legal Advisor; Lindsay Poe-Rousseau - Chief Financial Officer; Sheena Schmutz – Chief Human Resources Officer; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria as set forth in the RFP. The committee reviewed all responses, shortlisted, and interviewed Blue Cross Blue Shield of Kansas, United HealthCare, Aetna Life Insurance Company, and CarelonRx.

The committee reviewed options including fully integrated prescription programs or carved out options. The committee unanimously agreed that fully integrated United HealthCare (*self-funded model*) offers the best proposal for the county. The solution presented the best cost savings for the county and its employees. United HealthCare offers a robust care solution with meaningful cost savings and decreased service interruption that will benefit our employees and their dependents.

The recommended carrier offers robust wellness and disease management supported through extensive technology-based applications including mobile apps, web-based programs, wellness coaching, and extensive condition management options which fully supports Sedgwick County's overall philosophy regarding employee health and goals. United HealthCare offered a three (3) year rate cap on the administrative service costs for self-funding, as well as, offered extensive guarantees for operational, service, clinical, and network discounting performance. United HealthCare's offer includes a PPO (preferred provider organization) product that allows easier access to network providers without the need for referrals. Their offering also includes providing a \$100,000.00 annual wellness fund to be used to support initiatives.

United HealthCare is the current provider for these services and has been well received by the county over the past years of their engagement.

Notes:

***Carrier Administrative Services Only (Self-Funded)** - A plan where all administrative services (claims administration, stop-loss, pharmacy benefit management, etc.) are provided by an insurance carrier. The employer pays for claims directly in lieu of premium payments.

****Third Party Administrator (TPA)** - An individual or firm hired by an employer to handle claims processing, pay providers, and manage other functions related to the operation of health insurance. The TPA is neither the policyholder or the insurer. The TPA performs tasks traditionally handled by the company providing the insurance or the employer.

This is a proposal and not a bid. Proposals are based on criteria set forth in the RFP. There are seven (7) components to this RFP.

Criteria	Component	Points
A.	Meeting all proposal requirements and instructions, submitting clear, detailed information and providing all requested documentation	20
B.	Overall cost of solution	15
C.	Ability to manage pharmacy benefits	15
D.	Network access and ability to administer alternative or unique network solutions	15
E.	Account management and service support for both county administrative staff and members of the plan	15
F.	Experience and Qualifications working with government entities	10
G.	Ability to provide cost containment solutions that meet the needs of the county	10
	Total	100

Questions and Answers

Brandi Baily: What's the price change from what we had previously? Did it remain the same or is there an increase/decrease?

Vanessa Keith: So the Administrative Fee for the United HealthCare arrangement is remaining the same as it has been for the last five (5) years at \$0.73 per employee per month.

Brandi Baily: Overall, what was our total annual spend previously?

Vanessa Keith: The total health care spend for 2023 plan year was \$31.7 million in total.

Brandi Baily: So there's a \$6,000,000.00 increase?

Vanessa Keith: That includes claim increases for the year. We're looking at the funding for the plan year, yes. It's \$7,000,000.00 in total.

Lindsay Poe Rousseau: I was a member of the committee. I do think it's important to clarify what we are using. So the county is self-funded. That means we pay the claims but we hire the contract with the company to actually administer the claims for us. What we talk about is a \$6,000,000.00 increase that is really maybe in the total plan spend from just medical and prescription. Remember we are not talking dental, vision, or life insurance. What we are asking for through this RFP is somebody coming and administering our claims because we are self-funded. So it's what Vanessa was speaking to in terms of the admin costs that we pay for them to do this not so much the actual claims spend because that will be based on how we as the county define the plan later in the year.

Brandi Baily: That makes sense.

Russell Leeds: Could you educate me? We have a line for third party administrators and it looks like Humana there's some numbers down there, \$1.4, \$1.2, and \$1.1MM, explain what that is?

Vanessa Keith: A third party administrator is what you partner with at the county to administer the plan like what Lindsay was discussing or laying out. We did have proposals from two (2) other administrators with one being EBMS and the other being Luminare. In the process of scoring, those two (2) proposals were declined as they were not as competitive as the three (3) we interviewed, being Blue Cross Blue Shield, Aetna, and United HealthCare. They did not make it to the final interview process.

Joe Thomas: Rusty, what you are looking at sir, that bottom line, those are the no submissions that included Allied Health, Cigna, Continental, and Humana.

