



# Pinellas County

## Staff Report

---

File #: 20-2370A, Version: 1

---

### **Subject:**

Ranking of firms and agreement with Express Scripts, Inc. for requirements of prescription drug administrative services.

### **Recommended Action:**

Approval of the ranking of firms and agreement with Express Scripts, Inc. (ESI) for requirements of prescription drug administrative services.

- This agreement provides County employees and dependents with prescription drug benefits.
- Three responsive firms submitted proposals; ESI was selected as the highest ranked firm and I recommended for award by the Human Resources Department.
- The agreement has a term of sixty-months with a service start date of January 1, 2022 with a total anticipated expenditure of \$68,000,000.00.
- The annual administrative services amount is \$400,000.00 with a sixty-month administrative services contract value of \$2,000,000.00 and is included in the total anticipated expenditure of \$68,000,000.00.
- This contract replaces the current contract held by ESI that expires on December 31, 2021.

Contract No. 21-0180-P(LN) in the annual administrative services amount of \$400,000.00 for a sixty-month administrative services contract value of \$2,000,000.00. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Create a Quality Workforce in a Positive, Supportive Organization

1.3 Make workforce safety and wellness a priority

1.4 Maintain a fair and competitive compensation package.

### **Summary:**

This contract continues to provide prescription drug benefits to County employees and dependents. The schedule of benefits and network of pharmacies is unchanged from the current agreement.

### **Background Information:**

A two-step RFP was released on January 22, 2021, requiring qualifications in step-one. Three (3) responsive submittals were received in step-two with ESI selected as the highest ranked firm. Step-two contained an analysis provided by Human Resources consultant, Willis Towers Watson, which was utilized to evaluate the firms. Negotiating of fees and rebates realized a financial improvement of \$4,939,000.00 total savings over the five (5) year contract term.

The firms in order of ranking are attached on the ranking spreadsheet.

**Fiscal Impact:**

Estimated sixty (60) month claims liability not to exceed: \$66,000,000.00

Sixty (60) month Administrative fees not to exceed: \$2,000,000.00

Total estimated expenditure not to exceed: \$68,000,000.00

Funding for the Agreement is derived from the Human Resources employee benefits fund.

**Staff Member Responsible:**

Kimberly Crum, Director, Human Resources Department

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Services Agreement

Ranking Spreadsheet