

**SANTA FE COUNTY
COUNTY MANAGER'S OFFICE**

REQUEST FOR PROPOSALS



EMPLOYEE BENEFIT PROGRAMS

RFP No. 2020-0269-HR/BT

JULY 2020

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I. ADVERTISEMENT

**SANTA FE COUNTY
REQUEST FOR PROPOSALS
EMPLOYEE BENEFIT PROGRAMS**

RFP No. 2020-0269-HR/BT

Santa Fe County is requesting proposals from licensed and qualified Offeror's to provide Employee Benefit Programs for the County. Specifically, the programs include but are not limited to Medical claims administration, Prescription Drugs administration, and Stop Loss.

Santa Fe County has contracted with Gallagher Benefit Services Incorporated to provide consulting services relative to this solicitation.

All proposals submitted shall be valid for one hundred-twenty (120) days subject to action by the County. Santa Fe County reserves the right to reject any and all proposals in part or in whole. A completed proposal shall be submitted in a sealed container indicating the proposal title and number along with the Offeror's name and address clearly marked on the outside of the container. All proposals must be received by **2:00 PM (MDT) on Friday, August 7, 2020**, to the Santa Fe County Purchasing Office (Second Floor), 142 W. Palace Avenue, Santa Fe, New Mexico 87501 or proposals will also be accepted electronically using **Dropbox**. Please utilize this link to upload your proposal. <https://www.dropbox.com/request/6000bAeXIYB3LyIZuTSe> attention Bill Taylor via email to wtaylor@santafecountynm.gov and to Michael Rohr, Client Consultant and Mary Kay Oakes Client Manager, Gallagher Benefit Services at mike_rohr@ajg.com and marykay_oakes@ajg.com respectively. By submitting a proposal for the requested services, each Offeror is certifying that it is a qualified firm and its proposal complies with regulations and requirements stated within the Request for Proposals.

EQUAL EMPLOYMENT OPPORTUNITY: All qualified Offeror's will receive consideration of contract(s) without regard to race, color, religion, sex or national origin, ancestry, age, physical and mental handicap, serious medical conditions, disability, spousal affiliation, sexual orientation or gender identity.

Request for proposals will be available by contacting Bill Taylor, Santa Fe County by telephone at (505) 986-6373 or by email at wtaylor@santafecountynm.gov

PROPOSALS RECEIVED AFTER THE DATE AND TIME SPECIFIED ABOVE WILL NOT BE CONSIDERED AND WILL BE REJECTED BY SANTA FE COUNTY.

Santa Fe County
Published: July 12 & 13, 2020

II. INTRODUCTION

A. PURPOSE OF THIS REQUEST FOR PROPOSALS

Santa Fe County (County) has been self-funded for its medical and prescription drug benefits since separating from the State of New Mexico's employee benefit program in 2017. From 2017 through present, Presbyterian has provided medical and prescription drug claims administration and management services as well as stop loss coverage to the County.

The County is soliciting proposals from qualified firms interested in entering into an agreement for Medical claims administration and management and Stop Loss coverage as described herein, to ensure they are offering competitive, comprehensive benefits to their employees.

The County has contracted with Gallagher Benefit Services, Inc. (GBS) to provide consulting services including the solicitation and evaluation process, the evaluation and implementation process, as well as ongoing benefits consulting. Proposals should be submitted concurrently to the County and GBS as outlined later in this solicitation.

B. SCOPE OF WORK

Offerors shall carefully read all information contained in this Request for Proposal (RFP) and respond accordingly. Offerors must complete exhibits in the format originally provided (i.e., Word and/or Excel). Do NOT alter the forms. You must complete them as provided. Do not convert the exhibits to PDF format.

Offerors must complete all Questionnaires and Exhibits pertinent to all lines of coverage being proposed as outlined in the Offeror Submission Checklist.

The County is seeking firms who offer the greatest flexibility regarding network, claim systems, plan designs, and contract terms.

The County wishes to partner with firms who demonstrate a commitment to outstanding customer service.

The County wishes to partner with firms who offer a comprehensive suite of state of the art, online tools for both the Employer and the Employee.

1) Important Information:

- a) Proposals from medical claims administrators **must** provide a "bundled" medical plan, to include ASO services for medical and prescription drug claims administration,

disease management, utilization and case management, wellness, and Stop Loss coverage. Note that a separate RFP is being issued relating to prescription drug claims administration and management and a response to both RFPs is required for a “bundled” response. Proposing medical claims administrators **must** allow “carve out” of prescription drug claims administration and management as well as Stop Loss coverage and identify any additional costs to the County associated with such carve outs.

