

MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Professional Data Services and Analytics Platform	DATE POSTED	MC <u>XSE 11/13/15</u> DS <u>XSE 11/13/15</u> CC <u>N/A</u>
PURCHASING REPRESENTATIVE	Frank Lambertson, Ext. 3042	DATE CONTRACT SHALL BE AWARDED	November 20, 2015
DEPARTMENT	Human Resources – Employee Health Benefits	CONSEQUENCES IF DEFERRED	None
SOLICITATION	RFP #15-2392FL	AUTHORIZED BY DATE	Melissa Wendel, CPPO Purchasing Official November 13, 2015

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Deerwalk, Inc., Lexington, MA to provide to Manatee County professional data services and analytics platform on an as required basis for the Human Resources Department, Employee Health Benefits Division.

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 Government is the plan administrator for the self-funded health plan for the employees of the Board of County Commissioners and the local constitutional agencies. As a self-funded entity, it is critical to continually monitor the impact the plan has on the fund and seek out opportunities to impact costs and utilization. Additionally, Manatee has a unique plan design in place that requires employees to attend to their preventative care, the opportunities to improve efficiencies with enrollment while also increasing employee awareness of their options and opportunities.

These services will include comprehensive data warehousing; predictive modeling capabilities; employee portals; client customization; population health management tools; imbedded security; and data tracking specifics.

SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Four (4) proposals were submitted:

- Deerwalk Inc., Lexington, MA
- Manasota Healthcare of Florida, LLC, Longboat Key, FL
- Milliman, Inc., Seattle, WA
- Verisk Health, Inc., Waltham, MA

EVAUATION COMMITTEE (VOTING) MEMBERS:

Name, Title, Department

- Kim Stroud, Employee Health Benefits Manager, Human Resources Department
- Matthew Arriaga, Software Design Manager, Information Technology Department
- Frank Lambertson, Contracts Negotiator, FMD (chairperson)

ATTACHMENTS (List in order of attached)	N/A	FUNDING SOURCE (Acct Number & Name)	<input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST	\$70,000	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	None

Non-Voting Members**Name, Title, Department**

Carla Sankar, Director of Operations, Manatee Your Choice

Phillip Austin, Data Management Supervisor, Manatee Your Choice

EVALUATION RESULTS:

At the preliminary Evaluation Committee meeting, the Chair discussed procedures and responsibilities of evaluation committee members pertaining to the review of the submitted proposals pursuant to the requirements of the RFP. Following collaborative discussion of the evaluation members, it was decided that Deerwalk Inc. of Lexington, MA, Manasota Healthcare of Florida, LLC; of Longboat Key; and Verisk Health, Inc. of Waltham, MA would be invited to present to the Evaluation Committee and participate in an interview. Oral discussions were subsequently made to the Evaluation Committee by the three (3) shortlisted proposers. The following is a summation of the findings of the evaluation committee.

Deerwalk Inc., Lexington, MA – Deerwalk demonstrated their qualifications via their proposal and demonstrated the software's many capabilities and it's user friendliness in a professional manner. The Hadoop platform is superior to the traditional RBMS as this was demonstrated by faster processing times in the Deerwalk product. Additionally, the Deerwalk interface appeared more modern and usable than some competitors.

Manasota Healthcare of Florida, LLC, Longboat Key, FL – Manasota Healthcare supported their expertise in their proposal and a satisfactory demonstration. The proposer was able to provide additional options combining services from Deerwalk and Qure4U which may be something to explore during future considerations; the consulting piece of the proposal offered by Manasota could be useful at a certain level but would be duplicating some of the internal and contracted services already in place at this time. While offering the Deerwalk and Qure4U products may provide additional possibilities for the county's health plan and convenience to its members, the impact of cost was considerable.

Verisk Health, Waltham, MA – The firm demonstrated their qualification via their proposal and oral presentation to the Evaluation Committee. Employee Health Benefits has been using Verisk for more than ten years and they are still considered an industry standard and there would be no startup cost if selected. The proposer is planning to offer additional modules within its system and provide further health plan feedback sessions and training. However, the firm is unable to provide a health portal or incentive management ability with their current system. While providing a robust amount of data, mining the information at times can be cumbersome. Verisk is currently the County's provider but has not performed in an adequate manner to fully meet our needs. Verisk claimed it would improve our client relationship and improve its current capabilities via standard updates. It was disappointing that these capabilities were needed and available but not deployed to the County.

At the final evaluation committee meeting, members discussed the offers based on their individual and collective review of the proposals and the oral presentations and recommended by a voted 3-0 to make a recommendation to the County Administrator to proceed with Deerwalk, Inc., Lexington, MA.

The resulting agreement will be managed by Kim Stroud, Employee Health Benefits Manager, Human Resources Department.

REMAINING RESPONDENTS

Milliman, Inc., Seattle, WA was not selected based on a comparison of capabilities of the selected firms

ESTIMATED COST OF SERVICES:

Annual estimated cost for the County is \$70,000

FUNDING:

Funding account is 506 0004100 531000 – Employee Health Benefits Administration

The above justifications are a generalized summary of major observations intended only to provide the County Administrator 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.