



Contract by Authorized Board

Commodity or Service:

Consulting Actuary for Wisconsin
 Health Insurance Programs

Contract No.:

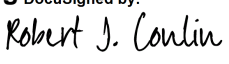
ETD0012 – Amendment #5 dated February 19, 2018


Contract Period: January 1, 2018 through December 31, 2018

1. This Contract Amendment #5 is entered into by the State of Wisconsin Department of Employee Trust Funds (ETF), hereinafter referred to as the "Department," and The Segal Company (Eastern States), Inc., hereinafter referred to as the "Contractor," whose address and principal officer appear on page 2 below. The Department is the sole point of contact for this Contract.
2. Whereby the Department agrees to direct the purchase and the Contractor agrees to supply the Contract requirements cited herein in accordance with the State of Wisconsin Standard Terms and Conditions and in accordance with the Contractor's proposal date February 17, 2014 hereby made a part of this contract by reference.
3. In connection with the performance of work under this Contract, the Contractor agrees not to discriminate against any employees or applicants for employment because of age, race, religion, color, handicap, sex, physical condition, developmental disability as defined in s.51.01(5), Wis. Stats., sexual orientation as defined in s.111.32(13m), Wis. Stats., or national origin. This provision shall include, but not be limited to, the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor further agrees to take affirmative action to ensure equal employment opportunities. The Contractor agrees to post in conspicuous places, available for employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of the nondiscrimination clause.
4. Contracts estimated to be over fifty thousand dollars (\$50,000) require the submission of a written affirmative action plan. Contractors with an annual work force of less than fifty (50) employees are exempted from this requirement. Within fifteen (15) business days after the award of the Contract, the plan shall be submitted for approval to the Department. Technical assistance regarding this clause is provided by the Department of Employee Trust Funds, P.O. Box 7931, Madison, WI 53707-7931, 608.266.2586, or via e-mail at ETFSMBProcurement@etf.wi.gov.
5. This initial contract period is for fifteen (15) months. Each contract period annually will be for twelve (12) months and extend unless and until either party gives the other 180 days' notice of their intent to cancel the Contract.
6. The Contract Amendment #1 is dated January 7, 2016 and the costs are not to exceed \$333,720.
7. The Contract Amendment #2 is dated April 7, 2016 with the attached Scope of Work dated April 7, 2016. Maximum costs for Wellness and Data Warehouse and Business Intelligence services shall be \$27,000 and paid upon ETF's satisfactory deliverable receipt and an approved invoice with billable hours. Maximum costs for Self-insuring/Regional Services shall be \$175,000 and paid in eight (8) equal installments from April through November 2016 upon receipt of an approved invoice. The total costs for Contract Amendment #2 shall not exceed \$202,000.
8. The Contract Amendment #3 is dated May 16, 2016 with attached Scope of Work dated May 16, 2016. All deliverables will be received by June 30, 2016. The total cost for Contract Amendment #3 shall not exceed \$106,000.
9. The Contract Amendment #4 is dated February 2, 2017 and the costs are not to exceed \$340,094.
10. This Contract Amendment #5 February 19, 2018 for consulting actuary related services, with the costs not to exceed \$354,474 for retainer fee services described in RFP ETD0012 and Amendment #5A. Amendment #5B includes the scope of work and fees for the Medicare Advantage RFP, and the costs are not to exceed \$107,844. Amendment #5C includes the scope of work and fees for the preparation of the Other Postemployment Benefit (OPEB) Information and the costs are not to exceed \$125,000. Amendment #5D includes the scope of work and fees for assistance on the RFP for the Self-insuring and regionalization of the health benefits program and the costs are not to exceed \$159,794. Costs for Amendments #5B&C&D shall be billed in addition to the 2018 retainer fee, in a single invoice, after ETF's satisfactory receipt of deliverables.

