

# San Joaquin Valley Insurance Authority

## BOARD OF DIRECTORS

SUSAN B. ANDERSON

JUDITH CASE

MIKE ENNIS

ALLEN ISHIDA

PHIL LARSON

DEBORAH POOCHIGIAN

PETE VANDER POEL

Meeting Location:  
Fresno County Employee Retirement  
Association Board Chambers  
1111 H Street  
Fresno, CA 93721  
July 22, 2011  
9:00 AM

**AGENDA DATE:** July 22, 2011

**ITEM NUMBER:** 7

**SUBJECT:** Wellness RFP Report

**REQUEST(S):** That the Board be made aware of the progress on the Wellness/Disease Management Request for Proposal.

**DESCRIPTION:**

At the May 6, 2011 SJVIA Board of Directors meeting, the Board voted unanimously to direct staff to issue a Request for Proposals (RFP) for Wellness/Disease Management vendors for the SJVIA. The RFP was to focus on targeted wellness vendors with the assistance of Gallagher Benefit Services (GBS) dedicated strategic wellness consulting staff. On June 6, 2011 GBS released the RFP. The final results of the RFP and recommendations for action will be presented at the August 26th Board of Directors meeting. A copy of the RFP that was submitted to vendors is attached. The RFP's stated goals with respect to its benefit plans and costs are to:

- Promote provider accountability and value
- Pursue targeted health care strategies
- Provide incentives to promote health and well being
- Make design changes that maximize the gain to SJVIA and minimize pain to its members
- Enhance employee health and performance
- Improve vendor performance
- Achieve documented ROI of health care benefit changes

The vendor selection process requires all vendors to analyze SJVIA claims data and provide a report that will identify the eligible population for each category of Health Management programs, the expected engagement levels for each program, outcomes for engagement and performance guarantees tied to program results. The purpose of this item is to update your Board on the RFP process prior to making final recommendations on August 26<sup>th</sup>.

**AGENDA:** San Joaquin Valley Insurance Authority

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The following vendors have submitted an intent to bid:

1. Delta Health Systems
2. Elite Corporate Fitness
3. American Specialty Health
4. Nurtur Health
5. JourneyWell

**FISCAL IMPACT/FINANCING:**

The budget for the SJVIA included a \$2.50 per employee per month fee, which currently generates approximately \$261,000 per plan year. Employee communication is also an integral part of a wellness and disease management program. The SJVIA health rates also include \$.50 per employee per month for communication totaling around \$52,000 per year. The current balance of the claims mitigation and communication fund along with future contributions will be the basis of building a suitable strategy for the SJVIA. Costs for the plan will be built into the 2012 health plan renewal rates.

**ADMINISTRATIVE SIGN-OFF:**



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Paul Nerland  
SJVIA Manager



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Rhonda Sjoström  
Interim Assistant SJVIA Manager

**BEFORE THE BOARD OF DIRECTORS  
SAN JOAQUIN VALLEY INSURANCE  
AUTHORITY**

**IN THE MATTER OF** Wellness RFP Report

**RESOLUTION NO.** \_\_\_\_\_  
**AGREEMENT NO.** \_\_\_\_\_

UPON MOTION OF DIRECTOR \_\_\_\_\_, SECONDED BY DIRECTOR \_\_\_\_\_  
\_\_\_\_\_, THE FOLLOWING WAS ADOPTED BY THE BOARD OF DIRECTORS, AT AN  
OFFICIAL MEETING HELD \_\_\_\_\_, BY THE FOLLOWING VOTE:

AYES:  
NOES:  
ABSTAIN:  
ABSENT:

ATTEST:

BY: \_\_\_\_\_

\* \* \* \* \*

That the Board was made aware of the progress on the Wellness/Disease Management Request for Proposal.