

SCOTT COUNTY VIRGINIA PUBLIC SCHOOLS

"Every Child, Every Opportunity"

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DIVISION SUPERINTENDENT

John I. Ferguson
340 East Jackson Street
Gate City, Virginia 24251
Phone: (276) 386-6118
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SCOTT COUNTY PUBLIC SCHOOLS

REQUEST FOR PROPOSALS

The Scott County School Board is seeking proposals from specialists in group health insurance who are licensed as health insurance consultants by the Bureau of Insurance, Virginia State Corporation Commission. The person or firm selected will be fee paid only. Insurance agents, brokers, or others who are paid by sales commissions and/or salaried by insurance companies or firms will not be considered. The person or firm retained will advise and represent the School System in the maintenance of the current self-funded employee health benefits plan and possibly in the procurement of a group health benefits or insurance plan for its employees and must be independent of any connections with insurance companies or firms.

A "Detailed Health Insurance Consultant Sheet" with more information is available by contacting Carla Carter – carla.carter@scottschools.com or Angie Vermillion- angie.vermillion@scottschools.com or by 276.386.6118.

Proposals shall include evidence of State Corporation Commission licensing as a health Insurance consultant, copy of proposed agreement for services, requested fee(s) for services, resume, references, and list of Virginia cities, town or counties or other governmental entities for which the person is currently acting as a fee paid only health consultant. Proposals are due in a sealed envelope marked "Consultant Proposal – Health" to John I. Ferguson, Superintendent, Scott County Schools, 340 E. Jackson Street, Gate City, VA 24251 by 12:00 noon, September 25, 2020 and will be read aloud at 1:00 p.m. prevailing time on September 25, 2020. Proposals can also be accepted by email in an attachment and attachments will be opened by the above email recipients on the date of the bid opening. No faxed quotes accepted please.

Scott County Schools has the right to refuse any and all bids and exercise the right to terminate the contract at any time. Scott County Schools reserves the right to select any proposal which it deems is in the best interest and the most responsive for the services desired. The week of September 18th through September 24th will be open for appointments for a question/answer session without price negotiations. Please call the Central Office for an appointment to speak with Carla Carter or Angie Vermillion for an appointment time. You may schedule an appointment time by calling 273.386.6118.

DETAILED HEALTH INSURANCE CONSULTANT SERVICES SHEET

The Person/Firm selected to perform health insurance consultant services for the Scott County School Board will perform the following on an as needed basis:

- A) Evaluation of the current health benefit plan, to include benefit breakdown and funding evaluation.
- B) Development of a benefit design and funding mechanisms conducive to the needs of the School System
- C) Review available networks (HMO's, PPO's, IPS's, PHO's) and plan designs (HAS's, HRA's, multiple plans). To determine the feasibility of including such networks and plan designs into the healthcare program.
- D) Development of special contractual agreements with providers (hospitals, physicians, substance abuse facilities and psychiatric facilities) as needed.
- E) Assist in securing discounts and development of a prescription drug program.
- F) Provide negotiated discounts with local hospitals and substance abuse facilities.
- G) Coordinate wellness programs to meet the current needs of participants. Thereby, providing future cost savings which are the result of a healthier group.
- H) Provide and participate in educational, informative and enrollment meetings as needed.
- I) Provide service throughout the year including assistance in providing information and policies on regulation such as COBRA, Family & Medical Leave Act, and Government Legislation.
- J) Negotiate with current carriers and providers concerning services and rates.
- K) When necessary, development of an RFP (Request for Proposal) and the securing of competitive quotes. Following receipt of such proposals, they will be evaluated and presented to the School System in a comparison form and recommendations made at the request of the School System.
- L) Secure proposals, evaluate benefits and cost and negotiate competitive costs and programs for life, short term disability, long term disability, dental, vision and other voluntary products.
- M) Responsible for keeping Client abreast on any new and updated information regarding the Affordable HealthCare Act.
- N) Minimum of six visits per year plus more if a bid year for health carriers.
- O) Maintain a direct line of communication at all times.
- P) Assist in providing financial reporting for Post-employment Healthcare benefits following the GASB 43 and GASB 45 (Governmental Accounting Standards Board) standards.

The agreements for services shall include requested fees for services and be for a period of One year with the option to renew for two years pending School Board approval.

The current health benefits plan covers approximately 400 contracts. A vision plan, dental and a prescription drug plan is also part of the health benefits plan.