



**BOARD OF DIRECTORS**

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**Meeting Location:  
Tulare County Employees' Retirement  
Association Board Chambers  
136 N Akers St  
Visalia, CA 93291  
July 25, 2014 9:00 AM**

**AGENDA DATE:** July 25, 2014

**ITEM NUMBER:** 8

**SUBJECT:** Staff Report on Request for Proposal Process for Wellness/Disease Management Vendors Effective January 1, 2015

**REQUEST(S):** That the Board receive and file the update on Request for Proposal for Wellness vendors effective January 1, 2015

**DESCRIPTION:**

At the February 21, 2014 meeting, [your Board directed staff](#) to request proposals for integrated wellness and disease management vendors capable of handling the complexities, goals, and expectations of the SJVIA programs. Specifically, SJVIA staff recommended requesting proposals that consider an integrated lifestyle and disease management program that allows flexibility for targeted efforts. Currently, the SJVIA contracts with Delta Team Care for Wellness (onsite health screenings, health coaching and education) and Anthem Blue Cross for Disease Management (Anthem 360 Program). The focus of this process is to consider a more integrated approach to wellness and disease management that may provide a more measurable return on investment.

SJVIA Staff, along with the local consultant team at Gallagher Benefit Services and their national Wellness Practice Leader, Ali Payne have gone through the first few stages of the RFP process and are prepared to recommend vendors for finalist interviews and potential contract award.

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** July 25, 2014

Ali Payne performed the preliminary RFP requesting proposals from a number of vendors that aligned with the requirements and objectives of the SJVIA according to an extensive Request for Information or Market Scan she performs with hundreds of vendors across the US on a quarterly basis. From this detailed information, she is able to align vendors with the needs of the client that can best respond to her request for comprehensive proposals.

Proposals were received from the following vendors:

- Anthem Blue Cross
- Humana Vitality
- Viverae
- TriWellness
- Optum
- Delta Team Care

The proposals received by the interested vendors varied greatly in scope, pricing, resources, onsite capabilities, and software platform. Each vendor proposed their own unique focus and combination of recommended solutions for the SJVIA. However, most proposals demonstrate an integrated approach to wellness/disease management, tools to increase and maintain employee engagement and measurable savings. The results of the RFP have been reviewed with Ali, SJVIA staff, and Gallagher. SJVIA staff is recommending finalist interviews in early August with Humana Vitality, Viverae, TriWellness, Optum, and Delta Team Care. The SJVIA's current vendors (Anthem Blue Cross and Delta Team Care) do not offer the integrated approach and/or measurable results. Delta Team Care does, however, offer additional on-site services; therefore, they are being included as a finalist. Staff will continue to analyze the vendor proposals and the options available to the SJVIA and come back to your Board with a recommended vendor for contract award at the next Board Meeting.

**FISCAL IMPACT/FINANCING:**

The SJVIA currently pays \$2.10 (PPO) and \$3.38 (HMO) per employee for month for disease management programs through Anthem 360 (approximately \$340,000) per year. Health Risk Assessments and Biometric Screening through Delta TeamCare are offered at \$195 per employee that participates. The SJVIA has budgeted \$2.50 per employee per month or \$325,800 annually for Wellness efforts.

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** July 25, 2014

**ADMINISTRATIVE SIGN-OFF:**



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Rhonda Sjostrom  
SJVIA Manager



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Paul Nerland  
SJVIA Assistant Manager

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

**IN THE MATTER OF** Update on Request for Proposal for Wellness Vendors  
Effective January 1, 2015

**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 received and filed the update on Request for Proposal for  
Wellness vendors effective January 1, 2015