- b) The County is interested in proposals from Stop Loss firms to provide “stand-alone” Stop Loss coverage in conjunction with a separate “bundled” medical plan, to include ASO services for medical claims administration, disease management, utilization and case management, wellness, with prescription drug claims administration and management provided by a third party specialty vendor, or bundled with ASO services.
 - c) The County is not interested in considering stand-alone Wellness or Voluntary Worksite benefits proposals.
 - d) The County’s benefits will become effective January 1, 2021, and will renew each January 1st.
 - e) The County is considered non-Grandfathered under the Patient Protection and Affordable Care Act (PPACA) rules.
 - f) The County is seeking vendors who will offer Performance Guarantees. All proposals should include details of the Performance Guarantees being offered.
 - g) **Stop Loss firms who are current national stop loss partners with Gallagher do not need to complete a new Stop Loss RFI; simply include a copy of the 2020 RFI with the RFP response and label as Exhibit 3. If you are offering a stop loss proposal from a non-Gallagher national stop loss partner, the Stop Loss questionnaire, must be completed in its entirety and label as Exhibit 3.**
 - h) **No commission or any other broker compensation is to be included in proposals. If commissions cannot be removed from rating due to rate filing, please clearly identify percentage/dollar amount included.**
- 2) Plans Available for Quotation
- a) Self-funded Medical / Rx Plans as described in the plan summaries included in the RFP release.
 - a) Provide at minimum, a 2-year administrative fee guarantee, along with caps for years 3 and 4
 - b) Proposals will be accepted from ASO carriers capable of offering the following services on a bundled basis:
 - (1) Claims administration
 - (2) Provider network (in and out of state)
 - (a) Include your network solution with your most comprehensive provider panel as your base response. Note: if necessary, you may provide an additional network for out of area coverage. You will need to identify if this

is a network that is owned by your company or if it's a rented/leased network. You will also be asked to identify the cost of this network and how the fee is collected (included in core fee, separate fee, etc.)

- (b) NOTE: You must currently have an established medical provider network in the Santa Fe and Albuquerque metropolitan areas. Bids from vendors who do not have an existing medical provider network will not be considered.
 - (c) If available, provide an option including your high performance (narrow) network.
- (3) Pharmacy benefit manager (prescription drug coverage)
- (a) You must include PBM services as part of your RFP response, noting whether you own/manage the PBM or contract with a PBM – and if so which PBM.
- (4) Stop loss insurance as described below.
- (5) Utilization management.
- (6) Disease Management (DM) and Wellness.
- (a) Provide a list of DM and wellness services, if any, which are included in your plan and provided at no additional cost.
 - (b) Provide a list of optional DM and wellness services that can be purchased at additional cost.
- (7) Communication materials (including plan document and booklet/SPD).
- b) Stop loss insurance may be offered on a **bundled or stand-alone basis. As noted above, medical claims administrators must include stop loss coverage.**
- (a) Quote individual stop loss with three options for a paid without regard to service date basis, or 24/12 (at minimum) contract:
 - (i) \$200,000
 - (ii) \$215,000
 - (iii) \$225,000
 - (b) Quote aggregate stop loss insurance at 125% of expected claims for a paid without regard to service date basis, or 24/12 (at minimum) contract relative to each of the individual options above
- c) Pharmacy benefit manager (prescription drug coverage) may be offered on a **bundled or stand-alone basis** by responding to the separate PBM RFP referenced. **As noted above, medical claims administrators must include PBM services.**
- (1) You must note whether you own/manage the PBM or contract with a PBM – and if so which PBM.

Limit your response to one (1) stop loss carrier only. NOTE: Gallagher Benefit Services partners with a number of national stop loss vendors. If your organization also partners with any of those vendors, you are encouraged to provide a stop loss quotation from one of them.

- 3) Plan year
 - a) January 1 through December 31

- 4) Effective Date of Coverage
 - a) January 1, 2021

- 5) Commissions
 - a) Proposals must be quoted NET of commissions or fees. If rates are filed such that commissions cannot be extracted from rates, clearly identify percentage or dollar amount included.

C. QUALIFICATIONS

Qualified Offerors shall demonstrate proficiency implementing the Employee Benefit Programs outlined within this solicitation by completion of Exhibits 1A through 1H-8 and Exhibits 2A through 2G, and Exhibit 3.

D. INSURANCE REQUIREMENTS

Provide either a current insurance certificate for the project with all supporting endorsements or letter from authorized carrier certifying that the required proof coverage with supporting endorsements will be provided in a timely manner prior to contract execution.