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 Consulting Actuary for Wisconsin Health Insurance Programs

11. For purposes of administering the Contract, the order of precedence is:
- A) The Contract with the Segal Company (Eastern States), Inc.;
 - B) this Contract Amendment #5 dated February 19, 2018;
 - C) the Contract Amendment #4 dated February 2, 2017;
 - D) the Contract Amendment #3 dated May 16, 2016 with attached Scope of Work dated May 16, 2016;
 - E) the Contract Amendment #2 dated April 7, 2016 with attached Scope of Work dated April 7, 2016;
 - F) the Contract Amendment #1 dated January 7, 2016;
 - G) Questions from vendors and ETF Answers dated January 28, 2014;
 - H) Exhibit A, Changes Agreed to by the Parties from the Request for Proposal (RFP) ETD0012;
 - I) Exhibit B, Business Associate Agreement dated July 23, 2014;
 - J) the RFP dated January 6, 2014, and
 - K) the Contractor's proposal dated February 17, 2014.

State of Wisconsin
Department of Employee Trust Funds
Signature <small>DocuSigned by:</small> 
<small>24933077063F431...</small>
Name/Title Robert J. Conlin Secretary Department of Employee Trust Funds
Phone 608.266.0301
Date (MM/DD/CCYY) 2/20/2018

Contractor
Legal Company Name The Segal Company (Eastern States), Inc.
Trade Name Segal Consulting
Taxpayer Identification Number 13-1835864
Company Address (City, State, Zip) 2018 Powers Ferry Road, Suite 850 Atlanta, GA 30339-7200
By (print Name) Kenneth C. Vieira, FSA, FCA, MAAA
<small>DocuSigned by:</small> Signature 
<small>AE4A2DEC818B479</small>
Title Senior Vice President
Phone 678.306.3154
Date (MM/DD/CCYY) 2/20/2018

Amendment #5A

Add the following to the RFP ETD0012

Section 1.1.8 Contract Term

Annual increases will be informed by Board and ETF staff surveys reviewing vendor performance, and analysis of compliance with contract performance requirements and deadlines.

Section 3.7 Non-Compensable Services

Segal agrees that should work be performed outside the scope of the Department’s RFP ETD0012 and Amendment #5A, without the prior written consent of the Department, such work will be deemed to be a gratuitous effort on the part of Segal, and Segal will have no claim against the Department for such work, and Department will have no obligation to pay for such work.

Section 3.3 Annual Review of Self-Insured Health and Pharmacy Benefit Plans

4.1 Underwriting Process

The following is a summary of the process:

1. Segal receives census, health histories/claims experience and plan design information from the group via ETF staff in Employer Services Section.
2. Segal performs the initial underwriting and projects the needed premium for the upcoming contract year.
3. Segal calculates the premium that would be collected if the group enrolled in the Local Uniform Benefits plan using current plan rates. No surcharge is applied.
4. The current and needed premium based on underwriting are then compared to determine how the groups risk compares to the current Local group.
5. If a group shows a needed premium that is above the current premium, Segal provides a surcharge recommendation, summary information, and observations that are used by ETF to determine if a surcharge is necessary to protect the pool.

Fees

Segal will be paid the following fees to perform the underwriting tasks noted above:

Group Size	Fee
50+	\$3,000

Segal shall be paid \$1,400 for underwriting per group sized 1-49 between January 1, 2018 and February 19, 2018. After February 19, 2018, small group underwriting shall cease.

Section 3.4 Annual Review of Alternate Plan (HMO/PPO) Activity

9. Segal is required to deliver complete, accurate, and timely rate files, as delineated below. Failure to comply will subject Segal to the penalties outlined in Section 3.6.

