



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
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November 17, 2009

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

SUBJECT: Renewal of Negotiated Contract Based on RFP 09-006-AZ
Second Year of Five-Year Contract, Horizon Health
Behavioral Benefits and Employee Assistance Plan Services

On November 18, 2008, official action (attached) was taken to approve a negotiated contract based on RFP 09-006-AZ with Horizon Health (Horizon) for Behavioral, Mental Health, Substance Abuse Counseling, and Employee Assistance 3rd-Party Administration Services. The first year of the five-year contract is due to expire on December 31, 2009.

Considering services have been satisfactory, Ms. Mary Tillman has requested that the contract be renewed for the period January 1 – December 31, 2010. Please see her attached memo for further information. Horizon has agreed in writing (attached) to renew under existing terms and conditions. Additionally, we have recently learned that Horizon Health is in the process of being acquired by Aetna Insurance Company. We will be meeting with Horizon and Aetna shortly to ensure that there is no disruption to employee services during the transition period.

The total cost to the District for this contract in 2010 is expected to be \$205,000, funded by the insurance funds provided by the Board. At this time, we request approval of this contract for its second-year term. Should you have any questions or concerns, please feel free to contact Mary Tillman or me at your earliest convenience.

KDG/az
Attachments



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

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Employee Benefits, Assistance & Risk Management

Mary Tillman, Director

813/794-2759 Fax: 813/794-2173

727/774-2759 TDD: 813/794-2484

352/524-2759 e-mail: mtillman@pasco.k12.fl.us

DATE: October 5, 2009

TO: Kendra Goodman, Purchasing Agent

FROM: Mary Tillman, Director of EBARM

RE: 2010 Renewal for Horizon Health

On November 18, 2009, the Board approved a direct negotiated contract with Horizon Health for Behavioral, Mental Health, and Substance Abuse counseling services and Employee Assistance Program third party administration. The District is currently in the first year of the five year contract, which is renewable annually upon mutual consent, and will expire on December 31, 2009.

The services provided by Horizon Health have been satisfactory. Horizon Health has agreed in writing to renew the contract for 2010 under the same terms and conditions. The total cost to the District for 2010 is expected to be \$205,000. The funding source is the insurance funds provided by the Board.

Please request permission from the Board to approve this renewal. If you have any questions or need any additional information, please call me. As always, I appreciate the assistance that I have received from you and your staff during this process.



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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

RENEWAL REQUEST: NEGOTIATED CONTRACT BASED ON RFP 09-006-AZ BEHAVIORAL BENEFITS SERVICES & EMPLOYEE ASSISTANCE PLAN SERVICES

X

Yes, I agree to renew the terms and conditions of the above-referenced contract, under existing terms and conditions, with the District School Board of Pasco County. The renewal period will be January 1, 2010 – December 31, 2010.

No, I do not agree to renew the above-referenced contract with the District School Board of Pasco County.

COMPANY NAME: Horizon Health

SIGNATURE: *Lindsey Novinich* DATE: 9-16-09

PRINTED NAME/TITLE: LINDSEY SHERIFF, PRESIDENT E-MAIL: LINDSEY.NOVINICH@HORIZONHEALTH.COM

TELEPHONE W/AREA CODE: (407) 571-7651 FAX W/AREA CODE: (407) 862-1477

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act." Vendors conducting business with the District School Board of Pasco County (DSBPC) who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds, must be Level 2 fingerprinted by DSBPC Human Resources. If any of the above criteria apply to this contract, you must have those individuals Level 2 fingerprinted and screened by the DSBPC Human Resources Department prior to commencement of services or work, and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for a fingerprinting appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law, which became effective September 1, 2005, by reviewing Sections 1012.32 and 1012.465, Florida Statutes.

The contracting company certifies, by submission and signature of this form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

Vendor shall comply with all applicable laws, ordinances, codes and statutes of any and all local, state, or national governing bodies included within this section. Vendor shall comply with the regulations of the Civil Rights Act of 1964, in which no person in the United States shall on the grounds of race, creed, color, or national origin be excluded from participation in or be denied the proceeds of, or be subject to discrimination in the performance of this contract.

PLEASE RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: ARLENE ZIMNEY, CPPB, C.P.M., BUYER
PURCHASING DEPARTMENT
20430 GATOR LANE, LAND O' LAKES, FL 34638
(813) 794-2504 (PHONE)
(813) 794-2111 (FAX)
azimney@pasco.k12.fl.us



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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

November 18, 2008

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KAG*

SUBJECT: Direct Negotiation for Behavioral Benefits (MHSA) Services and Employee Assistance Plan (EAP) Services

On November 4, 2008, official action (attached) was taken to reject all proposals received under RFP 09-006-AZ for MHSA and EAP services. Permission was received to directly negotiate with all responsible proposers, with the results, including final cost and terms, being brought back to the Board for approval.

