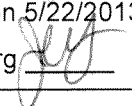



MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Retail Chain Preferred Pharmacy Services	DATE POSTED	Date Posted on 5/22/2013 Mymanatee.org 
PURCHASING REPRESENTATIVE	Frank Lambertson	DATE CONTRACT SHALL BE AWARDED	5/29/2013 or thereafter
DEPARTMENT	Employee Health Benefits	CONSEQUENCES IF DEFERRED	N/A
SOLICITATION	Request for Proposal #13-1091FL	AUTHORIZED BY DATE	Melissa Wendel, CPPO Date: 5/21/2013 

ACTION DESIRED

Approval to commence negotiations with Kash n' Karry Food Stores, Inc., d/b/a Sweetbay Supermarket, Tampa, FL to provide the professional services of a Retail Chain Preferred Pharmacy provider.

ENABLING/REGULATING AUTHORITY

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

Manatee County Code of Law

BACKGROUND/DISCUSSION

Manatee County desires to explore opportunities for collaboration with a retail pharmacy chain to act, in conjunction with two locally owned independent pharmacies, as the Employee Health Benefits (EHB) YourChoice Preferred Pharmacy Vendor. Negotiated agreement would provide the professional services of a Retail Chain Preferred Pharmacy as the Manatee County EHB YourChoice provider. This opportunity allows for significant membership being driven to the preferred pharmacy by the marketing and clinical programs currently in place for the members of the YourChoice Health Plan. Manatee County has designed its prescription plan to incentivize members to use the preferred pharmacy via lower out of pocket costs.

The Request for Proposal (RFP) was advertised on the Manatee County website, DemandStar, in the Bradenton Herald and provided to the Manatee County Chamber of Commerce for release to its members. Five proposals were received.

Local firms:

Kash n' Karry Food Stores, Inc. d/b/a/ Sweetbay Supermarket, Tampa, FL

Other firms:

Publix Super Markets, Inc., Lakeland, FL
Wagreen Co., Deerfield, IL
Walmart Stores, Inc., Bentonville, AR
Winn-Dixie Pharmacy, Jacksonville, FL

SUMMARY

Recommend negotiations with Kash n' Karry Food Stores, Inc., d/b/a Sweetbay Supermarket, Tampa, FL.

ATTACHMENTS: (List in order as attached)

N/A

LIMITED COMPETITION NUMBER:

N/A

COST \$0

SOURCE (ACCT# & NAME)

☐ Funds Verified

☐ Insufficient Funds

AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

COMMENTS N/A

N/A

The Evaluation Committee consisted of:

Angie Bibler, Financial Management Department
Frank Lambertson, Purchasing Division, Chairperson
Kathy Cremaschi, Clerk of the Circuit Court Finance Department
Tom Salsibury, Manatee County Sheriff's Office
Kim Stroud, Employee Health Benefits

Advisory members to the Evaluation Committee consisted of:

Tony Conboy, Manatee County Tax Collectors Office
Greg Pennington, Manatee County Property Appraiser's Office

The Evaluation Committee convened on 5/3/2013 and determined that the shortlist should consist of Kash n' Karry Food Stores, Inc. d/b/a/ Sweetbay Supermarket and Walmart Stores, Inc.

Kash n' Karry Food Stores, Inc. d/b/a/ Sweetbay Tampa, FL – The firm presented its professional capabilities in a clear and concise manner via their proposal. Of particular importance was the firm's pricing structure which when applied to EHBs last quarter of prescription usage provided the lowest cost to the County, and while the Committee discussed the facts that the firm had recently closed two (2) of their stores in Manatee County leaving four (4) in County and discontinued the services of a Clinical Pharmacist, Sweetbay was evaluated higher than the other shortlisted firm. Additionally, evaluation committee member's considered employee satisfaction with Sweetbay which was largely positive when shared by fellow County employees when independently asked by evaluation committee members.

Walmart Stores, Inc., Bentonville, AR – The firm submitted an informative proposal detailing their qualifications and its pharmacy's in the area that would be used in providing the required services. The firm submitted an attractive price however after further investigation various sublevels were included for other drugs containing a higher percentage cost and therefore a higher total cost to Manatee County. Also the Evaluation Committee discussed the firm's proposal for a Clinical Pharmacist which lead to concerns of being able to obtain the proper services that EHB wants for all their clients. Additionally non preferred pharmacy usage by County employees, dependents and retirees was at a lower level with Walmart than other non preferred pharmacy providers that our clients could have used.

The above justifications are a generalized summary of major observations intended only to give the 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 other Members when voting, and this summary of the Committee's ranking decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Members to select the rankings described.

The Evaluation Committee voted 5-0 to proceed with Kash n' Karry Food Stores, Inc. d/b/a/ Sweetbay, Tampa, FL and enter negotiations.

Estimated expenditure: No cost to the County for retail pharmacy services prescription costs are paid through the Pharmacy Benefits Management firm.