E. PROCUREMENT MANAGER

The County has designated a Procurement Manager who is responsible for the conduct of this procurement whose name, address, and telephone number is listed below. All deliveries via express carrier should be addressed as follows:

Bill Taylor
Procurement Manager
Santa Fe County Manager's Office
102 Grant Avenue, Second Floor
Santa Fe, NM 87501
(505) 986-6373
Email: wtaylor@santafecountynm.gov

With **electronic copy** to:

Michael Rohr
Client Consultant

Gallagher Benefit Services
6300 South Syracuse Way, Suite 700
Centennial, CO 80111
mike_rohr@ajg.com

With **electronic copy** to:

Mary Kay Oakes
Client Manager
Gallagher Benefit Services
marykay_oakes@ajg.com

Any inquiries or requests regarding this procurement should be submitted to the Procurement Manager in writing with copies to Gallagher Benefit Services as noted above. Offerors may contact **ONLY** the Procurement Manager regarding the procurement. Other County employees do not have the authority to respond on behalf of the County.

F. DEFINITION OF TERMINOLOGY

This section contains definitions and abbreviations that are used throughout this procurement document.

“BCC” means the elected Board of County Commissioners whom all powers of the municipality are vested and who are responsible for the proper and efficient administration of the municipal government.

“Close of Business” means 5:00 PM Mountain Standard or Mountain Daylight Time, whichever is in effect on the date given.

“Contract” or “Agreement” means a written agreement for the procurement of items of tangible personal property or services.

“Contractor” means a successful Offeror who enters into a binding contract.

“County” means Santa Fe County.

“Determination” means the written documentation of a decision by the Procurement Manager including findings of fact supporting a decision. A determination becomes part of the procurement file.

“Desirable” The terms “may”, “can”, “should”, “preferably”, or “prefers” identify a desirable or discretionary item or factor (as opposed to “mandatory”).

“Evaluation Committee” means a body appointed by the County to perform the evaluation of Offeror proposals.

“Finalist” is defined as an Offeror who meets all mandatory specifications of this Request for Proposals and whose score on evaluation factors is sufficiently high to merit further consideration by the Evaluation Committee.

“Mandatory” The terms “must”, “shall”, “will”, “is required”, or “are required”, identify a mandatory item or factor (as opposed to “desirable”). Failure to meet a mandatory item or factor will result in the rejection of the Offeror’s proposal.

“Offeror” is any person, corporation, or partnership who submits a proposal.

“Procurement Manager” means the person or designee authorized by the County to manage or administer a procurement requiring the evaluation of competitive sealed proposals.

“Purchasing Division” means the Santa Fe County Purchasing Division, Administrative Services Department.

“Request for Proposals” or “RFP” means all documents, including those attached or incorporated by reference, used for soliciting proposals.

“Responsible Offeror” means an Offeror who submits a responsive proposal and who has furnished, when required, information and data to prove that its financial resources, production or service facilities, personnel, service reputation and experience are adequate to make satisfactory delivery of the services or items of tangible personal property described in the proposal.

“Responsive Offer” or “Responsive Proposal” means an offer or proposal which conforms in all material respects to the requirements set forth in the request for proposals. Material respects of a request for proposals include, but are not limited to, price, quality, quantity or delivery requirements.

III. CONDITIONS GOVERNING THE PROCUREMENT

This section of the RFP contains the schedule for the procurement, describes the major procurement events and the conditions governing the procurement.

A. SEQUENCE OF EVENTS

The Procurement Manager will make every effort to adhere to the following schedule:

<u>Action</u>	<u>Responsibility</u>	<u>Date</u>
1. Issue of RFP	Santa Fe County & Gallagher Benefits Services	July 12 & 13, 2020
2. Pre-Proposal Conference (Not Applicable)	N/A	N/A
3. Acknowledgement Form Due	Offerors	July 17, 2020
4. Deadline to Submit Additional Questions	Offerors	July 17, 2020
5. Response to Written Questions	Santa Fe County & Gallagher Benefits Services	July 21, 2020
6. Submission of Proposal	Offerors	August 7, 2020
7. Proposal Evaluation	Evaluation Committee	August 7 - August 21, 2020
8. Selection of Finalists (If Applicable)	Evaluation Committee	August/September 2020
9. Oral Presentations (If Applicable)	Evaluation Committee Offeror	September 2020
10. Best and Final Offers (If Applicable)	Offeror	September 2020
11. Finalize Contract (If Applicable)	Purchasing Division	September 2020
12. Contract Award (If Applicable)	Purchasing Division	September 2020

Note: If the Evaluation Committee makes a selection at the Selection of Finalists, events 9-10 will not occur.

B. EXPLANATION OF EVENTS

The following paragraphs describe the activities listed in the sequence of events shown in Section III.A.

