

# MANATEE COUNTY GOVERNMENT

## INTENT TO NEGOTIATE

<b>SUBJECT</b>	Development of a Community Wide Health Care Plan for Uninsured and Underinsured Manatee County Residents	<b>DATE POSTED</b>	MC 12/17/15 XSE DS 12/17/15 XSE CC N/A
<b>PURCHASING REPRESENTATIVE</b>	Jacob Erickson, 3053	<b>DATE CONTRACT SHALL BE AWARDED</b>	Upon Completion of Successful Negotiations
<b>DEPARTMENT</b>	Community Services Department	<b>CONSEQUENCES IF DEFERRED</b>	None
<b>SOLICITATION</b>	RFP #15-2982JE	<b>AUTHORIZED BY DATE</b>	<i>Melissa M. Wendel</i> Melissa M. Wendel, CPPO

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Health Management Associates, Inc. to provide the Development of a Community Wide Health Care Plan for Uninsured and Underinsured Manatee County Residents for the Manatee County Community Services Department.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

Manatee County's objective is to work toward the development of a comprehensive health care program for the uninsured and underinsured residents in Manatee County that is fiscally reasonable and demonstrates sound fiscal responsibility. The primary goal of this engagement is to identify appropriate processes moving forward for uninsured and underinsured health care. This will include clear steps for the development, implementation and evaluation of an integrated and accountable community health care process designed to improve the health of Manatee County residents.

#### SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar and was provided to the Manatee County Chamber of Commerce for release to its members. Three (3) proposals were received.

#### Manatee County Firms that submitted proposals:

Linda M Christmann MD MBA DBA LM Christmann Consulting Bradenton, FL

#### Local firms that submitted proposals include:

PricewaterhouseCoopers / Health Council of West Central Florida, Inc. Tampa, FL

#### Other (non-local) firms that submitted proposals include:

Health Management Associates, Inc. Lansing, MI

<b>ATTACHMENTS</b> (List in order of attached)		<b>FUNDING SOURCE</b> (Acct Number & Name)	Term Agreement <input type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$125,000 before negotiation	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A



**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Andy Guyre - Human Services Division Manager, Community Services Department  
Kim Stroud - Health Benefits Manager, Human Resources Department  
Dr. Jennifer Bencie MD MSA - Administrator, Florida Department of Health in Manatee County  
Jacki Dezelski - Executive Vice President, Manatee Chamber of Commerce  
Jacob Erickson - Contracts Negotiator, Financial Management Department (Chairperson)

**EVALUATION RESULTS:**

The Evaluation Committee (the "Committee") convened in November 2015 to review evaluation committee responsibilities, discuss member's availability for future meetings, and the Florida Sunshine Law as applicable to public meetings. The Evaluation Committee then proceeded to review each of the three (3) proposals for their responsiveness to the requirements of the RFP. As a result of the discussion, the Committee unanimously voted to invite two (2) firms to Oral Presentations. The Evaluation Committee (the "Committee") reconvened in December 2015 to evaluate the aforementioned Oral Presentations.

**Health Management Associates, Inc.**, Lansing MI – Based in Lansing, MI, Health Management Associates, Inc. (HMA) is a consulting firm specializing in the fields of health system restructuring, health care program development, health economics and finance, program evaluation, and data analysis. Having completed similar projects in Portland, OR, Orange Beach, CA and the Miami, FL area, HMA demonstrated extensive experience and a vast knowledge base with respect to the RFP's scope of work. The Evaluation Committee also determined that HMA would be able to utilize these past experiences, coupled with their professional work force of over 150 health care specialized employees, to provide Manatee County with a comprehensive health care plan for uninsured and underinsured Manatee County residents. Taking these factors into consideration, the Evaluation Committee found Health Management Associates, Inc. to be an exemplary option for award recommendation.

**PricewaterhouseCoopers / Health Council of West Central Florida**, Tampa, FL – With offices located in Tampa, FL, PricewaterhouseCoopers / Health Council of West Central Florida embarked on a joint venture in response to the RFP. Utilizing Health Council of West Central Florida's (HCWCF) knowledge base, PricewaterhouseCoopers (PwC) provided a sound understanding of the project. Their data analytics capabilities and systematic approach to obtaining and presenting this data was found to be impressive by the Evaluation Committee. After further deliberation, it was determined by the Evaluation Committee that PwC / HCWCF relied heavily on their data analytics capabilities and did not present the desired relevant experience in regard to the RFP's scope of work. Though a reputable firm with a strong knowledge base, it was determined by the Evaluation Committee that PwC / HCWCF did not articulate applicable relevant experience necessary for the completion of this project.

Upon completion of the Oral Presentations in December 2015, the Committee continued deliberation and ultimately recommended the Intent to Negotiate with **Health Management Associates, Inc., Lansing, MI** to the County Administrator.

**REMAINING RESPONDENTS**

The remaining respondent, although well qualified, was not selected based on a comparison of capabilities of the selected firms:

Linda M Christmann MD MBA DBA LM Christmann Consulting Bradenton, FL

**ESTIMATED COST OF SERVICES:** The estimated expenditure is \$125,000 before negotiations.

**FUNDING:** 0010015400-534000 / Other Contractual Services

*The above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee unanimously voted 5 to 0 to proceed with the award to **Health Management Associates, Inc., Lansing, MI**.

The resulting agreement will be managed by the Community Services Department.