Invitations to negotiate were issued to Blue Cross/Blue Shield of Florida (BCBS), Horizon Health (Horizon), Lifesynch and ValueOptions. BCBS declined to participate in the negotiations. The remaining three (3) companies were given revised program requirements, and then met with the Evaluation Committee (either in person or via teleconference) on November 5, 2008. Based on the revised program requirements, all companies provided enhanced pricing and service proposals to the Evaluation Committee.

The Evaluation Committee and all voting members of the District's Insurance Committee met on November 6, 2008. It is the unanimous recommendation of the Insurance Committee to accept the revised offer from Horizon as offering the best overall value to the District. The program will be structured as a self-insured MHSA and EAP, and Horizon will also provide administrative services to the Employee Benefits, Assistance and Risk Management Department (EBARM). The governing terms and conditions will be those contained in the original RFP #09-006-AZ. The RFP is a five-year contract, which will be renewable annually at the mutual agreement of the parties. The first year term will be January 1, 2009 – December 31, 2009. Rates have been guaranteed for three (3) years.

The transition to this new provider will be seamless to the District's employees. Highlights of Horizon's program include:

- Preservation of the existing provider network
- Account representative, with clinical licensure, residing in Land O' Lakes
- Claims verification and processing
- 24/7 claims and clinical access by toll-free number
- Network administration
- Inpatient utilization case management

MHSA/EAP Services, continued

- Communication materials, including newsletters for employees related to behavioral health, substance abuse, health and wellness, and related issues
- Internet resources for behavioral health, substance abuse, health and wellness, and resources to assist with child care, home health care, assisted living facilities, schools, colleges, health clubs, pet services, and similar issues
- Legal and financial consultations; unlimited phone consultation with legal and financial professionals or an initial 30-minute, face-to-face consultation with in-state legal professionals
- Work/life resource program counselors; 24/7 telephonic access to counselors who do the legwork for members and provide qualified referrals for child-care, elder-care, and other resources
- Participation in District wellness initiatives

Horizon is providing the District performance guarantees as follows:

- 5% of the estimated annual administrative fee if 85% of each of the District's EAP providers and top 40 providers and inpatient facilities are not contracted by January 1, 2009
- An additional 5% of the estimated annual administrative fee if 100% of the EAP providers and top 40 providers and inpatient facilities are not contracted by July 1, 2009

The cost to the District will be \$1.00 per employee per month, or \$112,975.20 annually for administrative costs; this figure includes eligible dependents. Claims will be paid at the rates established by the network fee schedule. Based on historical data, claims are expected to be approximately \$250,000 for 2009. Funding for this program is provided by general insurance funds and dependent premiums paid by employees.

Board approval of this recommendation will enable EBARM to implement this District-wide program on a very aggressive schedule for a January 1, 2009 start date. If you have any questions or concerns, please feel free to contact Ms. Mary Tillman, Director of EBARM, or me at your earliest convenience.

KDG/az
Attachments

District
of Past

NOV 18

Board App.

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Negotiation: November 5, 2008							
Proposal Title: Direct Negotiation for Behavioral (MHSA) Benefits & Employee Assistance Plan (EAP) Services		Horizon Health		Lifesynch		ValueOptions Inc.	
Based on RFP Number: 09-006-AZ		2941 South Lake Vista Drive		1300 Summit Ave., Ste 600		240 Corporate Blvd.	
BOARD MEETING NOVEMBER 18, 2008		Lewisville, TX 76607		Ft. Worth, TX 76102		Norfolk, VA 23502	
EAP administration and value-added services, based on 9,525 employees		\$0.92	\$105,156.00 (annualized)	\$0.20	\$22,860.00 (annualized)	\$0.35	\$40,005.00 (annualized)
MHSA benefits, based on 8,145 insured employees		\$0.08	\$7,819.20 (annualized)	\$1.21	\$118,265.40 (annualized)	\$1.58	\$154,429.20 (annualized)
TOTAL			\$112,975.20		\$141,125.40*		\$194,434.20
				* Does not include additional cost of \$30,085.44 for dependents (charged to employees)			

District School Board
of Pasco County

NOV 18 2008

Board Approved