



George Latimer
County Executive

Department of Finance

Ann Marie Berg
Commissioner

86414

DATE: July 16, 2021

TO: Board of Acquisition and Contract

FROM: Ann Marie Berg
Commissioner, Department of Finance

SUBJECT: Authority to enter into an agreement with Montefiore Health System, Inc., pursuant to which it will consent to the handling of claims for services for the County's employees and retirees, and their covered spouses and dependents, as 'in-network'.

Authority is requested from your Honorable Board for the County of Westchester (the "County") to enter into an agreement with Montefiore Health System, Inc. ("Montefiore"), pursuant to which Montefiore will consent to the handling of claims for services ("Claims") provided by Montefiore and its affiliated healthcare providers ("Montefiore Providers"), for the County's eligible employees and retirees, and their covered spouses and dependents, ("Covered County Persons") as 'in-network', and therefore not balance bill Covered County Persons for any 'network'-covered Claims (the "Agreement").

The proposed Agreement would be for a term commencing on January 1, 2021 and continuing through December 31, 2021, and would be renewable, at the sole option of the County, for an additional one year term thereafter; provided, however, that upon Montefiore Providers once again being 'in-network' for Covered County Persons under the County's available preferred provider organization networks (the "PPO Networks"), the proposed Agreement would immediately terminate.

Under the proposed Agreement, Montefiore would consent to all Claims from Montefiore Providers for Covered County Persons since January 1, 2021, and for the full term of the proposed Agreement, including the option, if exercised, being paid by UMR, Inc., as the County's provider of third party administrator services, ("UMR") at 7.25% above the pricing that was in effect for such Claims for Covered County Persons under the PPO Networks as of December 31, 2020. Under the proposed Agreement, the rates shall increase on January 1, 2022

by 7.25%, if the County exercises its option to renew the proposed Agreement.

Under the proposed Agreement, Montefiore will give the County a credit for the amounts that the County, through UMR, has already paid for all Claims from Montefiore Providers for Covered County Persons that were submitted on or after January 1, 2021 and prior to the execution of the proposed Agreement, and the County, through UMR, will remit payment to Montefiore for all additional amounts owed.

The proposed Agreement will serve a public purpose by ensuring that the County pays 'in-network' prices for Claims from Montefiore.

The goal and objective of the proposed Agreement is to ensure that the County pays 'in-network' prices for Claims from Montefiore.

The goal and objective of the proposed Agreement is in the best interests of the County in terms of health, as the proposed Agreement will return the Montefiore Providers to being 'in-network' for Covered County Persons in terms of healthcare benefits.

The goal and objective of the proposed Agreement will be tracked and monitored by the staff of the Finance Department.

Authority to exempt the proposed Agreement from the requirements of the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, has been granted by your Honorable Board in accordance with a separate resolution of even date herewith.

I respectfully recommend the adoption of the attached resolution.

AMB/bdm/mn

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 Montefiore Health System, Inc. ("Montefiore"), pursuant to which Montefiore will consent to the handling of claims for services ("Claims") provided by Montefiore and its affiliated healthcare providers ("Montefiore Providers"), for the County's eligible employees and retirees, and their covered spouses and dependents, ("Covered County Persons") as 'in-network', and therefore not balance bill Covered County Persons for any 'network'-covered Claims (the "Agreement"); and be it further

RESOLVED, that the Agreement shall be for a term commencing on January 1, 2021 and continuing through December 31, 2021, and would be renewable, at the sole option of the County, for an additional one year term thereafter; provided, however, that upon Montefiore Providers once again being 'in-network' for Covered County Persons under the County's available preferred provider organization networks (the "PPO Networks"), the proposed Agreement would immediately terminate; and be it further

RESOLVED, that the Agreement shall provide that Montefiore consents to all Claims from Montefiore Providers for Covered County Persons since January 1, 2021, and for the full term of the Agreement, including the option, if exercised, being paid by UMR, Inc., as the County's provider of third party administrator services, ("UMR") at 7.25% above the pricing that was in effect for such Claims for Covered County Persons under the PPO Networks as of December 31, 2020, and that the rates shall increase on January 1, 2022 by 7.25%, if the County exercises its option to renew the proposed Agreement; and be it further

RESOLVED, that the Agreement shall provide that Montefiore shall give the County a credit for the amounts that the County, through UMR, has already paid for all Claims from Montefiore Providers for Covered County Persons that were submitted on or after January 1, 2021 and prior to the execution of the proposed Agreement, and the County, through UMR, will remit payment to Montefiore for all additional amounts owed; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
					N/A

Budget Funding Year(s): _____
(must match resolution)

Start Date: 01/01/21

End Date: 12/31/21

Funding Source

N/A

(must match resolution)

Tax Dollars: _____

State Aid: _____

Federal Aid: _____

Other: _____

APPROVED BOARD OF ACQUISITION & CONTRACT - 07/29/2021 - JOAN COCCARDI, SECRETARY