1. Issue of RFP

This RFP is being issued by the Santa Fe County Manager's Office.

2. Acknowledgement of Receipt Form

A potential Offeror should hand deliver, return by facsimile or e-mail the "Acknowledgement of Receipt Form" provided as Appendix A to have its name and firm placed on the procurement distribution list. The form should be signed by an authorized representative of the organization, dated and returned by close of business on the date indicated in the "Sequence of Events" at Section III.A.

The procurement distribution list will be used for the distribution of written responses to questions and any RFP addenda.

3. Deadline to Submit Additional Written Questions

Potential Offerors may submit written questions regarding this RFP until the close of business on the date indicated in the "Sequence of Events" at Section III.A. All written questions must be addressed to the Procurement Manager listed in Section II.D, and sent via facsimile or e-mail. **Any contact with any other County staff member other than the Procurement Manager named in this solicitation may be ground for rejection of a proposal.**

4. Response to Written Questions

Written responses to written questions and any RFP addenda will be distributed on the date indicated in the "Sequence of Events" at Section III.A, to all potential Offerors whose names appear on the procurement distribution list.

5. Submission of Proposal

ALL OFFEROR PROPOSALS MUST BE RECEIVED FOR REVIEW AND EVALUATION BY THE PROCUREMENT MANAGER OR DESIGNEE NO LATER THAN **2:00 PM (MDT) ON August 7, 2020.** Proposals received after this deadline will not be accepted. The date and time of receipt will be recorded on

each proposal. Proposals must be addressed and delivered to the Procurement Manager at the address listed in Section II.D.

Proposals must be sealed and labeled on the outside of the package to clearly indicate they are in response to the County's Request for Proposals No. 2020-0269-HR/BT and refer to the RFP number, or proposals will also be accepted electronically using **Dropbox**. Please utilize this link to upload your proposal. <https://www.dropbox.com/request/6000bAeXIYB3LyiZuTSe> attention Bill Taylor via email to wtaylor@santafecountynm.gov and to Michael Rohr, Client Consultant and Mary Kay Oakes Client Manager, Gallagher Benefit Services at mike_rohr@ajg.com and marykay_oakes@ajg.com respectively.

Proposals must be delivered to:

Bill Taylor
Procurement Manager
Santa Fe County Manager's Office
102 Grant Avenue, Second Floor
Santa Fe, NM 87501
(505) 986-6373
Email: wtaylor@santafecountynm.gov

With **electronic copy** to:

Michael Rohr
Client Consultant
Gallagher Benefit Services
6300 South Syracuse Way, Suite 700
Centennial, CO 80111
mike_rohr@ajg.com

With **electronic copy** to:

Mary Kay Oakes
Client Manager
Gallagher Benefit Services
marykay_oakes@ajg.com

A public log will be kept of the names of all Offeror organizations that submitted proposals. Pursuant to Section 13-1-116 NMSA 1978, the contents of any proposal shall not be disclosed to competing Offerors prior to contract award.

6. Proposal Evaluation

The evaluation of proposals will be performed by an Evaluation Committee appointed by County Management. This process will take place during the timeframe indicated in the "Sequence of Events" at III.A. During this time, the Procurement Manager may initiate discussions with Offerors who submit

responsive or potentially responsive proposals for the purpose of clarifying aspects of the proposals, but proposals may be accepted and evaluated without such discussion. Discussions SHALL NOT be initiated by the Offerors.

7. Selection of Finalists (If Applicable)

The Evaluation Committee may select and the Procurement Manager may notify the finalist Offerors on the date indicated in the “Sequence of Events” at Section III.A. procurement if the finalist process is used. Santa Fe County may decide to not award any contract based upon this solicitation.

8. Best and Final Offers from Finalists (If Applicable)

Finalist Offerors may be asked to submit revisions to their proposals for the purpose of obtaining best and final offers by the date indicated in the “Sequence of Events” at Section III.A, above.

9. Oral Presentations (If Applicable)

Finalist Offerors may be required to present their proposals to the Evaluation Committee. The Procurement Manager will schedule the time for each Offeror’s presentation. All Offeror presentations will be held by the date indicated in the “Sequence of Events” at Section III.A.

10. Finalize Contract

The contract will be finalized with the most advantageous Offeror during the timeframe indicated in the “Sequence of Events” at Section III.A. In the event that mutually agreeable terms cannot be reached within the time specified, the County reserves the right to finalize a contract with the next most advantageous Offeror without undertaking a new procurement process.

11. Contract Award

The County anticipates awarding the contract on the date in the “Sequence of Events” in Section III.A. These dates are subject to change at the discretion of the Santa Fe County Purchasing Manager.

