



DATE: September 15, 2017
TO: Brenda J. Billingsley, Director, Purchasing Division
THRU: Kevin Kelleher
FROM: Lisa Morrison
PROJECT TITLE: Community Care Plan for Narrow Network
REQUISITION NO. TBD

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

Community Care Plan (CCP) will provide Broward County with a special narrow network health plan. The County will be positively impacted by CCP's health and wellness model.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

Please see below under Business Case for Most Reasonable Source.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

At the Budget Workshop on 08/22/2017, the Board directed staff to research the option of providing a health plan at a lower cost but higher level of benefit through the use of a narrower network consisting of the four major hospital groups in Broward County for Plan Year 2018.

The County's benefits consultant, Wells Fargo Insurance Services, Inc. conducted research on the availability of narrow network plans, or the possibility of creating one through our current health provider, UnitedHealthcare (UHC). While UHC could create a special narrow network for the County, the analysis showed there would be no cost savings to the County. As such, Wells Fargo researched the local marketplace and identified one vendor, Community Care Plan (CCP) who already had a narrow network in place with three of the hospital groups with better discounts than UHC could provide. They were also willing to add Cleveland Clinic - Weston to the network. They are able to provide lower discounts due to being owned by Memorial Healthcare System and North Broward Hospital Group. Wells Fargo could not identify any other publicly-owned, Third Party Administrators offering a narrow network with better discounts than CCP.

CCP has committed to providing us with a Narrow Network plan which provides the following:

- A higher benefit level (similar benefits to the CDH High Plan) at an employee rate similar to the CDH Low Plan but limited to the narrow network.
- Limited to physicians, facilities and hospitals in the Memorial Healthcare System, North Broward Hospital District, Holy Cross Hospital and Cleveland Clinic Florida - Weston networks.
- Cost Transparency Tool
- Wellness program that supports healthy behaviors and member rewards equal to the same dollar amount as UHC
- Dental and vision riders as provided by our current health provider
- A high level of one-on-one service through their Concierge Care Coordination Model
- Out of Network coverage only for a true medical emergency.
- The same or lower Administrative Fees than we currently pay UHC

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: TBD Contract length (if applicable): 1 year initial with 3, 1 year renewals

Expenses to date: N/A

Has this commodity or service been previously provided to the County? Yes No

If yes, when and by whom? N/A

How was item/service procured? N/A

What is the current contract (MA) or purchase order number? N/A

If this is a sole brand, is there an "authorized" dealers list? Yes No


Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

At this time, the County's cost of utilizing an alternate vendor or source is unknown. With CCP being identified as the one local vendor who already has a narrow network in place and hospital groups offering better discounts than UHC, we anticipate cost savings in claims utilization to the County. The exact amount of the cost savings will be more transparent once we have a definitive number of enrollees to the plan.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

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|--|---|--|--------------------|
| Lisa Morrison | LISA MORRISON | <small>Digitally signed by LISA MORRISON DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=BE, ou=Users, cn=LISA MORRISON Date: 2017.09.20 13:19:46 -04'00'</small> | 09/20/2017 |
| REQUESTOR/EVALUATOR (PRINT) | REQUESTOR/EVALUATOR (SIGN) | | DATE |
| Kevin Kelleher |  | <small>Digitally signed by KEVIN KELLEHER Date: 2017.09.20 13:27:30 -04'00'</small> | September 20, 2017 |
| DEPT/DIV DIRECTOR OR DESIGNEE (PRINT) | DEPT/DIV DIRECTOR OR DESIGNEE (SIGN) | | DATE |

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

Sole Source
 Sole Brand
 Reasonable Source
 RFI attached
 Rejected
 Request Authorization to Negotiate

Additional Information:

The Board directed staff to find a better health plan option at a lower cost but higher level of benefit using a narrower network consisting of the four major hospital groups in Broward County for Plan Year 2018.

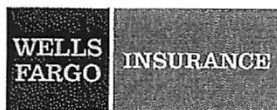
The County's benefits consultant, Wells Fargo Insurance Services, Inc. identified South Florida Community Care Network, LLC., aka Community Care Plan (CCP) as the only not for profit, public, Third Party Administrator (TPA) in Broward County, jointly owned by the Broward County public hospital systems; Memorial Health and Broward Health (Exhibit A). CCP has developed and will offer a benefit plan that creates a narrow network for the Broward County employees at Broward Health, Cleveland Clinic, Holy Cross, and Memorial South, at a lower total cost of care than currently being offered. CCP will also provide to enrolled participants Pharmacy Benefits through the Envision Pharmacy Plan. Both CCP and Envision are able to provide lower discounts due to being owned by Memorial Healthcare System and North Broward Hospital Group. Wells Fargo could not identify any other publicly-owned, TPAs offering a narrow network with better discounts than CCP.

Based on the Agent's due diligence and rationale from the benefits consultant. The purchasing agent recommends approval of this most reasonable source procurement for this comprehensive service.

Purchasing Agent Signature: **DARNELL KIMBREW** Digitally signed by DARNELL KIMBREW
DN: dc=cty, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=PU,
ou=Users, cn=DARNELL KIMBREW
Date: 2017.10.04 16:43:14 -04'00' Date: October 4, 2017

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Exhibit A



Wells Fargo Insurance
Services USA, Inc.
100 NE 3rd Avenue
Fort Lauderdale, FL 33301

October 3, 2017

Ms. Jacqueline Chapman
Purchasing Agent
General Services Section – Broward County Purchasing Division
Broward County Board of County Commissioners
115 S. Andrews Avenue
Fort Lauderdale, FL 33301

RE: Attachment to the Request for Approval of South Florida Community Care Network, LLC (also known as "Community Care Plan" or "CCP") Sole Source /Sole Brand Request to Provide a Narrow Network

Dear Ms. Chapman:

At the request of the County, Wells Fargo Insurance Services (WFIS) has completed an analysis of CCP and substantiates the request for Sole Source and attests to the following:

1. CCP is the only not for profit, public, third party administrator in Broward County, jointly owned by the Broward County public hospital systems (Memorial Health and Broward Health).
2. CCP has contractual agreements with the four public or not-for-profit hospital systems that Broward County is interested in forming a narrow network with. Specifically, the four hospital systems are: Broward Health, Cleveland Clinic, Holy Cross, and Memorial South.
3. CCP has developed and will offer a benefit plan that creates a narrow network for the Broward County employees, at a lower cost of care than currently being offered.

As provided by CCP, WFIS has reviewed and applied the guaranteed discounted pricing for the hospital systems within the narrow network and the overall claim cost is lower than what the County is currently achieving at the same facilities.

In addition, the CCP model provides a unique approach to the overall clinical and cost management of their members. This model is patient centric and has a demonstrated savings component delivered over year over year to their clients.

Based on these unique factors, it is our recommendation that CCP is accepted as the Most Reasonable Source to provide the proposed narrow network to the Broward County employees.

Please contact me should you have questions or need additional information.

Sincerely,

A handwritten signature in black ink, appearing to read "Susan O'Hara White", written over a horizontal line.

Susan O'Hara White
Vice President, Senior Consultant

CC: Katherine Pritchett, Senior Account Executive
Wells Fargo Insurance Services