

Meeting Location:
County of Tulare
Board of Supervisors Chambers
2800 West Burrel Avenue
Visalia, CA 93291

AGENDA DATE: August 22, 2025

ITEM NUMBER: Item 15

SUBJECT: Receive and Approve Plan Year 2026 PBM
Marketing Report and Recommendation (A)

REQUEST(S): That the Board receive the PBM marketing report
and approve the recommendation for Plan Year
2026.

DESCRIPTION:

Keenan & Associates will present an update on the Pharmacy Benefit Manager (PBM) marketing process for Plan Year 2026. The objective of this initiative is to evaluate the current PBM arrangement and explore alternative vendors that may offer improved pricing, enhanced clinical programs, and better member service.

The SJVIA Board requested that Keenan conduct a PBM marketing process for the 2026 plan year. This preliminary report evaluates the following components of the PBM proposals:

- Ingredient Cost Repricing
- Dispensing Fees
- Administration Fees
- Prescription Drug Rebates
- Questionnaire Responses Outlining Capabilities, Terms, and Conditions

Seven PBMs were invited to submit bids. Six PBMs responded with proposals. Optum Rx declined to quote, citing previous unsuccessful bids and a perceived lack of fit with SJVIA.

AGENDA: San Joaquin Valley Insurance Authority

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Two finalists were selected and interviewed. However, some discrepancies in their proposals and unanswered questions still need to be resolved. Additional time is needed to further evaluate the proposals and to work with the finalists to assure terms and conditions of the contract adequately reflect the intent of SJVIA. Therefore, Keenan recommends postponing the selection of vendor and award of the contract until July 1, 2026. This requires renewing the contract with EmpiRx for an additional six-month period, which will require EmpiRx's approval.

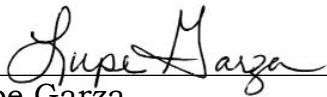
FISCAL IMPACT/FINANCING:

To be determined.

ADMINISTRATIVE SIGN-OFF:



Hollis Magill
SJVIA Manager



Lupe Garza
SJVIA Assistant Manager