



Gary R. Looney, REBC

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CC 11-9-10
AI #21A(7)
#23881

Memorandum

Date : November 9, 2010
 TO : Hidalgo County Commissioner's Court
 Rene Ramirez County Judge A. C. Cuellar Precinct 1
 Hector (Tito) Palacios Precinct 2 Joe Flores Precinct 3
 Oscar Garza Precinct 4
 From : Gary Looney REBC
 RE : Final Scoring

County Judge and Commissioners:

Pursuant to the Request for Proposals for "Third Party Administration, Individual Stop Loss and Aggregate Stop Loss for Self Funded Medical Plan, Group Term Life and Accidental Death and Dismemberment RFP No. 2010-09-22-YZV" I completed the interview process with the top two carriers on Monday November 8, 2010. Presentations were made by the incumbent carrier Blue Cross Blue Shield and the Aetna Insurance Company. Best and final offers were presented by each. Present were Raul Silguero, Flora Vazquez, Leticia Garcia, myself and agent presenters. We did not review or receive best and final offers for the Group Term Life Insurance.

Attached is the final scoring grid. Based on the scoring grid, I recommend that Blue Cross Blue Shield of Texas be selected as the carrier for Hidalgo County's Third Party Administration provider and stop loss carrier.

Blue Cross has provided administrative services for Hidalgo County for the last three years at a high quality level. The overall discounts achieved through their hospital, physician, and tertiary provider networks have helped Hidalgo County manage the medical costs incurred by County employees and dependents.

The overall increase in cost for the plan year February 1, 2011 to December 31, 2011 is estimated to be a 2.9% increase over the current plan year. The increase in cost approximately \$375,000 will be absorbed by the reserve fund which is projected to be in excess of \$4,000,000 at year end. Based on the evaluation of costs for the policy year beginning February 1, 2011, it will not be necessary to increase the employee premiums.

We have also negotiated with Blue Cross to provide Flu Shots for County employees through local pharmacies.

Thank you for your confidence in my efforts on behalf of Hidalgo County.


 Gary Looney
 Sr VP Alamo Insurance Group

CC: Martha Salazar Purchasing Agent
 Raul Silguero Budget Division

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**Hidalgo County
Medical RFP Scoring Grid**

	BC	Actna	Max Pts
Section 1 ADMINISTRATION			

Pricing (100 points)			
Administrative Fees	45	48	50
Performance Guarantee PPO Discounts	7	7	7
Performance Guarantee Service	7	7	7
Multiple Year Rates	11	11	13
Enrollment Expense i.e. Booklets	7	7	7
Run In Expense	0	0	13
Set up Fees	3	3	3
			100

Stop/Loss (100 Points)			
Premium Cost	50	50	50
Lasers	50	50	50
			100

Network Discounts (400 points)			
Percentage discount (allowable) charges against (billed - ineligible) charges	350	318	350
COB Charges/Verifed Charges	50	50	50
			400
Point Total Section 1	580	549	600

Section 2 Network Providers			
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Network Providers - Access (100 Points)			
Hospitals	25	25	25
Doctors - Primary Care	15	15	15
Doctors - Specialists	15	15	15
Tertiary Providers	15	15	15
Centers of Excellence	15	15	15
Urgent Care Centers			10
Transplant Options	5	5	5
			100

Point Total Section 2	90	90	100
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Section 3 Pharmacy			
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Pharmacy (100 Points)			
Cost	35	30	40
Formulary	5	5	5
Rebates	35	30	35
Access	5	5	5
Transparency	2	2	5
Preferred Local Pharmacy	6	6	8
Reporting Capabilities	4	4	4
			100

Point Total Section 3	92	82	100
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Section 4 Technology			
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Technology (50 Points)			
Website Access	10	10	10
Telephone Access	10	10	10
Ability to Duplicate Current Plans	10	10	10
Ad Hoc Claims Reporting	10	10	10
Employee Access	10	10	10
			50

Point Total Section 4	50	50	50
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Section 5 Wellness			
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Wellness (100 Points)			
Disease Management	50	50	50
Wellness tools	35	50	50
			100

Point Total Section 5	85	100	100
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Section 6 Additional Services			
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Additional Services (50 Points)			
Enrollment Services	12	12	12
Policy Booklets	3	3	3
Local Office	5	5	5
Patient Advocacy	5	5	5
Company's Ability to service acct	5	5	5
Financial Capability	5	5	5
Bilingual Staffing	3	3	3
AM Best Rating	2	2	2
Experience with School Districts County Governments	8	8	8
Industry Experience	2	2	2
			50

Point Total Section 6	50	50	50
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Total Points	947	921	1000
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