

REQUEST FOR PROPOSALS

Notice is hereby given that the Board of County Commissioners of Sumter County, Florida, will be receiving proposals for the following:

“SUMTER COUNTY GROUP MEDICAL ADMINISTRATIVE SERVICES AND/OR GROUP MEDICAL FULLY INSURED”

Detailed proposals are available upon request by calling (352) 569-6067, by coming to the County Commissioners Office, Budget & Purchasing Department, Room 220, Sumter County Government Offices, 910 North Main Street, Bushnell, Florida, or by contacting Demand Star at 1-800-711-1712 or www.DemandStar.com.

All inquiries and questions regarding this RFP must be made only to the contact identified below and shall be made in writing by fax, e-mail, or mail:

Amanda Taylor, Budget & Purchasing Coordinator
Mailing Address: 910 N. Main Street, Suite 220
Bushnell, FL 33513
E-mail: Amanda.Taylor@sumtercountyfl.gov
Fax: (352) 793-0207

The deadline for submission of questions relating to the RFP shall be March 19, 2010 at 5:00 PM

Proposals must be received by the County no later than 2:00pm, April 12, 2010. Late submittals will be rejected and returned unopened to the Proposer. Proposals must be firmly sealed in packaging that is clearly marked on the outside: “Board of Sumter County Commissioners Group Medical Administrative Services and/or Group Medical Fully Insured RFP 152-0-2010\AT”. Sealed Proposals must be mailed or delivered to Mrs. Amanda Taylor, at the above address.

Upon submission, all Proposals become the property of the County, who has the right to use any or all ideas presented in any Proposal submitted in response to this RFP, whether or not the Proposal is accepted. Proposals will be opened immediately following the due date and time.

BOARD OF COUNTY COMMISSIONERS
SUMTER COUNTY, FLORIDA

PUBLISH 3/5/2010

RFP 152-0-2010/AT ASO Fully Insured Bid Opening Meeting held on 4-12-2010 at 2:05pm in Room 203 at the Government Offices, located at 910 North Main Street, Bushnell, FL 33513.

Bradley Arnold, Sandra Howell and Amanda Taylor were present to represent county staff.

Amanda stated that the Selection Committee would meet on 4-15-2010 and 4-16-2010, and if needed, on 4-19-2010. The Selection Committee's recommendation would go to the Board of Sumter County Commissioners on 4-27-2010.

Amanda stated zero bids were received late, zero No Proposals were received, and three bids were received on time.

The three proposals were opened in no particular order as follows: Group Benefit Services, Blue Cross and Blue Shield, and Atena.

Information within the three proposals was broken down into several categories and pricing options. Amanda stated copies would be delivered to the Selection Committee and the proposals could be reviewed in the Budget & Purchasing Office during normal office hours.

The meeting adjourned at 2:12pm.

RFP 152-0-2010/AT ASO Fully Insured Selection Review Committee Meeting took place on 4-15-2010 at 2:00 pm in Room 142 located at the Government Offices, 910 North Main Street, Bushnell, FL 33513.

Amanda Taylor, Sandra Howell, Bradley Arnold, Jack Jordan, David Hoes, and John Lege were present to represent county staff. Travis Childers and Scott Hindman were present representing Brown and Brown, Sumter County's Broker and Consultant.

Amanda Taylor pending the Selection Committee's discussion today, vendor presentations would take place on 4-16-2010 beginning at 10:00 am and if needed an additional Selection Committee meeting would take place on 4-19-2010 at 10:30am.

The Selection Committee entered into discussion.

The Committee agreed not to interview Group Benefit Services based on their incomplete proposal.

The Committee entered into discussion regarding Aetna and Blue Cross and Blue Shield of FL, Inc. (BCBS). Aetna's proposal did not include a fully insured quote, their price per month per employee was lower but it excluded a lot of add-ons that was included by BCBS. Aetna based their geographic area on Tampa and Orlando where BCBS based their geographic area on surrounding counties that are closer to the Board's size. Scott stated that because Aetna did not have an established network within the area it would be difficult for them to compete with BCBS because their network is already established. Scott also stated there is a greater cost savings going with a Self Insured plan verses a Fully Insured Plan. The Committee agreed that Aetna could not provide all the features BCBS. The Committee agreed to cancel the interviews and recommend to the Board to enter into contract negotiations with BCBS under the Self Insured plan.

