

PURCHASE OF COUNTY ASSET – MANATEE HEALTH NETWORK (MHN)
Request For Proposal to Purchase #12-3236FL

INTRODUCTION

Manatee County Government (County) created and owns a private health network, known as Manatee Health Network (MHN). The County no longer has a need or use for the MHN and desires to sell it for its highest and best use. Interested entities are encouraged to submit a proposal based on the requirements set forth herein. Florida State Statute 125.35 authorizes the Board of County Commissioners to sell or convey personal property belonging to the County when the Board determines that it is in the best interest of the County to do so.

PURPOSE

The County intends to sell the Manatee Health Network to the Proposer that submits a proposal which the County determines to be the highest and best offer proposing to use the property for the particular use the Board of County Commissioners deems to be highest and best.

MANATEE HEALTH NETWORK DESCRIPTION

The County created and owns a proprietary health provider network entitled the Manatee Health Network (MHN). The network includes 3,300 physicians, facilities, physician health organizations, and ancillary providers including mental health and substance abuse providers from the local area. The MHN was used by the County in the administration and payment of its employee claims for over 6,000 members until July 1, 2012. Manatee County will no longer be using the Manatee Health Network and would like to determine if there is an interest from other entities in acquiring the ownership of the network.

An expanded informational listing of all providers and MHN contractual documents can be viewed at:

Manatee County Government
Employee Health Benefits,
5213 4th Avenue Circle East,
Bradenton, FL 34208.

Appointments to review these documents should be made via the contact stated below:

Contact: Kim Stroud, Employee Health Benefits Manager, at (941)748-4501, Extension 6432, or email kim.stroud@mymanatee.org

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ACQUISITION OF THE MHN

Acquisition of the MHN by another proposer is subject to the following conditions:

1. The name of the network must be changed to a name other than Manatee Health Network, and regardless of the name chosen, it may not result in the application of the acronym “MHN”.
2. Upon sale the County shall have no ownership or responsibility for the network, nor the underlying contracts with the health services providers participating in the network.
3. The network must be accepted “as is” and the County makes no warranties or promises concerning the terms and conditions of such network or contracts, excepting that all providers are or will have been paid in full for services rendered to the County’s Health Plan.
4. The County will, in the final sale agreement, agree to execute any assignment documents prepared by the successful Proposer or its counsel related to network providers to the extent said Proposer or any individual network provider desires such additional documentation of this sale and related assignment of contracts.
5. The County will agree that any revenues derived from the operation of the network as of the effective date of the sale agreement shall be retained by the successful Proposer.
6. No negotiations are contemplated related to Proposals. Therefore, Proposers must submit their Best and Final Offer.
7. After the time for receipt of Proposals, the Manatee County Commission will consider the disposition of this asset at a regular, publically noticed County Commission meeting. Such consideration may, or may not, be accompanied by a recommendation from the County Administrator.
8. Once the Commission makes a decision as to which Proposal to accept, the successful Proposer must execute a sale agreement containing the terms and conditions listed above, and payment will be made to the County in a time and manner set forth in that agreement, which shall be developed by the County Administrator or designee, in cooperation with the County Attorney’s Office.

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QUALIFICATIONS

Qualified proposers will have a justifiable interest in acquiring the MHN which will be considered by the BOCC.

REQUIRED INFORMATION

Entities submitting a proposal to purchase the Manatee Health Network are required to provide the following information:

1. Statement of intent to purchase these assets for its own uses, including full descriptive detail of the particular use(s) the assets will be used for.
2. The dollar amount the proposer is offering to purchase the asset for.
3. Provide Company Name, Address, Phone Number, Authorized Representative, Title and Website.
4. Provide an overview of your business.
5. Provide any benefits to be realized by the community and/or Manatee County should your organization be selected by the BOCC.
6. Proposers must acknowledge in their Proposals that they understand and accept that they must agree in the sale agreement that in order to ensure network providers are aware of the new network ownership, name and administration, it will notify all network providers of the fact that the successful Proposer now owns and controls the network, and has assumed their contracts, within 30 days of the effective date of the sale agreement.
7. Proposers must acknowledge in their Proposals that they understand and accept that the County will not be responsible for any re-pricing of claims for groups on the network as of the effective date of the agreement.

SELECTION OF HIGHEST AND BEST BY BOCC

The BOCC will determine the highest and best offer based on the information required herein. Received offers will be submitted via an agenda item to the BOCC at a future Board meeting.

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Submit clarification requests by: FRIDAY, OCTOBER 19, 2012, 5:00pm.

Responses are requested by: FRIDAY, NOVEMBER 2, 2012, 4:00pm.

Proposals become subject to disclosure thirty (30) days after the Opening or if a notice of intended award decision is made earlier than this time as provided by Florida Statute 119.071(1)(b). No announcement or review of the proposals shall be conducted at the public opening.

Responses should be labeled “**Purchase of County Asset - Manatee Health Network #12-3236FL**” and mailed to:

Manatee County Purchasing Division
1112 Manatee Avenue West, Suite 803
Bradenton, FL 34205

Please provide three (3) copies of all documentation.

Questions or Inquiries should be directed via email to:

Frank Lambertson, Contracts Negotiator, Purchasing Division
frank.lambertson@mymanatee.org