The Contract may be awarded to the Offeror or Offerors whose proposal is most advantageous, taking into consideration the evaluation factors set forth in the RFP. The most advantageous proposal may or may not have received the most points.

12. Right to Protest

Any protest by an Offeror must be timely and in conformance with NMSA 1978, Section 13-1-172 and applicable procurement regulations. Protests must be written and must include the name and address of the protestor and the request for proposals number. It must also contain a statement of grounds for protest including appropriate supporting exhibits.

The protests must be delivered to the Santa Fe County Procurement Manager:

Santa Fe County
Attn: Procurement Manager
P.O. Box 276
Santa Fe, New Mexico 87504

Protests will not be accepted by facsimile or other electronic means. Protests received after the deadline will not be accepted.

C. GENERAL REQUIREMENTS

This procurement will be conducted in accordance with Procurement Code, Section 13-1-28 et seq. NMSA 1978, and the Santa Fe County Procurement Manual and Regulations.

1. Acceptance of Conditions Governing the Procurement

Offerors must indicate their acceptance of the Conditions Governing the Procurement section in the Letter of Transmittal. Submission of a proposal constitutes acceptance of the Evaluation Factors contained in Section IV of this RFP.

2. Incurring Cost

Any cost incurred by the Offeror in preparation, transmittal, presentation of any proposal or material submitted in response to this RFP shall be borne solely by the Offeror.

3. Prime Contractor Responsibility

Prime Contractor is solely responsible for fulfillment of the contract with the County. The County will make contract payments to only the prime contractor.

4. Subcontractors

Use of subcontractors must be clearly explained in the proposal, and major subcontractors must be identified by name. The contractor shall be wholly responsible for the entire performance whether or not subcontractors are used.

5. Amended Proposals

An Offeror may submit an amended proposal before the deadline for receipt of proposals. Such amended proposals must be completed replacements for a previously submitted proposal and must be clearly identified as such in the transmittal letter. County personnel will not merge, collate, or assemble proposal materials.

6. Offerors' Right to Withdraw Proposal

Offerors will be allowed to withdraw their proposals at any time prior to the deadline for receipt of proposals. The Offeror must submit a written withdrawal request signed by the Offeror's duly authorized representative addressed to the Procurement Manager. The approval or denial of withdrawal requests received after the deadline for receipt of proposals is governed by the applicable procurement regulations.

7. Proposal Offer Firm

Responses to this RFP, including proposal prices, will be considered firm for one hundred-twenty (120) days after the due date for receipt of proposals or one hundred-twenty (120) days after receipt of a best and final offer if one is submitted.

8. Disclosure of Proposal Contents

Proposals are not open to public inspection until after an Offeror(s) has been selected for award of contract.

An Offeror may request non-disclosure of confidential information in its proposal. Proprietary or confidential data shall be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal. Confidential data is normally restricted confidential financial information concerning the Offeror's organization and data that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act, 57-3A-1 to 57-3A-7 NMSA 1978. The price of products offered or the cost of services proposed shall not be designated as proprietary or confidential information.

If a request is received for disclosure of information for which an Offeror has made a written request for confidentiality, the Procurement Manager shall examine the

Offeror's request and make a written determination that specifies which portions of the proposal should be disclosed. Unless the Offeror takes legal action to prevent the disclosure, the proposal will be so disclosed. The proposal shall be open to public inspection subject to any statutory prohibition on the disclosure of confidential data.

9. No Obligation

This procurement in no manner obligates Santa Fe County or any of its departments to the use of any proposed professional services until a valid written contract is awarded and approved by the appropriate authorities.

10. Termination

This RFP may be cancelled at any time and any and all proposals may be rejected in whole or in part when the County determines such action to be in the best interest of the County.

11. Sufficient Appropriation

Any contract awarded as a result of this RFP process may be terminated if sufficient appropriations or authorizations do not exist. Such termination will be effected by sending written notice to the contractor. The County's decision as to whether sufficient appropriations and authorizations are available will be accepted by the Contractor as final.

12. Legal Review

The County requires that all Offerors agree to be bound by the General Requirements contained in this RFP. Any Offeror concerns must be promptly brought to the attention of the Procurement Manager.

13. Governing Law

This procurement and any agreement with Offerors that may result shall be governed by the laws of the State of New Mexico.

14. Basis for Proposal

Only information supplied by the County in writing through the Procurement Manager or in this RFP should be used as the basis for the preparation of Offeror proposals.

15. Contract Terms and Conditions

The contract between the County and the Contractor will follow the format specified by the County and contain the terms and conditions set forth in Appendix D.

