

Purchasing Notes

EVENT #8629	TITLE: Medical Care Coordinator	COST: \$490,000
TYPE OF PROCUREMENT: Sole Source	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)

Contract term expires on December 31, 2023

S/DBE (IF APPLICABLE)

N/A

MATRIX (IF APPLICABLE)

N/A

NOTES

Recommend approval to award an annual contract for a Medical Care Coordinator to Quantum Health in the amount of \$490,000. The purpose of this contract is to provide single-source coordination of the healthcare program to the City of Savannah employees, pre-65 retirees, and dependents that incentivizes proper healthcare process and precertification of medical care, patient advocacy and education, physician coordination, data reporting and analysis, as well as other value-added services. The vendor for the contract will specialize in serving employees early in the healthcare navigation and care coordination journey. These services help to increase member engagement which improves proper utilization of healthcare and ultimately helps identify and eliminate unnecessary healthcare utilization costs.

USI Insurance Brokerage performed a Request for Proposal (RFP) for the services currently provided by Quantum Health. The RFP was sent to four companies: Quantum Health, Accolade, Grand Rounds, and Rightway. These companies are the current leaders in the market space. USI recently performed a national RFI and all four vendors were highly rated by our national Population Health Management team.

Vendors were evaluated based on the following criteria:

1. Navigation/Clinical Guidance & Special Services
2. Clinical Programs/Expertise
3. Technology & Client Services
4. Experience, References, & Overall Response
5. Cost Effectiveness of Proposal

After a thorough evaluation, Quantum Health and Accolade emerged as the top finalists. Accolade and Quantum Health gave finalist presentations on June 15 and 23, respectively. The recommended vendor for the RFP is Quantum Health. The annual cost for these services is approximately \$490,000 in the first year. The fees are based on the number of employees, retirees and dependents enrolled in the medical plan. This contract will begin on January 1, 2022.

Benefit	Quantum Health			Accolade		
	Year 1	Year 2	Year 3	Year 1	Year 2	Year 3
PEPM Fee	490k	504k	522k	530k	578k	620k
Annualized Fee (3 Year Total)	\$1,571,000			\$1,727,000		

B.P.. Quantum Health (Dublin, OH)^(D) \$490,000

D) Indicates non-local, non-DBE business. Recommend approval.

Local available: No

Total sent: 4

Total received: 4

Vendor federally debarred/suspended: No