



# 2021 PBM RFP

Montgomery County Agencies

# Executive Summary

## 1. General Information

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### 1.1 Introduction

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Aon Consulting, Inc (Aon) is assisting Montgomery County Agencies (MCA) in the evaluation of its prescription benefit management services. Through this Request for Proposal (RFP), MCA is soliciting proposals from qualified vendors to provide prescription drug program services for a three-year period from January 1, 2021 through December 31, 2023.

The RFP outlines the requirements that must be met by all proposers. To be eligible for consideration, your proposal responses must be received by Aon no later than **5:00 pm EST on March 3<sup>rd</sup>, 2020.**

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### 1.2 Montgomery County Agencies Client Bio

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Montgomery County Agencies ("MCA" or "Agency") for purposes of this RFP consists of The Montgomery County Public Schools, hereinafter referred to as "MCPS," The Maryland-National Capital Park and Planning Commission, hereinafter referred to as "M-NCPPC," and the Washington Suburban Sanitary Commission, hereinafter referred to as "WSSC Water."

Montgomery County Public Schools (MCPS) provides education for grades Pre-Kindergarten through 12th. MCPS provides education for over 156,000 students in 202 different schools. MCPS has over 22,000 active employees and over 8,000 retirees participating in benefit programs. MCPS enjoys a rich heritage of delivering high quality education to its diverse student body and has pioneered many innovative programs and initiatives.

More information may be obtained by accessing the School's web site at <http://www.montgomeryschoolsmd.org/>.

The location of the MCPS office is: Rockville, Maryland, 20850. MCPS' NAICS code is 611110.

The Maryland-National Capital Park and Planning Commission (M-NCPPC) is a bi-county agency, empowered by the State of Maryland to acquire, develop, maintain and administer a regional system of parks in Montgomery and Prince George's Counties in Maryland, adjacent to the District of Columbia. The Commission is also empowered to prepare and administer a General Plan for the physical development of most of the bi-county area and, in Prince George's County, conduct the Public recreation program. M-NCPPC provides benefits to more than 2,000 active employees and more than 1,000 retirees.

More information may be obtained by accessing the Commission's web site at [www.m-nccpc.org](http://www.m-nccpc.org).

The location of the M-NCPPC office is: Riverdale, Maryland, 20737. Suite 404. The NAICS code is 925120.

Established in 1918, WSSC Water is currently among the largest water and wastewater utilities in the nation, with a network of nearly 5,768 miles of fresh water pipeline and over 5,578 miles of sewer pipeline. Our service area spans nearly 1,000 square miles in Prince George's and Montgomery counties, and we serve 1.8 million residents through approximately 475,000 customer accounts. WSSC Water drinking water has always met or exceeded federal standards. Approximately 1,500 active employees and over 1,500 retirees participate in WSSC Water's benefit programs.

More information may be obtained by accessing the WSSC Water's website at <http://www.wsscwater.com>

The location of the WSSC Water office is: Laurel, Maryland, 20707. The NAICS code is 924110.

Montgomery County Agencies pool their combined populations for synergies and administrative cost efficiencies. However, it is not the intention of this RFP to obtain consolidated services or pricing. Separate contracts and plan designs exist in most cases. The Montgomery County Agencies may participate separately in vendor contracting and negotiations regarding any aspect of this RFP. You are being asked to provide quotations for the Agencies based on current enrollment assumptions by plan, and to note where your quotation would differ if awarded more or less contract lives. Each Agency will have the flexibility to award or not award contracts on each product quoted.

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### 1.3 Request for Proposal Timeline

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Event	Target Date*
Release of RFP	February 10, 2020
Receive intention to bid via email	February 14, 2020
Deadline for questions via email	February 19, 2020
Response to vendor questions	February 25, 2020
<b>Deadline for RFP Vendor responses</b>	<b>March 3, 2020</b>
Notification of finalists	Week of April 6, 2020
Finalist Interviews/Site Visits	Week of April 20, 2020
Selection of Vendor	Week of May 4, 2020
Implementation kick-off	Week of June 1, 2020
Plan Effective Date	January 1, 2021

\*These dates are subject to change at the discretion of MCA.

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### 1.4 Inquiries

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Questions about this pharmacy RFP should be submitted to Ron Whited (Aon) and Stephen Mackie (Aon). Please do not contact the client directly during the RFP process. Please direct all inquiries to your Aon contacts.

Email addresses: [ron.whited@aon.com](mailto:ron.whited@aon.com) & [stephen.mackie@aon.com](mailto:stephen.mackie@aon.com)

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### 1.5 Right of Refusal

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MCA reserves the right to accept or reject any and all responses submitted to this RFP. MCA reserves the right to withdraw the RFP at any time. This RFP document should in no way be construed as a commitment to purchase on the part of MCA. Issuance of this RFP and/or any additional requests for information does not obligate MCA to accept any of the submitted bids. MCA shall have no obligation hereunder until a formal definitive contract has been prepared and fully executed by both parties. MCA and Aon will not accept unsolicited financial offers. All decisions made by MCA are final.

## 2. Selection Criteria

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2.1 MCA is seeking a pharmacy benefit manager willing to provide high quality programs, innovative programs, comprehensive clinical support, seamless operations, effective administration/account management services and best-in-class member service. The ideal vendor will be financially competitive and will support MCA's healthcare strategy and vision by demonstrating its capabilities in the areas listed below.

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### Primary selection criteria:

1. 1) Competitiveness of financial proposal
  - Market-leading financial guarantees
  - 100% pass through of Manufacturer Payments
  - Competitive Discount & Manufacturer Payment Guarantees
2. 2) Plan administration, member service, and quality assurance
  - Strong account team support
  - Individual support for each MCA entity
  - Member service excellence to support MCA's members
  - Superior clinical support for MCA and its members
  - Support for various populations with varying plan designs
  - Comprehensive, online management reporting capabilities
  - Provide performance guarantees which are tracked and reported on an ongoing basis
  - Trend management support
3. 3) Access/network requirements
  - Offer a retail pharmacy network which provides optimal geographic access for MCA members
  - Industry-leading mail order and specialty pharmacies
4. 4) Legal & compliance support
  - Assist MCA in complying with all applicable laws and regulations including the Affordable Care Act
  - Assist MCA in navigating state insurance regulations and reporting requirements.

### 3. Plan Information, Demographics and Utilization

3.1 *This RFP seeks pharmacy benefit management for plan designs across ~70,000 members.*

Population	Commercial/Retiree	Total Covered Lives
Montgomery County Public Schools (MCPS)	Commercial	47,693
Maryland-National Capital Park and Planning Commission (M-NCPPC)	Commercial	6,342
Washington Suburban Sanitary Commission (WSSC)	Commercial	3,402
Montgomery County Public Schools (MCPS)	Retiree	10,374
Maryland-National Capital Park and Planning Commission (M-NCPPC)	Retiree	1,111
Washington Suburban Sanitary Commission (WSSC)	Retiree	1,121

3.2 *MCA Plan Design*

Additional plan design information is provided as attachments to the RFP.

3.3 *MCA Summary Drug Utilization*

Utilization data will be provided after bidders provide their "Intent to Bid" for the RFP.

## About Aon

Aon plc (NYSE:AON) is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.

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