Russell Leeds: EBMS, Luminare Health has two (2) proposals I guess. With N/As across the table, they weren't seemingly responsive to all of the requests in the RFP?

Vanessa Keith: They were responsive. They didn't make it to the final interview process for the administration.

Russell Leeds: They just had a single pricing model.

Vanessa Keith: That was for the administration of the plan was the \$1,437,304.44, \$1,255,271.16, and \$1,163,087.64 respectively.

BOARD OF BIDS AND CONTRACTS MAY 16, 2024

2. ASSESSMENT, TECHNICAL ASSISTANCE AND TRAINING TO CREATE INTEROPERABILITY OF DATA SYSTEMS FOR SEDGWICK COUNTY HEALTH DEPARTMENT – HEALTH DEPARTMENT FUNDING – HEALTH DEPARTMENT
(Request sent to 33 vendors)

RFP #24-0016 Contract

	Dynamic Health IT, Inc.	HLN Consulting, LLC	KMS Healthcare
Assessment, Technical Assistance and Training to Create Interoperability of Data Systems for Sedgwick County Health Department	\$224,275.00	\$223,975.74	\$203,925.00
	My3Tech, Inc.	Patient Centric Solutions, Inc	Ready Computing Government Solutions LLC
Assessment, Technical Assistance and Training to Create Interoperability of Data Systems for Sedgwick County Health Department	\$223,430.00	\$223,684.00	\$184,942.00
		VNB Consulting Services Inc	
Assessment, Technical Assistance and Training to Create Interoperability of Data Systems for Sedgwick County Health Department		\$224,125.00	
No Submission	Firely USA	Helios Software	OSP Labs
		Vention	

On the recommendation of Joe Thomas, on behalf of the Health Department, Anna Meyerhoff-Cole moved to **accept the proposal from HLN Consulting, LLC in the amount of \$223,975.74 for a contract period through December 31, 2025.** Tim Myers seconded the motion. The motion passed unanimously.

A review committee comprised of Chris Steward, Lucretia Burch, Kaylee Hervey, and Blake Strahl - Health Department; Greg Gann - DIT; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria as set forth in the RFP. The committee unanimously agreed to accept the proposal from HLN Consulting, LLC.

This project, a collaboration between Sedgwick County Health Department (SCHD) and the Division of Information Technology, is funded through three (3) different grants listed below and is an approved line item in each grant’s budget.

This project is the first step towards the SCHD’s goal of efficient availability of data for decision-making and for monitoring the progress towards better health for all Sedgwick County residents. The awarded vendor will provide consultation, assessment and training to create effective data sharing and usage within SCHD and between partners using Fast Healthcare Interoperability Resources® (FHIR®), a new standard for electronic health data exchange.

The awarded vendor will do the following: 1) Assess current SCHD data systems and processes; 2) Complete an environmental scan of local and state overdose-related data and data collection systems that SCHD uses or could utilize in the future; 3) Create a 5-year Interoperability Plan for SCHD to build infrastructure and processes to effectively connect data from different systems; 4) Develop trained SCHD and County IT staff to sustainably continue projects after the funding ends; and 5) Implement one interoperability pilot project with an external health partner organization or agency.

The contract period is May 2024 through December 2025 with milestones and deliverable due dates identified throughout the time period.

Notes:

Information about the grants funding this project is listed below:

Epidemiology and Laboratory Capacity (ELC) – Grantor: Kansas Department of Health and Environment (KDHE); Sedgwick County Agenda Item: OnBase contract is #38-21-000102 and signed by the Chairman on March 10, 2021.

Workforce Development/Infrastructure - Grantor: KDHE; Sedgwick County Agenda Item: 23-1538 and signed by the Chairman on 12/26/2023.

OD2A:LOCAL (Overdose Data to Action) – Grantor: Centers for Disease Control and Prevention; Sedgwick County Agenda Item: 23-1092 and signed by the Chairman on 05/03/2023.

The RFP inadvertently references two (2) different dates for the contract termination date, December 31, 2025 and August 31, 2028. The correct termination date is December 31, 2025 and the awarded proposer has been notified.

This is a proposal and not a bid. Proposals are based on criteria set forth in the RFP. There are seven (7) components to this RFP.

