

## Management Committee

Meeting date: August 27, 2014

For the Metropolitan Council meeting of September 10, 2014

**Subject:** Authorization to enter into a contract with HealthPartners for dental claims administration.

**District(s), Member(s):** All

**Policy/Legal Reference:** Council Policy 3-3, Expenditures

**Staff Prepared/Presented:** Terri Bopp, 651-602-1370; Marcy Syman, 651-602-1417

**Division/Department:** RA c/o Wes Kooistra, 651-602-1567

### Proposed Action

That the Metropolitan Council authorize the Regional Administrator to negotiate and award a contract with HealthPartners for dental claims administration in the amount of \$600,000 for a period of three years (1/1/2015 – 12/31/2017).

### Background

In May 2014, the Council issued a Request for Proposal for dental claims administration. We received responses from two carriers: HealthPartners (incumbent) and Delta Dental.

### Rationale

The RFP included four evaluation criteria:

- Administrative – Ability to administer negotiated benefits exactly as negotiated, ability to adhere to other administrative requirements, terms and conditions of proposed Group Policy language.
- Financials – Administrative fees, underwriting trend rates, network discounts, performance guarantees with “at risk” premiums.
- Geo Access and Disruption – Ability to meet the provider access requirements and ability of your network to minimize disruption of patient and provider relationships.
- Electronic Capabilities – Ability to interface with PeopleSoft, employee self-service utilizing phone and web technology, employer self-service technology, and self-billing in administration.

The evaluation panel agreed that while both proposers offer large provider networks, HealthPartners submitted the most complete proposal and the lowest overall cost. The panel reached consensus that the proposal submitted by HealthPartners provides the best value to the Council based on the four evaluation criteria.

### Funding

The Council self-insures healthcare benefits.

### Known Support / Opposition

No opposition is known at this time.