The meeting adjourned at 2:50pm.

Sumter County BOCC
Stop Loss and Aggregate Factors Summary

	Enrollment		Blue Cross Current	Aetna 19% Increase
Specific Stop Loss Rates	Single	396	\$ 41.43	\$ 49.30
	Family	451	\$ 95.47	\$ 113.61
Monthly Premium			\$ 59,463.25	\$ 70,760.91
Annual Premium			\$ 713,559.00	\$ 849,130.92
				9% Increase
Aggregate Attachment Factors	Single	396	\$ 354.99	\$ 386.94
	Family	451	\$ 954.92	\$ 1,040.86
Monthly Maximum Claims			\$ 571,244.96	\$ 622,656.10
Annual Maximum Claims			\$ 6,854,939.52	\$ 7,471,873.20
Annual Expected Claims			\$ 5,141,204.64	\$ 5,603,904.90
ASO Fees		847	\$ 53.90	\$ 42.09
Monthly ASO Costs			\$ 45,653.30	\$ 35,650.23
Annual ASO Costs			\$ 547,839.60	\$ 427,802.76
Total Expected Program Costs			\$ 6,402,603.24	\$ 6,880,838.58
Total Maximum Program Costs			\$ 8,116,338.12	\$ 8,748,806.88
Individual ASO Costs				
COBRA Fees		6	Included	\$ 496.80
COBRA Setup			Included	\$ 1,000.00
Third Party Stop Loss Interface			Included	\$ 4,600.00
Initial COBRA Statements			Included	TBD
Qualifying Event Notices			Included	TBD
Initial Notification Statement			Included	TBD

FULLY INSURED PROPOSAL FROM BCBS

	Monthly Premiums	Employee	Dependent Category	Enrollment by Category as of 3/1/10	Monthly Premiums
Employee Only	496.04	496.04	-	425	210,817.00
Employee/Child(ren)	932.56	496.04	436.52	132	123,097.92
Employee/Spouse	1,026.82	496.04	530.78	140	143,754.80
Employee/Family	1,574.95	496.04	1,078.91	181	285,065.95
				878	762,735.67
Annual Premiums for Health Benefit Only					9,152,828.04

Projected Budget for Fully Insured Health Plan and other current benefits offered.

Health Plan Premiums	9,152,828.04
Life & AD&D (\$25,000)	89,556.00
Dental (self-insured administration and claims)	493,428.00
Wellness Program (EAP, Flu Shots, Health Fair, etc)	20,000.00
Short-term Disability	96,000.00
Long-term Disability	-
Contract Administration including professional fees (actuary, legal)	73,572.00
FSA Admin Fee	9,214.00
Enrollment Management System	17,068.32
Reserve for contingencies	5,000.00
Projected Budget for Fully Insured Plan (Year One) with current additional benefits	9,956,666.36

PROJECTED 10-11 BUDGET FOR HEALTH PLAN - SELF-INSURED

Based on a 7% increase to the employee premium and 15% increase to dependant premiums. Total budget impact is approximately \$192,321 (\$133,946 Sumter Gov't Employer; \$58,375 EMS). Additional impact to employee for employee premium is \$10 (\$20 total per month). Long-term Disability is moved to a voluntary benefit.

	Monthly Premiums Equivalents	Employee	Dependent Category	Enrollment by Category as of 3/1/10	Monthly Premiums
Employee Only	729.21	729.21	-	425	309,914.00
Employee/Child(ren)	869.51	729.21	140.30	140	121,731.00
Employee/Spouse	963.81	729.21	234.60	132	127,223.00
Employee/Family	1,022.46	729.21	293.25	181	185,065.00
				878	743,933.00
Annual Premiums					8,927,196.00
Pharmacy and Medicare D Rebates					100,000.00
Revenue Projection					9,027,196.00

Health and Dental Claims, Stop Loss and Admin Fees	8,444,914.00
Life & AD&D (\$25,000)	89,556.00
Wellness Program (EAP, Flu Shots, Health Fair, etc)	20,000.00
Short-term Disability	96,000.00
Long-term Disability (move to voluntary benefit)	-
Contract Administration including professional fees (actuary, legal)	130,313.00
FSA Admin Fee	9,214.00
Enrollment Management System	17,068.00
Reserve for Run-off (build-back)	220,131.00
Expenditure Projection	9,027,196.00