



ROCKY MOUNT, NC
THE CENTER OF IT ALL

ROCKY MOUNT CITY COUNCIL

COMMITTEE OF THE WHOLE MEETING

MONDAY, MARCH 6, 2023

4:00pm

MEMORANDUM



ROCKY MOUNT
CITY MANAGER'S OFFICE
THE CENTER OF IT ALL

To: Mayor and City Council
From: Peter Varney, Interim City Manager
Date: March 2, 2023
Subject: Committee of the Whole

I would like to schedule a Committee of the Whole meeting for Monday, March 6 at 4:00pm in the Committee Room. The only agenda item is a review of medical insurance coverage proposals. A copy of the presentation is enclosed.



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Medical Insurance



Bid Process Dates



RFP Finalized & Released	1/17/2023
RFP Closes	2/3/2023
Bid Review Mtg w/MarkIII	2/21/2023, 2/22/2023
Internal Bid Review	2/24/2023
Bid Determination w/MarkIII	3/1/2023

Committee of the Whole Meeting	3/6/2023
Council Vote	3/13/2023
Finalize Benefit Guidebooks	3/17/2023
Open Enrollment Begins	3/24/2023
Open Enrollment Ends	4/6/2023
Open Enrollment Finalized	4/21/2023
System Testing and Final Prep	5/25/2023
Benefits Effective	7/1/2023





Medical
Proposals
were
requested
from:

Aetna

Allegiance

BCBSNC

Brighton

CIGNA

Meritain

UHR

UMR

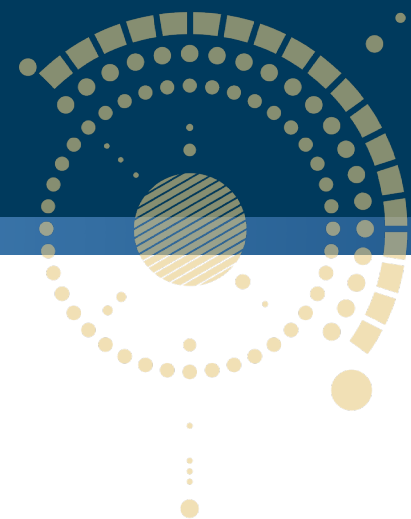
Aetna

BSBCNC

CIGNA



	Current: Aetna	Option 1: Aetna Renewal/Aetna Network/CVS Pharmacy/ Paid/ 125K/Firm	Option 2: BCBSNC/IHA Pharmacy/24/12/125K/ Firm	Option 3: Cigna/ Cigna Network/ ESI Pharmacy/24/12/125K Contingent
Fees are proprietary and confidential per proposal				
Admin Fee	\$17.37	\$21.00	\$42.00	\$6.00
Broker Compensation	\$2.13	\$2.13	\$2.13	\$2.13
Network Access Fee	\$0.00	\$0.00	\$0.00	\$23.60
Routine Vision baked into to medical plan	\$0.00	\$0.00	\$0.00	\$0.30
Specific Stop Loss	\$115.29	\$154.80	\$152.93	\$145.93
Aggregate Stop-loss	\$0.00			
Total Administration Fees	\$134.79	\$177.93	\$197.06	\$177.96
Monthly Cost based on 996 Employees	\$134,250.84	\$177,218.28	\$196,271.76	\$177,248.16
EAP priced separately by Aetna (PMPM, included w/Aetna)	\$0.00	\$0.00	\$1.38	\$1.38
Total Fees Yearly	\$1,611,010.08	\$2,126,619.36	\$2,371,754.88	\$2,143,471.68
Wellness and Implementation Fund Credit	(60,000.00)	(75,000.00)	(150,000.00)	(75,000.00)
Fee Holiday Credit	(20,000.00)	(75,000.00)		(88,444.80)
Communication Allowance Credit		(2,500.00)		
Pharmacy Management Fund Credit				(3,647.00)
Implementation Fund Credit				(5,000.00)
Gross Yearly Fees - Wellness & Admin Fee Credits (3 months)	1,531,010.08	1,974,119.36	2,221,754.88	1,971,379.88
Minus Pharmacy Contract Improvements	(408,030.00)	(918,417.24)	(1,282,380.00)	(1,060,994.58)
Net Yearly Cost - Including Pharmacy Contract Improvements	1,122,980.08	1,055,702.12	939,374.88	910,385.30
2 Lasers : Vascular Device & Hemophiliac for Cigna; one for Aetna-Hemophiliac	\$325,000.00	\$325,000.00	\$425,000.00	\$1,000,135.00
Total Yearly Costs (Fees, Pharmacy Improvements, and Lasers)	\$1,447,980.08	\$1,380,702.12	\$1,364,374.88	\$1,910,520.30



Recommendation



- Willing to work with us
- Shared Pharmacy Information upfront
- Lower Admin Fees
- Communications Allowance
- EAP Services included
- Lower Cost for Stop Loss Coverage





Medical Insurance Implementation Dates