- a.) Segal will submit rate data to ETF in a common Excel file format based on ETF file specifications. The single file from Segal will contain all components that make up the total health insurance premiums:
 - 1) Best and Final Offers (BAFOs) from health plans for medical premiums,
 - 2) Dental benefit premiums,
 - 3) Pharmacy benefit premiums for both commercial and Medicare Part D (EGWP) coverage,
 - 4) fund buy-down amounts,
 - 5) various administrative and program fees.
- b.) Segal will use this single data source file to create the following:
 - 1) Reports and summary documents for the Board including plan qualification tables and any summary sheets that have been developed by ETF in the past
 - 2) Documents used by ETF for rate validation and summary documents for the plans with all fee break outs such as the ETF administration fee, and fees associated with the Data Warehouse and Wellness programs, etc.
 - 3) Tables, charts and summaries used for the It's Your Choice member materials, with and without dental, for actives and retirees, including those posted to ETF's web site.
 - 4) Health Insurance (HI) Database tables used to update the ETF benefit systems' (MEBS and myETF). The HI Database tables must be formatted to align with required system data elements.
 - 5) 88%/105% maximum employer contribution calculation tables, by county, that apply to the Wisconsin Public Employers (WPE) program and are posted to ETF's web site.
 - 6) Reports and summary documents for Department of Administration-Division of Personnel Management's (DOA-DPM) use in developing State employee contributions
- c.) Any incorrect or inconsistent file format that is submitted by Segal will be considered a "quality error" for consideration and calculation of a performance penalty.

10. Segal is required to deliver a complete, accurate and timely service area qualifications (formerly Addendum 2) summary that outlines where health plans are qualified to participate in the program on a county-by-county basis, using the standards, criteria and methodology currently utilized by ETF.

- a. Segal sends each health plan a standard network submission workbook that includes network access standards by county, as well as a requirement to provide the network provider detail. Segal analyzes this data against the qualification criteria to determine each health plan's qualification status for each county. If a county has no qualified Tier 1 health plan, the State Maintenance Plan (SMP) is offered in that county.
- b. Segal initially looks at the reported numbers submitted by each health plan and analyzes them using geographic data analysis tools such as GeoAccess. The health plan is deemed qualified if the analysis demonstrates at least 90% access in the county for the inpatient hospitals, primary care physicians (includes Internal

Medicine, Family Medicine and General Medicine) and chiropractors based on the ETF standards.

- c. Additional provider counts are collected in the network submission workbook that allow a health plan an alternative way to meet the qualification standards if they do not qualify by use of the geographic data analysis tools. For the PCPs requirement, Segal calculates the ratio of full-time equivalent primary physicians to total participants in a county to determine if there is at least one per two thousand (1.0/2,000), with a minimum of five (5) primary care physicians per county. For the hospital requirement, the plan must have at least one (1) general hospital under contract and/or routinely utilized by IN-NETWORK providers available per county. For chiropractic, a chiropractor must be available in each county.
- d. A memo to the Group Insurance Board is delivered summarizing the process and results.

Fee Structure:

Cost for this work has been added to the annual retainer fee. Failure to comply will subject Segal to the penalties outlined in Section 3.6.

Section 3.6 Annual Health Insurance Important Dates and Deliverables Timetable

Segal’s Schedule of 2018 deliverables to Wisconsin ETF and financial penalties

ETF may assess penalties upon Segal for failure to deliver quality deliverables by listed due dates. Annual True-up: Within 60 days prior to the end of the 2018 calendar year, the Department shall deliver to Segal a statement of the penalty(ies) incurred by Segal along with an explanation for any penalty. If Segal owes any amount, the Department shall remit the amount from Segal’s retainer fee. Such penalty(ies) shall not exceed fifteen percent (15%) of the retainer fee.

Segal Dates and Deliverables Timetable			
Segal Deliverable Due Date	Submission/Tool Description	Segal Deliverable	Penalty
5/1/2018	Actuarial estimates for potential 2019 benefit changes All recommended changes requested by ETF to Segal by 3/30/2018	Actuarial estimates for potential 2019 benefit changes	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
4/23/2018	Financial and Utilization Data Submission (formerly Addendum 1) tool, used to provide guidelines for health plans in reporting data for annual negotiation process. Tool is sent to plans in early May and due to Segal June 3. Addendum 1 / requirements are also included in the contract (Guidelines) with the health plans.	Financial and Utilization Data Submission Tool	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.

