



# 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  
Michael J. Woodall, CPPO, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail [mwoodall@pasco.k12.fl.us](mailto:mwoodall@pasco.k12.fl.us)

October 16, 2012

## MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Fifth Year of Five-Year Agreement  
RFP 09-005-AZ, Health Insurance Plan,  
Blue Cross/Blue Shield of Florida

On August 31, 2012 the District Insurance Committee unanimously voted to renew the District's agreement with Blue Cross/Blue Shield (BCBS) for the term January 1, 2013-December 31, 2013. The Committee requested that Ms. Mary Tillman, Director of Employee Benefits, Assistance, & Risk Management, recommend this renewal for Board approval. This is the fifth year of a five-year agreement. BCBS has agreed in writing (attached) to renew this contract for the 2013 year.

The Insurance Committee was able to negotiate a significant reduction in costs while receiving additional wellness contributions in the 2013-2014 calendar year as well as three subsequent years. These benefits to the District are a result of BCBS and the District's intent to directly negotiate a three year contract for the years 2014-2017 based on the terms and conditions of our current agreement. Please see the attached memo from Ms. Tillman for additional details.

The district is allowed to enter into negotiations for these services through DOE Rule 6A-1.012(15) if it is in their best interest to do so.

At this time, it is our recommendation to **enter into the** fifth year of the agreement. If you have any questions or require additional information please contact Ms. Tillman or myself at your earliest convenience.

Date/Time: October 10, 2012 09:07:00



## District School Board of Pasco County

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

Heather Fiorentino, Superintendent

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

---

### 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: October 8, 2012

TO: Michael J. Woodall, CPPO, Purchasing Agent

FROM: Mary Tillman, Director of Employee Benefits *Mary H. Tillman*

RE: 2013 Renewal for Health Care Benefits – Florida Blue (formerly BlueCross BlueShield of Florida)

---

On August 31, 2012, the District's Insurance Committee unanimously voted to renew the District's agreement with Florida Blue (Year 5 of a five-year agreement) for the 2013 calendar year.

Calendar year 2013 will be the fifth year of the District's self-insured medical program. Florida Blue acts as the program administrator: managing the provider network, paying claims, providing disease management and wellness services as well as other services. Florida Blue also provides a full time on-site representative for the District and contributes \$100,000 per year for wellness activities. In addition to claims expense, the District pays Florida Blue \$35 per insured employee per month as an administrative fee. This is a less than 1% increase over the last year. This amount is funded by Board contributions to the insurance fund. Administrative costs are expected to total \$3,276,000 for 2013.

An increase to \$35.65 for 2013 was provided for in the contract. Florida Blue offered the smaller increase in administrative fee as part of its renewal proposal which also included a one-time wellness contribution upon execution of agreement of \$200,000, payable in 2012, and an additional \$75k in 2013.

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.



# 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)

## RFP 09-005-AZ Blue Cross/Blue Shield of Florida Health Insurance Plan

\_\_\_\_\_  
 \_\_\_\_\_

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, 2013 – December 31, 2013.

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

COMPANY NAME: **Blue Cross / Blue Shield**

SIGNATURE: *Rob Macdonald* DATE: 10/8/12

PRINTED NAME/TITLE: ROBIN MACDONALD E-MAIL: Rob.Macdonald@bcbsfl.com  
Strategic Account Executive

TELEPHONE W/AREA CODE: 941-378-7332 FAX W/AREA CODE: 941-378-7399

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, CPPO, Purchasing Agent**  
 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)