

13951

Date: September 10, 2010

To: Honorable Members of the Board of Acquisition and Contract

From: Ann Marie Berg
Commissioner of Finance

RE: Authority to enter into an agreement with Triad Group, LLC, for the provision of on-the-job injury claim administration and case management services, for the period from November 1, 2010 through October 31, 2013, for a total amount not to exceed \$450,000 per year, and a total aggregate amount not to exceed \$1,350,000

The County of Westchester provides Worker's Compensation/Job Injury benefits through a self-insured job injury program financed under Section 6J of the New York State General Municipal Law. On July 12, 2010, the Department of Finance (the "Department") issued a Request for Proposals ("RFP") for on-the-job injury claim administration and case management services for all County employees. The RFP sought proposals as the basis for a three-year contract, with an option on the part of the County to renew the contract for two additional one-year terms.

A total of five (5) proposals were received in response to the RFP. After careful review of each proposal with reference to the evaluation criteria set forth in the RFP, Triad Group, LLC ("Triad") was selected. Subsequent negotiations with Triad led to additional reductions in their prices from those submitted in the original proposal.

Accordingly, authority is respectfully requested for the County to enter into an agreement with Triad, pursuant to which Triad will provide on-the-job injury/illness claim administration and case management services, for the period from November 1, 2010 through October 31, 2013, for a total amount not to exceed \$450,000 per year, to be paid on a per-claim basis at the rates contained in Schedule "B", and a total aggregate amount not to exceed \$1,350,000

In addition, authority is respectfully sought for the County to retain options under the Agreement for two (2) additional one-year terms, with a two percent (2%) and three percent (3%) increase, respectfully in the total amount not-to-exceed for each additional year, making the amount not-to-exceed \$454,000 for the first renewal option year and \$467,500 for the second renewal option year.

A list of subcontractors to be utilized by Triad for specified services, for which your Honorable Board's approval is respectfully requested, is provided in Schedule "A".

The proposed agreement will serve a public purpose by helping enhance the efficiency and effectiveness of the County's on-the-job injury claim administration and case management services as well as its Workers' Compensation program.

The goal and objective of the proposed agreement is to provide a cost effective solutions to monitor, track and administer these cases.

The goal and objective of the proposed agreement is in the best interests of the County in terms of fiscal responsibility, as the County will have more efficient and effective on-the-job injury claim administration and case management services and will ultimately reduce the County's Workers' Compensation-related costs.

The goal and objective of the proposed agreement will be tracked and monitored by the Department of Finance on a monthly basis through regular consultations with, and briefings by, Triad on various topics covering such issues as their effort in reducing County expenses associated with medical treatment; their successes in controlling costs and exposing fraud and abuse; and their delivery of appropriate benefits fairly, promptly, and accurately. The proposed agreement will also require quarterly meetings to discuss settlements of ongoing cases in an effort to reduce the exposure of the County's self-insurance program.

I recommend for your favorable consideration the annexed proposed Resolution.

APPROVED BOARD OF ACQUISITION & CONTRACTS
JAMES VIEIRA, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Finance, be it hereby

RESOLVED, that the County of Westchester (“the County”) is hereby authorized to enter into an agreement with Triad Group, LLC (“Triad”), pursuant to which Triad will provide on-the-job injury/illness claim administration and case management services, for the period from November 1, 2010 through October 31, 2013, for a total amount not to exceed \$450,000 per year, to be paid on a per-claim basis at the rates contained in Schedule “B”, and a total aggregate amount not to exceed \$1,350,000 and be it further

RESOLVED, that the County is further authorized to retain options under the Agreement for two (2) additional one-year terms, with a two percent (2%) and three percent (3%) increase, respectfully in the total amount not-to-exceed for each additional year, making the amount not-to-exceed \$454,000 for the first renewal option year and \$467,500 for the second renewal option year; and be it further

RESOLVED, that the list of subcontractors to be utilized by Triad for specified services provided in Schedule “A” is hereby approved; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the “State Budget”) proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee is authorized and empowered to execute all documents and to take all action necessary to accomplish the purposes hereof.

Year	Fund	Dept.	Major Program Program & Phase Or Unit	Object/ Sub Object	Trust Account	Activity	Dollars
2010	613	57	0008	4280	N/A	N/A	\$ 75,000 .00
2011	613	57	0008	4280	N/A	N/A	\$450,000.00
2012	613	57	0008	4280	N/A	N/A	\$450,000.00
2013	613	57	0008	4280	N/A	N/A	\$375,000.00

Budget Funding Year(s): 2010 Start Date 11/1/10 End Date 10/31/13

Tax Dollars _____
State Aid _____

\$1,350,000
(Must match resolution)

Federal Aid _____
Other- 6 J Fund X

APPROVED BOARD OF ACQUISITION & CONTRACT - 9-23-2010 - JOMARY VIEIRA, SECRETARY