

2024 Medical ASO RFP Results

St. Johns County
Renewal

01/01/24

Description	
Month Used for Enrollment Counts	01/01/23
Subscribers During Enrollment Month	2,466

Carriers/Administrators	Florida Blue Current	Florida Blue 1/1/2024	UHC
PEPM Rates			
Base Administrative Service Fee	\$ 48.63	\$ 46.62	\$ 42.18
Fees for Services Not Included in Base ASO Fee	\$ -	\$ -	\$ 4.44
Disease Management	included	included	
Case Management	included	included	\$ -
Utilization Management (Radiology, Musculoskeletal, etc.)	included	included	\$ 0.94
TelaDoc Administration Fee	included	included	\$ -
Claims Fiduciary Services	included	included	\$ -
Web-Based Wellness Platform	included	included	\$ -
Stop Loss Reporting to External Vendors	included	included	\$ 3.50
Standard Claims and Utilization Reporting	included	included	\$ -
ASO Fee PEPM	\$ 48.63	\$ 46.62	\$ 46.62
Enrollment (as of January 2023)	2,466	2,466	2,466
Total Monthly ASO Fee	\$ 119,922	\$ 114,965	\$ 114,965
Total Annual ASO Fee	\$ 1,439,059	\$ 1,379,579	\$ 1,379,579
Annual Difference from Current		\$ (59,480)	\$ (59,480)
Rate Guarantee	12/31/2024	12/31/2026	12/31/2026

Carriers/Administrators	Florida Blue Current	Florida Blue 1/1/2024	UHC
Network Savings - Claims Repricing			
Billed			
Inpatient	\$ 11,392,408	\$ 11,392,408	\$ 11,392,408
Outpatient	\$ 21,134,825	\$ 21,134,825	\$ 21,134,825
Professional	\$ 27,628,965	\$ 27,628,965	\$ 27,628,965
Allowed			
Inpatient	\$ 4,335,400	\$ 4,335,400	\$ 5,175,444
Outpatient	\$ 6,638,024	\$ 6,638,024	\$ 7,383,086
Professional	\$ 10,475,495	\$ 10,475,495	\$ 10,867,680
Savings			
Inpatient	\$ 7,057,008	\$ 7,057,008	\$ 6,216,964
Outpatient	\$ 14,496,802	\$ 14,496,802	\$ 13,751,739
Professional	\$ 17,153,470	\$ 17,153,470	\$ 16,761,285
Average Discounts			
Inpatient	61.9%	61.9%	54.6%
Outpatient	68.6%	68.6%	65.1%
Professional	62.1%	62.1%	60.7%
Total	64.2%	64.2%	60.1%
Estimated (Savings)/Cost from Current			
Inpatient	\$ -	\$ -	\$ 840,044
Outpatient	\$ -	\$ -	\$ 745,062
Professional	\$ -	\$ -	\$ 392,185
Total	\$ -	\$ -	\$ 1,977,291
Network Disruption Analysis			
% of Match to Current Utilized Providers	n/a	100%	99%

Carriers/Administrators	Florida Blue Current	Florida Blue 1/1/2024	UHC
Additional Charges/Credits			
Wellness Program Stipend - Year 1	\$ (50,000)	\$ (200,000)	\$ (200,000)
Wellness Program Stipend - Annual		\$ (100,000)	\$ (200,000)
Wellness Bonus on signing of contract	\$ -	\$ (150,000)	\$ -
Total 3-Year Wellness Program Stipend		\$ (550,000)	\$ (600,000)
Biometric Screenings (Per Participant)	Included in ASO FEE	Included in ASO FEE	Not Available
Claims Shared Savings (% of Recoveries)			
Naviguard Program		25%	n/a
Subrogation Services		33%	33%
Misc.			
Run-out fee at Termination of Agreement		15% of paid claims 12 Months	\$ - 12 Months
Totals			
Estimated Annual Increase/Savings - Fees		\$ (59,480)	\$ (59,480)
Estimated Annual Increase/Savings - Claims		\$ -	\$ 1,977,291
Total Increase/ Savings Over Current		\$ (59,480)	\$ 1,917,811
Vendor Questionnaire Points Total		88.25	71.5
Administrative Fees		17.5	17.5
Average Inpatient/Outpatient/Professional Discounts		25	13.0
Network		9	7
Value Added Services		12.25	14
Claims Administration / Data Management		11	11
Administration/ Customer Service / Reporting		13.5	9

Note:

UHC Includes Onsite Nurse Liaison. This position focuses on health education, behavior modification, health care consumerism with UHC and Optum products, and engagement in the wellness program offerings.

General Medicine services are included in the UHC 24/7 Telehealth Service

Dermatology virtual services are available through virtual-care-center of excellence accessed via the UHC app

Amwell and Doc on Demand virtual providers are part of the United Behavioral Network for mental health services

Declined to Quote

Cigna

Aetna