16. Contract Deviations

Any additional terms and conditions, which may be the subject of negotiation, will be discussed only between the County and the selected Offeror and shall not be deemed an opportunity to amend the Offeror's proposal.

17. Offeror Qualifications

The Evaluation Committee reserves the right to waive minor technical irregularities. This right is at the sole discretion of the Evaluation Committee, subject to Procurement Manager approval.

18. Right to Waive Minor Irregularities

The Evaluation Committee reserves the right to waive minor irregularities. This right is at the sole discretion of the Evaluation Committee.

19. Change in Contractor's Representative(s)

The County reserves the right to require a change in Contractor representatives if the assigned representatives are not, in the opinion of the County, meeting its needs adequately. Any change in the Contractor's representative must receive prior County approval.

20. Notice

The Procurement Code, Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and misdemeanor criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kick-backs.

21. County Rights

The County reserves the right to accept all or a portion of an Offeror's proposal.

22. Right to Publish

Throughout the duration of this procurement process and contract term, potential Offerors and contractors must secure from the County written approval prior to the

release of any information that pertains to the potential work or activities covered by this procurement or the subsequent contract. Failure to adhere to this requirement may result in disqualification of the Offeror's proposal or termination of the contract.

23. Ownership of Proposals

All documents submitted in response to this Request for Proposals shall become the property of the County. However, any technical or user documentation submitted with the proposals of non-selected Offerors shall be returned after the expiration of the protest period.

24. Electronic Mail Address Required

A large part of the communication regarding this procurement will be conducted by electronic mail (e-mail). It is recommended that an Offeror have a valid e-mail address to receive this correspondence.

25. Preferences in Procurement by Santa Fe County

a. *New Mexico In-State Preference*

New Mexico Law, Section 13-1-21 NMSA 1978, provides a preference in the award of a public works contract for an “**in-state resident business**”. Application of a resident business preference for any Offeror requires the Offeror to provide a copy of a valid and current certificate as a resident business. Certificates are issued by the state taxation and revenue department.

If an Offeror submits with its proposal a copy of a valid and current in-state resident business certificate, 5% of the total weight of all evaluation factors used in the evaluation of proposals may be awarded or added to the Offerors score.

Certification by the NM Department of Taxation and Revenue for the resident contractor takes into consideration such activities as the business or contractor's payment of property taxes or rent in the state and payment of unemployment insurance on employees who are residents of the state.

OR

b. *New Mexico Resident Veteran Preference*

New Mexico law, Section 13-1-22 NMSA 1978, provides a preference in the award of a public works contract for a “**resident veteran business**”. Certification by the department of taxation and revenue for the resident veteran business requires the Offeror to provide evidence of annual revenue and other evidence of veteran status.

An Offeror who wants the veteran contractor preference to be applied to its proposal is required to submit with its proposal the certification from the NM Department of Taxation and Revenue and the sworn affidavit attached hereto as Appendix C.

If an Offeror submits with its proposal a copy of a valid and current veteran resident business certificate, 10%, 8%, or 7% of the total weight of all the evaluation factors used in the evaluation of proposals may be awarded or added to the Offeror’s score, depending on the business’ annual revenue.

The resident business preference is not cumulative with the resident veteran business preference.

AND

c. *Santa Fe County Preference*

Santa Fe County Ordinance 2012-4 provides for a **County preference** for a “Santa Fe County business.” Application of the County preference in procurement requires an Offeror to obtain and provide a Santa Fe County Business Certificate issued by the Santa Fe County Procurement Manager. Certification by the Procurement Manger takes into consideration the business’ corporate standing in the state, business licensure or registration, the duration of the business’ primary office location and the payment of taxes.

If an Offeror submits with its proposal a copy of its Santa Fe County Business Certificate issued by the Purchasing Manager, 5% of the total weight of all the evaluation factors used in the evaluation of proposals may be awarded to the Offeror’s score.

The in-state, veteran or County preferences do not apply to procurement of services or goods involving federal funds or federal grant funds.

NOTE: The Santa Fe County Preference will only be applied to points associated with the responses to the criteria factors. It will not be applied to any costs associated with this proposal.

26. Double-Sided Documents

All submitted bids/proposal documents shall be double-sided, pursuant to Santa Fe County Resolution 2013-7, Adopting Sustainable Resource Management Principles, Section 2.A. “Waste Reduction and Reuse...all documents are to be double-sided, including those that are generated by outside entities using County funds and by consultants and contractors doing business with the County”.

27. Living Wage

Contractor shall comply with the requirements of Santa Fe County Ordinance 2014-1 (Establishing a Living Wage).

IV. RESPONSE FORMAT, ORGANIZATION, AND SPECIFICATIONS

A. NUMBER OF RESPONSES

An Offeror shall submit only one (1) response to this RFP.