Component	Points
a. Responses to (XIII. Operational Form)	20
b. Ability to meet or exceed Scope of Work (XII. Scope of Work Check List)	20
c. Qualifications and Expertise (XIV. Qualifications and Expertise Form)	30
d. Previous interoperability plan development or interoperability project using FHIR® with one or more state or local health departments	5
e. References	10
f. Pricing and (XV. Budget Narrative)	10
g. Completed proposal (all documents required were received)	5
Total Points	100

Questions and Answers

Anna Meyerhoff-Cole: For partners that are going to be connecting to this so one is a pilot project but for other organizations, how will their connection be funded? Is that going to continue to be funded out of these grants? Will they have to opt in?

Kaylee Hervey: This funding is specifically related to the Health Department for IT on the county. If there is funding required for partners that would likely have to come from that partner's source or an alternate source.

Anna Meyerhoff-Cole: How vital to the project is it that these partners connect and do we know what their approximate cost would be? Have we had those conversations?

Kaylee Hervey: The goal of the pilot project is to connect with one of those partners. The interoperability goal, as a whole, is to have those connections so that we are reducing the amount of manual data entry and data collection and all of that we are doing now. We have not formalized the partnership with the pilot partner at this time to fully have those discussions but we have had discussions with potential pilot partners about this and how these connections would work. As far as the cost to the partners, that I don't know.

Anna Meyerhoff-Cole: I think what I understood is you have one (1) primary and they are the pilot to connect in and if others do that it would be beneficial but the pilot partner is the most important for this being overall successful for your needs.

Kaylee Hervey: Yes.

Russell Leeds: The purpose of hiring this consultant is to evaluate the feasibility of 1) to identify the different sources of information that you may want to connect to and 2) the feasibility of accomplishing that and 3) then work would have to be done beyond that, I assume. Is that correct?

Kaylee Hervey: Yes. The first part of this is to identify kind of that feasibility and then that interoperability five (5) year plan that they're creating would outline as we move forward beyond the scope of this RFP how we would continue to do this work.

BOARD OF BIDS AND CONTRACTS MAY 16, 2024

**3. KING AIR AIRCRAFT MODEL 350 MAINTENANCE -- SHERIFF'S OFFICE / FLEET MANAGEMENT
FUNDING -- SHERIFF'S OFFICE / FLEET MANAGEMENT**

(Request sent to 42 vendors)

RFP #24-0027 Contract

Cessna King Air Aircraft Model 350 Maintenance	Clemens Aviation, LLC
Rate for airframe and in-house engine	\$115.00/per hour
Rate for avionics	\$125.00/per hour
Standard 200 hour Inspection including parts and labor	\$7,400.00
Time required to complete 200 hr. inspection	2 weeks
Additional Parts	15% mark-up
No Submission	Aircraft & Commercial Enterprises

On the recommendation of Tammy Culley, on behalf of the Sheriff's Office and Fleet Management, Brandi Baily moved to **accept the proposal from Clemens Aviation, LLC (Clemens Aviation) and establish contract pricing at the rates listed above for a period of two (2) years with two (2) one (1) year options to renew.** Anna Meyerhoff-Cole seconded the motion. The motion passed 3 to 4 with Tim Myers abstaining from the vote.

A review committee comprised of Dr. Larry Lay, Captain Mark Pierce, Lieutenant Tim Forshee, Deputy Shauna Sherwood, Pilot - Sheriff's Office; and Tammy Culley - Purchasing evaluated the proposal response based on the criteria as set forth in the RFP. The committee agreed to accept the proposal from Clemens Aviation.

Clemens Aviation has years of experience, with an excellent customer rating and specializes in Beechcraft aircraft including the King Air. Clemens Aviation can perform every maintenance requirement for the King Air Pratt and Whitney engines and are a certified Garmin Dealer (the King Air currently has Garmin 1000 avionics installed). Any issue, mechanical, electrical, structural, or Garmin avionics, can be accomplished at the same location. Clemens Aviation is located at Jabara Airport where the county currently hangars the King Air, so it would not require moving the aircraft to have any maintenance work performed. This would also allow the local pilots to check on the aircraft and be available for any questions throughout any repairs.

The Sheriff's Office has previously utilized Clemens Aviation for emergency maintenance issues and found them to be timely and cost effective with great customer service. The pricing information provided in the proposal from Clemens Aviation has a below average hourly rate and a two (2) week completion time for the required 200 hour inspection, which is an acceptable amount of time.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in the RFP. There are four (4) components to this RFP.

Component	Points
a. Distance to travel for service	30
b. Availability for unscheduled maintenance	30
c. Capable of work on King Air/Pratt and Whitney engine/Garmin Service Center	30
d. Hourly Cost	10
Total Points	100