

Contract Renewal Evaluation Form

Date:	September 18, 2023
Department:	Finance
Contract Number:	22RfP092722C-MH
Contract Title:	Healthcare Benefits Consulting Services

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

Click here to enter text. This service was bid out in late 2022, early 2023 with a three year potential award period. For Fiscal year 2024 (the second year), this is the “bid” year in which the RFP’s are produced and distributed for the County’s health plan portfolio. This requires significantly more effort by staff and the professional engaged, and therefore the bid for the FY 2024 is significantly larger than other years. Finance and Purchasing engaged Segal Company to negotiate a fee reduction for this “bid” year, in an attempt to reduce costs for the County’s health plan professional service cost.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

Internet search of pricing for same product or service:

	Date of search:	Click here to enter a date.
	Price found:	Click here to enter text.
	Different features / Conditions:	Click here to enter text.
	Percent difference between internet price and renewal price:	Click here to enter text.

Explanation / Notes:

The item was bid via an RFP process last year. \$269K was the initial year, while \$400,000 is the agreed upon not to exceed fees that will be required for the “bid” year in which a new suite of RFP’s will be created and distributed to health providers for new health plans for the next five year period.

Market Survey of other jurisdictions:

Date contacted:	Click here to enter a date.
Jurisdiction Name / Contact name:	Click here to enter text.
Date of last purchase:	Click here to enter a date.

Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	N/A
Are they aware of any new vendors?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> Yes <input type="checkbox"/> No
How does pricing compare to Fulton County's award contract?	Click here to enter text.

Explanation / Notes:

Click here to enter text.

Other (Describe in detail the analysis conducted and the outcome):

Click here to enter text.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

\$269,743 is the expected fees that will be paid in FY 2023 to Segal for their work on the FY 2023 plan year, which resulted in a low 1.7% increase to the self insured Anthem plans, and a lower than initially expected 6% increase to the fully insured Kaiser plan.

4. Does the renewal option include an adjustment for inflation? Yes No
(Information can be obtained from CPI index)

Was it part of the initial contract? Yes No

Date of last purchase:	2023
Price paid:	\$269,743 by 12/31/2023 for FY 2023
Inflation rate:	Click here to enter text.
Adjusted price:	\$400,000 negotiated maximum fee for year ending 12/31/2024 for FY 2024
Percent difference between past purchase price and renewal price:	N/A

Explanation / Notes:

5. Is this a seasonal item or service? Yes No

6. Has an analysis been conducted to determine if this service can be performed in-house? Yes No If yes, attach the analysis.

7. What would be the impact on your department if this contract was not approved?

It would leave the selection/evaluation process at a significant disadvantage, as fiscal year 2024 requires evaluating current trends in provision of healthcare, establishing the request for Proposal for County wide health care services to both active and retiree, assistance in evaluating responses from various health care providers, and other professional services related to healthcare benefit consulting.