B. NUMBER OF COPIES

An Offeror shall deliver one (1) original proposal to each of the locations specified in Section II.E, and electronic copies as specified on or before the closing date and time for receipt of proposals.

C. PROPOSAL FORMAT, EVALUATION FACTORS, AND SCORING

1. Proposal Organization

The proposal must be organized and indexed in the following format and must contain, as a minimum, all listed items in the sequence indicated.

- Letter of Transmittal
 - a. Identify the submitting organization;
 - b. Identify and name the title of the person authorized by the organization to contractually obligate the organization;
 - c. Identify the name, title and telephone number of the person authorized to negotiate the contract on behalf of the organization;
 - d. Identify the names, titles and telephone numbers of persons to be contacted for clarification;
 - e. Explicitly indicate acceptance of the Conditions Governing the Procurement stated in Section III.C.1;
 - f. Be signed by the person authorized to contractually obligate the organization;
 - g. Acknowledge receipt of any and all amendments to this RFP;
 - h. Acknowledge and acceptance of the terms and conditions of the Agreement attached as Appendix D.

- Offeror Submission Checklist (Appendix F)
- Table of Contents

2. Technical Proposal

The proposal shall address each of the evaluation criteria as listed within Appendix E – Proposal Scoring and Evaluation Information by completion of Exhibits 2A through 2G and 3.

3. Cost Proposal

The cost proposal will be used in the evaluation of the request for proposal (RFP) as outlined within Exhibits 1A through 1H-8.

Propose rates/fees for each coverage separately, assuming you will be awarded that coverage only. If certain coverages can be bundled/package resulting in more favorable pricing, indicate the requirements and associated pricing impact at the bottom of each applicable Exhibit.

Specifically, offerors shall provide costs for the following Plan Designs:

MEDICAL

1. Duplicate the current plan designs as closely as possible, identifying any deviations from current
2. Provide self-funded fees on a PEPM basis
3. Include your broadest provider network as your base proposal. If available, provide an option for your high performance/narrow network.

STOP LOSS

Quote specific and aggregate rates on a PEPM Composite basis as previously described

4. Evaluation Factors

Technical Proposal Evaluation Criteria

Evaluation of the technical proposals determined to be responsive to the submittal requirements will be conducted by an evaluation committee in accordance to the procedures incorporated within enclosed Exhibit E - Proposal Scoring and Evaluation Information.

The evaluation process will follow the steps listed below:

- a. All proposals will be reviewed for compliance with the mandatory specifications stated within the RFP. Proposals deemed non-responsive will be

eliminated from further consideration.

- b. The Procurement Manager may contact the Offeror for clarification of the response as specified in Section III, Paragraph B.7.
- c. The Evaluation Committee may use other sources of information to perform the evaluation as specified in Section III, Paragraph C.18.
- d. Responsive proposals will be evaluated using the factors in Section IV. The responsible Offerors with the highest scores will be selected as finalist Offerors based upon the proposals submitted. Finalist Offerors who are asked or choose to submit revised proposals for the purpose of obtaining best and final offers will have their points recalculated accordingly. The responsible Offeror whose proposal is most advantageous to the County, taking into consideration the evaluation factors in Section IV, will be recommended for contract award as specified in Section III, Paragraph B.12. Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score.

Past performance in a project for the County is a significant consideration of the evaluation and poor performance on a prior County project may result in a lower number of points awarded to a proposal for this element of the evaluation.

5. Certifications/Preferences

If a proposal contains an In-State Resident Contractor Certificate or Resident Veterans Contractor Certificate and/or Santa Fe County Business Preference Certificate, the applicable preference will be applied.

The items specified hereunder as attachments are not considered part of the page count limitations:

- a. Offeror’s proposal contains a valid certificate as an In-State Resident Business, the preference in accordance with §13-1-21, NMSA 1978 will be applied **(5% of points)**

OR

- b. Offeror’s proposal contains a valid certificate as a Resident Veteran Business, the preference in accordance with §13-1-21 and §13-1-22, NMSA 1978, will be applied.....**(10% of points)**

AND

- c. Offeror’s proposal contains a valid Santa Fe County Preference certificate, the preference in accordance with Santa Fe County Ordinance #2012-4, will be applied.....(5% of points)

Within each section of their proposal, Offerors should address the items in the order in which they appear in this RFP. All forms provided in the RFP must be thoroughly completed and included in the appropriate section of the proposal.

Any proposal that does not adhere to these requirements may be deemed *non-responsive* and rejected on that basis.

Offerors may attach other materials that they feel may improve the quality of their responses. However, these materials should be included as items in a separate appendix.

