

MANATEE COUNTY GOVERNMENT

INTENT TO NEGOTIATE

SUBJECT	Pharmacy Benefit Management Services	DATE POSTED	MC _____ DS _____ CC _____
PURCHASING REPRESENTATIVE	Jacob Erickson, 3053	DATE CONTRACT SHALL BE AWARDED	Upon Completion of Successful Negotiations
DEPARTMENT	Human Resources Department	CONSEQUENCES IF DEFERRED	None <i>Melissa M. Wendel</i>
SOLICITATION	RFP #16-1119JE	AUTHORIZED BY DATE	Melissa M. Wendel, CPPO <i>for</i>

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with OptumRx, Inc., Schaumburg, IL. to provide Pharmacy Benefit Management Services for the Manatee County Human Resources 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 Human Resources Department intends to utilize a consultant to provide pharmacy benefit management services. Pharmacy benefit management services include administration of the Pharmacy Benefit, including full access to the Pharmacy Benefit Management claim adjudication system in order to manage utilization and engage in prior authorizations. Services also include, but are not limited to, providing a broad network (all pharmacies are available to the plan where members can receive discounts on their medications) and narrow network (established preferred pharmacies, or a limited number of pharmacies where members can receive discounts on their medications) while proposing network rates, dispensing fees, administrative and other fees, rebates, and margin.

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. Five (5) proposals were received.

Aetna Life Insurance Company Benecard Services, Inc. d/b/a Benecard PBF OptumRx, Inc. Script Care, Ltd. US Script, Inc.	Hartford, CT Mechanicsburg, PA Schaumburg, IL Beaumont, TX Orlando, FL
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ATTACHMENTS (List in order of attached)

FUNDING SOURCE (Acct Number & Name)

Term Agreement
☒ Funds Verified
☐ Insufficient Funds

COST \$250,000 before negotiation

AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)

N/A

EVALUATION COMMITTEE (VOTING) MEMBERS:

Kim Stroud – Health Benefits Manager, Human Resources Department
Antonia Medina – Finance Division, Manatee County Tax Collector
Angela Sain – Manager, Human Resources Department, Manatee County Clerk of the Circuit Court
Tami Harmount – Managing Director, Fiscal, Manatee County Sheriff's Office
Jacob Erickson - Contracts Negotiator, Financial Management Department (Chairperson)

Non-Voting Staff Attending:

Chris Williams – Clinical Pharmacist, Human Resources Department

EVALUATION RESULTS:

The Evaluation Committee (the "Committee") convened in June 2016 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 five (5) 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 June 2016 to evaluate the aforementioned Oral Presentations.

OptumRx, Inc., Schaumburg, IL – Based in Schaumburg, IL, OptumRx, Inc. is pharmacy benefit management company that manages over a billion pharmacy claims annually and serves over 66 million members including public and government entities, managed care organizations, Medicare and Medicaid plan sponsors, employer groups, collective bargaining groups and third-party administrators. OptumRx presented a vast number of savings opportunities to the County through the use of rebates and point of sale of specialty drugs. During their Oral Presentation, OptumRx provided the desired clarification to specific pharmacy network questions and demonstrated a vast knowledge of the reporting capabilities required by the County. By combining these factors and determining that the proposed offers would create a strong savings for the County, the Evaluation Committee determined that OptumRx, Inc. was the best choice for the Intent to Negotiate award recommendation.

US Script, Inc., Orlando, FL – Based in Orlando, FL, US Script, Inc. combines comprehensive drug management services with extensive commercial, public sector, third-party administrators, Medicaid, and Medicare experience. US Script, Inc. pharmacy program includes prior authorization programs, customer service, pharmacy network management, rebate administration, standard and ad hoc reporting, predictive analytics, claims processing, designated account management, and various other functions with a focus on comprehensive drug management. Though well-versed in pharmacy benefit management services, the Evaluation Committee noted less flexibility in specialty drugs along with lesser savings as a whole. During the Oral Presentations, US Script, Inc. appeared to reflect a discrepancy between the submitted proposal and the Oral presentation resulting in an update that did not produce additional savings. Due to the lack of inherent savings, the Evaluation Committee determined that US Script, Inc. should be ranked second.

Upon completion of the Oral Presentations on June 20, 2016, the Committee continued deliberation and ultimately recommended the Intent to Negotiate award for **OptumRx, Inc.**, Schaumburg, IL, to the County Administrator.

REMAINING RESPONDENTS

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

Aetna Life Insurance Company
Benecard Services, Inc. d/b/a Benecard PBF
Script Care, Ltd.

Hartford, CT
Mechanicsburg, PA
Beaumont, TX

ESTIMATED COST OF SERVICES: The estimated expenditure is \$250,000 before negotiations.

FUNDING: 5060004101-534000 – Other Contractual Services
5060004102-534000 – Other Contractual Services
5060004101-549101 – Prescription Payments
5060004102-549101 – Prescription Payments

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 voted 5 to 0 to proceed with the award to **OptumRx, Inc.**

The resulting agreement will be managed by the Human Resources Department.