



# 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](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

November 1, 2011

## MEMORANDUM

**TO:** Honorable School Board Members

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

**SUBJECT:** Renewal of Negotiated Contract Based on RFP 09-006-AZ  
Fourth Year of Five-Year Contract, Aetna Behavioral Health, LLC  
(formerly Horizon Health)  
Behavioral Benefits and Employee Assistance Plan Services

On October 19, 2010, official action (attached) was taken to approve the renewal of a negotiated contract based on RFP 09-006-AZ with Aetna Behavioral Health (Aetna) for Behavioral, Mental Health, Substance Abuse Counseling, and Employee Assistance 3<sup>rd</sup>-Party Administration Services. The third year of the five-year contract is due to expire on December 31, 2011.

Considering services have been satisfactory, Ms. Mary Tillman, Director of Employee Benefits, Assistance & Risk Management, has requested that the contract be renewed for the period January 1 – December 31, 2012. Please see her attached memo for further information. Aetna has agreed in writing (attached) to renew under existing terms and conditions.

The total cost to the District for this contract in 2012 is expected to be approximately \$350,000, funded by the insurance funds provided by the Board. At this time, we request approval for the fourth year of this five-year contract.. Should you have any questions or concerns, please feel free to contact Mary Tillman or me at your earliest convenience.

KDG/mw  
Attachments

Date/Time: October 26, 2011 08:47:00



## 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](mailto:mtillman@pasco.k12.fl.us)

**DATE:** November 1, 2011

**TO:** Kendra Goodman, Purchasing Agent

**FROM:** Mary Tillman, Director of EBARM *Mary H. Tillman*

**RE:** 2012 Renewal for Aetna/Horizon Health

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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 third year of the five year contract, which is renewable annually upon mutual consent, and will expire on December 31, 2011. Horizon Health has been purchased by Aetna; this change has no affect on services to the District.

The services provided by Aetna/Horizon have been satisfactory. Administrative fees paid to Aetna/Horizon are \$1 per employee per month. The total cost to the District for 2011 is expected to be approximately \$350,000. 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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352/624-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

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

X Yes, I agree to renew the above-referenced RFP, under existing terms and conditions, with the District School Board of Pasco County. The contract term will be January 1, 2012 – December 31, 2012.  
\_\_\_\_ No, I do not agree to renew the above-referenced RFP with the District School Board of Pasco County.

COMPANY NAME: Aetna Behavioral health, LLC (formerly Horizon Health)

SIGNATURE: [Signature] DATE: 10/21/11

PRINTED NAME/TITLE: JASON HOLMES, RVP ACCOUNT SERVICES E-MAIL: jason.holmes@aetna.com

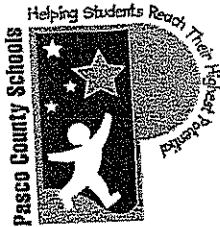
TELEPHONE W/AREA CODE: 813-995-0921 FAX W/AREA CODE: 888-610-1467

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: Michael Woodall, Buying Manager**  
**PURCHASING DEPARTMENT**  
**20430 GATOR LANE, LAND O' LAKES, FL 34638**  
**(813) 794-2504 (PHONE)**  
**(813) 794-2111 (FAX)**  
**[mwoodall@pasco.k12.fl.us](mailto:mwoodall@pasco.k12.fl.us)**



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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

District School Board  
of Pasco County

OCT 19 2010

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**NOV 17 2008**  
Board Approved

District Wide Accreditation • Southern Association of Colleges and Schools  
Board Approved

**NOV 18 2008**

Board Approved

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

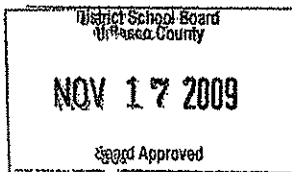
Horizon is providing the District performance guarantees as follows:

- 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 Pasco

NOV 17

Board Ad.