5/15/2018	Health Plans submit proposals to participate in the Health Insurance Program. This only applies to health plans <u>new</u> to the Health Insurance Program for 2018. Health plan must submit to ETF by April 15.	Actuarial evaluation of the Health Plan proposals.	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
5/15/2018	PBM Renewal Trend Submission Tool. Tool is sent to PBM in early June and due to Segal July 9. PBM, Segal and ETF discuss in mid-July.	PBM Renewal Trend Submission Tool Spreadsheet Template	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
5/15/2018	Dental Renewal Trend Submission Tool. Tool is sent to Dental Vendor in early June and due to Segal July 9. Dental Vendor, Segal and ETF discuss in mid-July.	Dental Renewal Trend Submission Tool Spreadsheet Template	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
5/15/2018	Preliminary Bid Tool used for health plans to submit their preliminary premium bids. Tool is sent to plans in late May and due to Segal June 22.	Preliminary Bid Tool	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
5/15/2018	Service Area Qualification tool (Addendum 2 replacement) -- service areas / provider listing tool. Tool is sent to plans in early June and due to Segal July 20.	Service Areas / providers tool, instructions, geo access thresholds	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/10/2018	Baseline Tier Rate Development Comments -- Segal's initial analysis of health plan submission data related to rate development. Also, outlines details of tier rate development, weighting, and criteria used.	Baseline Tier Rate Development Summary and Comments	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/10/2018	Tier Model for Dane and Non-Dane Counties -- outlines tiered results using addendum and bid data submitted by plans, analyzing incurred experience, catastrophic claims, trends, admin costs, risk scores. Used to determine negotiation strategy. Negotiations are week of July 23.	Tier Models	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/13/2018	Addendum 1a Lookback Summary compares year over year plan addendum 1 date as well as a 5 year aggregate summary. Used to determine negotiation strategy. Negotiations are week of July 23.	Addendum 1a Lookback Summary	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/16/2018	Final Tiering calculations to send to the health plans for negotiations. Final comments from ETF on 7/11 tier model alternatives received by 7/12/2018.	Final Tiering calculations -- tiers and required premium reductions.	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.

7/20/2018	Final Bid Tool used for health plans to submit their final premium bids (BAFO) to Segal. Tool is sent to plans in late July and due to Segal Aug 3.	Final Bid Tool	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/20/2018	Dental Trend Projection analysis. This is based on Dental Vendor response to Dental Renewal Trend Submission Tool and follow up with Segal, Dental Vendor and ETF in early July. Segal reviews and validates the Dental Vendor data provide/d in renewal trend report.	Dental Vendor Trend Projection analysis	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
7/20/2018	PBM Trend Projection analysis. This is based on PBM response to PBM Renewal Trend Submission Tool and follow up with Segal, PBM and ETF in early July. Segal reviews and validates the PBM data provided in renewal trend report and offers options for using net fund balance reserves to lower premiums.	PBM Trend Projection analysis	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/3/2018	Net Fund Balance Buy Down options. This is based on PBM and Dental vendors responses to Renewal Trend Submission Tool and follow up with Segal, vendors and ETF in early July. Segal reviews and validates the data provided in renewal trend reports and offers options for using net fund balance reserves to lower premiums. This will need to be updated after BAFO receipt.	Net Fund Balance Buy Down options	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
Week of July 23	Health Plan Negotiations	Segal participation in negotiation meetings.	
8/10/2018	BAFOs due Aug 3.	Collection and summary of BAFOs.	
8/10/2018	Premium Rate Summary -- spreadsheet summary provides premium breakdown -- medical, dental, Rx and admin fees -- for all program options, coverage type and carrier code options.	Premium Rate Summary	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/10/2018	Weighted Average Premium Change Summary -- comparison of 2018 plan year premiums to 2017 premiums.	Weighted Average Premium Change Summary	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.

