



BOARD OF COUNTY COMMISSIONERS

DATE: May 24, 2011

AGENDA ITEM NO. 14.

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature:

Subject:

Approval of Ranking of Firms - Pharmacy Benefits
Contract No. 101-0225-P (AM)

Department:

Human Resources / Purchasing

Staff Member Responsible:

Peggy Rowe / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE BUCK CONSULTANTS TO NEGOTIATE WITH THE FOUR HIGHEST RANKED FIRMS: MEDCO HEALTH SOLUTIONS, INC., CLEARWATER, FLORIDA; EXPRESS SCRIPTS, CLERMONT, FLORIDA; INFORMED RX, Lisle, ILLINOIS AND PRESCRIPTION SOLUTIONS, PLANO, TEXAS FOR EMPLOYEE PHARMACY BENEFITS.

Summary Explanation/Background:

On April 5, 2011, Buck Consultants (Buck), acting on behalf of Pinellas County, let a Request For Proposal (RFP) to qualified pharmacy provider firms who were deemed qualified by Buck during a pre-qualification process. It was the intent of the RFP to obtain a successful firm to provide pharmacy benefits to Pinellas County's Unified Personnel System which consists of approximately 3,200 employees and 1,500 retirees.

On April 22, 2011, Buck received responses from six (6) pre-qualified firms and performed an independent evaluation on seven (7) of the eight (8) evaluation criteria contained in the RFP. County staff evaluated the remaining criterion, "project approach".

The evaluation committee, consisting of two (2) representatives from the Human Resources Department, one (1) representative from County Administration, one (1) representative from the Office of the Property Appraiser and one (1) representative from Clerk of the Circuit Court, along with two (2) representatives from the Purchasing Department acting as facilitators, met on May 12, 2011, to evaluate and score the six (6) proposals received based on their submission for "project approach".

The evaluation committee evaluated the firms per the following criterion:

1) Project Approach 100 Points

Buck Consultants initially evaluated the firms per the following criteria:

1) Overall Financial Offering/ Cost	400 Points
2) Financial Questionnaire	50 Points
3) Administrative/ Operational Capabilities	200 Points
4) Clinical Management	80 Points
5) Specialty Pharmacy	80 Points
6) Performance Guarantees	50 Points
7) Medicare Part D Support	40 Points

The firms in order of ranking following the evaluation of the proposals and combination of Buck and evaluation committee scores are as follows:

1) MedCo Health Solutions, Inc.	933.98 Points
2) Express Scripts	878.90 Points
3) Informed RX	876.87 Points
4) Prescription Solutions	871.95 Points
5) Benecard	825.70 Points
6) Walgreens (Catalyst)	796.92 Points

At the direction of the Board, Buck Consultants will begin negotiation with the four (4) highest ranked firms to obtain the best and final offers pertaining to cost and other deliverables. In the near future, after negotiations have been completed, Buck and Human Resource Department staff will make a final recommendation to the Board as to which firm offers the most comprehensive and cost effective pharmacy benefit plan.

Fiscal Impact/Cost/Revenue Summary:

Pharmacy Plan Annual Cost including administrative fees \$9,420,000.00

Exhibits/Attachments Attached:

1. Evaluation Criteria Tabulation

PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET

**TITLE: PHARMACY BENEFITS
BID #: 101-0225-P(AM)**

COMPANY NAME	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS	TOTAL AVERAGE	RANK
	BUCK + DAVID BATEMAN	BUCK + DAVE BLASEWITZ	BUCK + MAUREEN FREANEY	BUCK + LISA HAMILTON	BUCK + CAROLYN MANN			
MEDCO HEALTH SOLUTIONS, INC.	933.98	933.98	933.98	933.98	933.98	4669.90	933.98	1
EXPRESS SCRIPTS	878.90	878.90	878.90	878.90	878.90	4394.50	878.90	2
INFORMED RX	872.87	877.87	877.87	877.87	877.87	4384.35	876.87	3
PRESCRIPTION SOLUTIONS	871.95	871.95	871.95	871.95	871.95	4359.75	871.95	4
BENECARD	823.70	828.70	828.70	823.70	823.70	4128.50	825.70	5
WALGREENS (CATALYST)	793.92	793.92	793.92	798.92	803.92	3984.60	796.92	6

Date: **May 12, 2011**
