

Webb County Purchasing Department

RFP 2017-78

Self-Funded Medical Plan Third Party Administration (TPA), Preferred Provider Organization (PPO) Network, Stop Loss Insurance (Medical and RX), Pharmacy Benefits Manager (PBM), and Self-Funded Dental Plan Administration



Individual Score Sheet (TPA Only)

| Company name | Servicing Capability Max 10pts | Experience with Political Subdivisions Max 10pts | Medical Network Capability Max 20pts | Enrollment/Website Software Capability Max 20 pts | Cost Max 40 pts | Total Points |
|--|-----------------------------------|--|--|---|--------------------|-----------------|
| Aetna Life Insurance Company c/o Tami Polsonetti 151 Farmington Avenue Hartford, CT 06156 860-273-0123 polsonettiT@aetna.com | | | | | | |
| Assured Benefits Administrators c/o Sany Locke 8150 N. Central Expwy, South Tower, Ste.1700 Dallas, TX 75206 214-245-5082 slocke@abadmin.com | | | | | | |
| Benefit Management Administrators, Inc. c/o Tammy Lawson 1550 IH 10 West-Ste. 220 San Antonio, TX 78230 210-697-0360 tlawson@bmatpa.com | | | | | | |
| Texas Association of Counties c/o Ernesto M. Martinez 1210 San Antonio Austin, TX 78701 512-478-8753 ernestom@county.org | | | | | | |
| United Health Care c/o David Milich 2000 West Loop South-Suite 900 Houston, TX 77027 713-418-6315 darryl_s_chapman@uhc.com | | | | | | |

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Pharmacy Benefit Mangement

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|--|--|--|--|--|--|--|
| <p>American Health Care c/o Brian Katz 3850 Atherton Road Rocklin, CA 95765 916-773-7227 info@AmericanHealthCare.com</p> | | | | | | |
| <p>MaxCare, LLC c/o Greg Greenlee, D.Ph 3000 E. Memorial Road Edmond, OK 73013 800-259-7765 ggreenlee@maxcarerx.com</p> | | | | | | |

**Individual Score sheet must be signed by Evaluation committee members and turned in to Purchasing Department for final tabulation of all scores.*

Signature of scoring committee member _____

Date completed _____

FOR PURCHASING USE ONLY - DATE/STAMP

Random questions for vendors

1. *Question: Will you allow the county to unbundle your services if your firm is selected?*

Rationale; TPA/Carriers are submitting for all lines of services such as Stop Loss and Pharmacy Benefit Management services. Although not unusual, these types of offerings are closed agreements with no control on payments. We are looking at saving money by evaluating all individual services offered. One proposal may be competitive in one area but uncompetitive in another. We have the option to choose the services from one vendor while awarding the other services to another.

2. *Question: Are there any additional fees no listed in your proposal?*

Rationale; TPA/Carriers have been known to add a hidden fees to hospital claims (large claims) as an administration fee for prompt payment and rewarding themselves for a job well done.

3. *Question: Does your firm provide IRS 1094/1095 reporting on behalf of the County? Is there a fee?*

Rationale: The Affordable Care Act (ACA) mandates that employers provide annual reporting to the IRS on all employees and submit a copy annually to each employee. Currently, TAC outsources that service to another vendor and pays for the fees.

4. *Question: Does your proposal allow the County to enter into a direct agreement with Medical providers?*

If yes, will you administer the payments? Is there a fee for this service?

Rationale: MRI's, CAT scans are currently paid on a pre negotiate (insurance rate) fee. Annual mandated Wellness programs can be negotiated by the county at a substantial discounted rate.

5. *Question: Does your proposal allow for an independent third party audit of all claims paid on behalf of the County Health Plan?*

Rationale: TPA/Carriers audit their own paid hospital bills and compensate themselves for errors.

6. *Question: Will you assume claims fiduciary responsibilities on all payments made on behalf of the County Health Plan?*

Rationale: TPA/Carriers may deny claims and pass all fines and penalties to the employer for unfair claims handling.

7. *Question: Will you agree to indemnify the County Health Plan and Commissioners and hold the County harmless of all IRS imposed fines?*

Rationale: TPA/Carriers are acting on their own legal advice and adding contractual language to their agreements that they assume no liability for fines and monetary penalties on the actions they control.