8/10/2018	Service Area Qualification summary	Service Area Qualification summary	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/10/2018	Health Plan Bid Summary -- summary of best and final offers submitted by health plans.	Health Plan Bid Summary	\$2000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/10/2018	Draft GIB materials due to ETF (Board mailing target for Segal materials is 8/15)	Fully insured renewal presentation, rate development presentations, weighted average premium tables, service area qualifications memo, reserves analysis	\$3,000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/14/2018	FINAL GIB materials due to ETF (Board mailing target for Segal materials is 8/15). Final comments from ETF due 8/13/2018.	Fully insured renewal presentation, rate development presentations, weighted average premium tables, service area qualifications memo, reserves analysis	\$3,000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/21/2018	FINAL rate tables due to ETF (per new 2018 data specs) Data specs required by ETF due to Segal by 7/20/2018.	Rate Tables	\$3,000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
8/22/2018	Group Insurance Board meeting	Segal participation/presentation of negotiation results.	
9/1/2018	Addendum 1 results from each health plan.	Addendum 1 file transfer to ETF	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
9/1/2018	Underwriting Surcharge -- establishment and assessment of the rates for the WPE / local program	Underwriting Surcharge Percentages and Rates	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.
10/24/2018	Actuarial certification of Minimum Value (MV) under the ACA -- Segal compares benefits offered under the state health insurance program to the ACA MV standard and certifies that the program meets the criteria.	Actuarial Certification of MV under the ACA	\$1000 per day late due to failure to deliver, errors, or unacceptable quality, as determined by ETF.

Amendment #5B

This scope of work documents the services to be delivered as an amendment to the actuarial services contract. The scope includes assistance on the Requests for Proposals (RFP) for the Medicare Advantage Wisconsin Employee Trust Funds procurement. Segal will provide the following services for the Medicare Advantage RFP.

1. Help ETF develop RFP.

Segal will review the draft RFP and provide feedback on content and discuss with Employee Trust Funds (“ETF”). Segal will also specifically address the following RFP topics:

- Medicare Advantage regulations including research on items specific to Wisconsin plans moving from Individual only plans to Employer Group Waiver Plans (EGWP)
- Overall retiree health program strategy with national passive PPOs and regional HMOs as components of that strategy
- RFP structure to provide Board options

Segal will develop Section 8 of the technical RFP, performance guarantees and cost proposal. Segal will compile the network access file, claims and census data, and all Section 8 attachments to be released to bidders. Segal will review the MA program services agreement developed by ETF and provide feedback.

Staff/Time/Cost Estimate:

Ken, Kirsten, Jen, Albert, Anna

173 Hours (Actual)

\$54,225

Timeframe: ETF releases RFP October 17, 2017. Segal releases Data and Exhibits to bidders upon receipt of NDA.

2. Respond to bidder questions.

Segal will answer bidders’ questions related to data, network access, cost, and performance guarantees (Section 8). Segal will also provide support to ETF by creating benchmark responses to Medicare Advantage specific questions. Segal will correspond with ETF’s Procurement Office, as needed.

Staff/Time/Cost Estimate:

Ken, Kirsten, Jen, Albert, Anna

44 Hours (Actual)

\$12,768.75

Timeframe: Responses to bidders completed by November 14, 2017.

3. Analysis of responses to Section 8

Segal will analyze and score bidders’ responses to Section 8. This includes pass/fail analysis of network access and scoring of initial cost proposals for Uniform Benefits only as consistent with the RFP requirements. Segal will develop a report for ETF that summarizes the results.

Staff/Time/Cost Estimate:
Ken, Kirsten, Jen, and Anna
80-120 hours
Actual cost \$32,750

Timeframe: Report due to ETF January 19, 2018

4. Board Presentation

Segal will travel to Wisconsin to present analysis to the Board.

Staff/Time/Cost Estimate:
Ken and Kirsten
5-10 hours + travel
\$5,000
Timeframe: March 21, 2018

5. Analysis and evaluation of final cost proposal upon release of Centers for Medicare and Medicaid Services (“CMS”) Final Call Letter.

Segal will analyze and score bidders' final cost proposal for Uniform Benefits only as consistent with the RFP requirements. Segal will develop a report for ETF that summarizes the results.

Staff/Time/Cost Estimate:
Ken, Kirsten, Jen, and Anna
10-20 hours
\$3,100

Timeframe: Mid to late April 2018

Total costs for Medicare Advantage RFP work in sections 1-5 shall not exceed \$107,844. A single invoice for the total amount shall be billed after deliverables are received and ETF has acknowledged the quality of the deliverables.

