

Contract Renewal Evaluation Form

Date:	August 3, 2022
Department:	FINANCE
Contract Number:	RFP 19-RFP060519C-MH
Contract Title:	Employee Healthcare Benefit Plan Medicare Advantage: \$237.68 per enrollee per month, Basic Medicare Advantage Plan \$280.34 per enrollee per month, Enhanced Medicare Advantage Plan ((optional buy-up))

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.

Aetna administers the Basic and Enhanced fully-insured Medicare Advantage Plans on behalf of the County to Medicare eligible retirees, beneficiaries and eligible dependents. All healthcare plans went through a formal procurement in 2019. Due to the nature of this contract and the level of expertise needed, it would not be feasible or cost effective for the Medicare Advantage Plan administrative services to be brought in-house.

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:

The competitive bid process during the last procurement that was effective 1/1/2020 included negotiations for value added services included no premium rate increase for 2022. The 2023 plan year will exercise the third of four renewal options of the contract cycle. The proposed premium renewal increase for 2023 is 3.7% for the Basic Plan and 4.7% for the Enhanced Plan.

☐ Internet search of pricing for same product or service:

Date of search: RFP Review Process

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:

Click here to enter text.

☐ **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:	Click here to enter text.
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):**

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

\$4,856,467.22

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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:

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:

Click here to enter text.

Explanation / Notes:

Click here to enter text.

4. Is this a seasonal item or service? ☐ Yes ☒ No

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

Adequate staffing levels, expertise and resources do not exist in-house to handle this type services.

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

Inability to administer requirements of the Medicare Advantage Plan as a fully-insured option to eligible retirees, beneficiaries and dependents.

Melissa Barnett, Benefits Manager

August 3, 2022

Prepared by

Date

Hakeem Oshikoya, Finance Director

August 3, 2022

Department Head

Date