6. Implementation assistance with vendor(s) if necessary.

Segal can provide implementation assistance and work as a liaison between the ETF and the vendor(s). Such assistance may include contract negotiations, oversight of detailed benefit review, pre-implementation audits, communications reviews, data transfer among vendors, attendance at kick off meetings, weekly implementation and eligibility and enrollment meetings. Segal is also available to support ETF and its vendors post implementation.

Staff/Time/Cost Estimate:
Jen, Ken, and Kirsten
Hours dictated based on ETF needs
Cost is TBD and would be in addition to sections 1-5. Cost would be offset by vendor implementation fees. Scope of work and maximum allowable cost must be established prior to Segal providing assistance.

Timeframe: May 2018 to March 2019

Amendment #5C

Contract Amendment for preparing other postemployment benefit information (OPEB Information) for programs administered by the Wisconsin Department of Employee Trust Funds (ETF) in which the State participates as an employer.

This scope of work services will be delivered as an amendment to the actuarial services contract. The scope includes the assistance on the OPEB Information that is to be incorporated into the State of Wisconsin's audited Fiscal Year (FY) 2018 Comprehensive Annual Financial Report (CAFR) to meet financial reporting requirements issued by the nationally-recognized Governmental Accounting Standards Board (GASB) in their Statement No. 75, *Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions*.

Deliverables:

Provide GASB 75 actuarial OPEB Information for the following program:

- Health Insurance - both pre-age 65 postretirement medical benefits for State employees (implicit rate subsidy) and post-age 65 liabilities for State employees, if necessary (Medicare Part D subsidy).

GASB 75 OPEB information to be provided for the Health Insurance Program in which the State of Wisconsin participates as an employer is as follows:

- Financial information to identify and/or calculate the amounts to be reported as liabilities, assets, expenditures/expenses, and deferred inflows/deferred outflows in the government-wide financial statements and the fund level financial statements of the State of Wisconsin's CAFR following the requirements of GASB 75. Such information will address applicable requirements of GASB 75 and will include the calculation of the Net OPEB liability, the Actuarially Determined Contributions of the employer (ADC), and the OPEB expense, based on a valuation as of January 1, 2017, a measurement date of June 30, 2017 and a reporting date of June 30, 2018;
- Disclosures, as required by GASB 75, where applicable; and,
- Other OPEB Information, including Required Supplementary Information, where applicable.

The financial information and note disclosures will be delivered to the ETF electronically.

Due date to ETF: May 31, 2018 for draft report; June 30, 2018 for final report.

The total cost shall not exceed \$125,000 and includes a one-time fee of \$15,000 for the implementation of GASB 75. A single invoice for the total amount shall be billed after deliverables are received and ETF has acknowledged the quality of the deliverables.

Amendment #5D

Contract Amendment for documenting the scope of services for the Requests for Proposals for the Self-insuring and regionalization of the health benefits program.
Self-insuring / Regional & Statewide/Nationwide RFP

Segal will provide the following services for the Self-insuring / Regional & Statewide/Nationwide RFP:

1. Assist in contract negotiations

Staff/Time/Cost

Actual Hours: 67.50

Cost: \$27,788

Timeframe: February 2017-May 2017

2. Assist in Implementation and Contract Support

Staff/Time/Cost

Actual Hours: 64.50

Cost: \$20,633

Timeframe: January 2017-August 2017

3. Prepare and Negotiate Discount Guarantee and Gain Sharing Arrangements

Staff/Time/Cost

Actual Hours: 52.50

Cost: \$21,275

Timeframe: February 2017-May 2017

4. GIB Meeting Analyses

Staff/Time/Cost

Actual Hours: 83.00

Cost: \$34,275

Timeframe: February 2017-May 2017

5. Develop Disruption Analyses

Staff/Time/Cost

Actual Hours: 60.25

Cost: \$18,581

Timeframe: April 2017-August 2017

5. Data Clean-up

Staff/Time/Cost

Actual Hours: 18.75

Cost: \$5,319

Timeframe: April 2017-August 2017

This project will be managed by Ken Vieira. There will be a number of Segal staff involved in the development and review.

Max/Cap Fee for Self-insuring/Regional RFP assistance: \$159,794 and will be paid in a single payment in March 2018 upon receipt of an approved invoice.