The Santa Fe County Preference will only be applied to the points associated with Technical and Evaluation Factors. It will not be applied to the cost proposal.

D. INFORMATION

1. Time Frame

If awarded, the contract is scheduled to begin in September 2020, with benefits to begin January 1, 2021.

APPENDIX A
ACKNOWLEDGEMENT OF RECEIPT FORM
EMPLOYEE BENEFIT PROGRAMS
No. 2020-0269-HR/BT

In acknowledgement of receipt of this Request for Proposal the undersigned agrees that he/she has received a complete copy, beginning with the title page and table of contents, and ending with Appendix G, and including all Attachments and Exhibits.

The acknowledgement of receipt should be signed and returned to the Procurement Manager no later than close of business on **July 17, 2020**. Only potential Offerors who elect to return this form completed with the indicated intention of submitting a proposal will receive copies of all Offeror written questions and the County's written responses to those questions as well as RFP amendments, if any are issued.

FIRM:

REPRESENTED BY: _____

TITLE: _____ PHONE NO: _____

E-MAIL: _____ FAX NO: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

SIGNATURE: _____ DATE: _____

This name and address will be used for all correspondence related to the Request for Proposal.

- Firm does intend to respond to this Request for Proposals.
- Firm does NOT intend to respond to this Request for Proposals.

APPENDIX B

CAMPAIGN CONTRIBUTION DISCLOSURE FORM

Pursuant to NMSA 1978, § 13-1-191.1 (2006), any person seeking to enter into a contract with any state agency or local public body **for professional services, a design and build project delivery system, or the design and installation of measures the primary purpose of which is to conserve natural resources** must file this form with that state agency or local public body. This form must be filed even if the contract qualifies as a small purchase or a sole source contract. The prospective contractor must disclose whether they, a family member or a representative of the prospective contractor has made a campaign contribution to an applicable public official of the state or a local public body during the two years prior to the date on which the contractor submits a proposal or, in the case of a sole source or small purchase contract, the two years prior to the date the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor, a family member or a representative of the prospective contractor to the public official exceeds two hundred and fifty dollars (\$250) over the two year period.

Furthermore, the state agency or local public body shall void an executed contract or cancel a solicitation or proposed award for a proposed contract if: 1) a prospective contractor, a family member of the prospective contractor, or a representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or 2) a prospective contractor fails to submit a fully completed disclosure statement pursuant to the law.

THIS FORM MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

“Applicable public official” means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the prospective contractor is submitting a competitive sealed proposal or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

“Campaign Contribution” means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official's behalf for the purpose of electing the official to either statewide or local office. “Campaign Contribution” includes the payment of a debt incurred in an election campaign, but does not include the value of services

provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

“Family member” means spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law.

“Pendency of the procurement process” means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

“Person” means any corporation, partnership, individual, joint venture, association or any other private legal entity.

“Prospective contractor” means a person who is subject to the competitive sealed proposal process set forth in the Procurement Code or is not required to submit a competitive sealed proposal because that person qualifies for a sole source or a small purchase contract.

“Representative of a prospective contractor” means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.

DISCLOSURE OF CONTRIBUTIONS:

Contribution Made By: _____

Relation to Prospective Contractor: _____

Name of Applicable Public Official: _____

Date Contribution(s) Made: _____

Amount(s) of Contribution(s) _____

Nature of Contribution(s) _____

Purpose of Contribution(s) _____

(Attach extra pages if necessary)

Signature

Date

Title (position)

--OR--

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.

Signature

Date

Title (Position)

APPENDIX C

RESIDENT VETERANS PREFERENCE CERTIFICATION

_____ (NAME OF CONTRACTOR) hereby certifies the following in regard to application of the resident veterans' preference to this procurement.

Please check one box only:

I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is less than \$1M allowing me the 10% preference discount on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.

I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is more than \$1M but less than \$5M allowing me the 8% preference discount on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.

I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is more than \$5M allowing me the 7% preference discount on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.

I agree to submit a report or reports to the State Purchasing Division of the General Services Department declaring under penalty of perjury that during the last calendar year starting January 1 and ending on December 31, the following to be true and accurate:

In conjunction with this procurement and the requirements of this business application for a Resident Veteran Business Preference/Resident Veteran Contractor Preference under Sections 13-1-21 or 13-1-22 NMSA 1978, which awarded a contract which was on the basis of having such veterans preference, I agree to report to the State Purchasing Division of the General Services Department the awarded amount involved. I will indicate in the report the award amount as a purchase from a public body or as a public works contract from a public body as the case may be.

I understand that knowingly giving false or misleading information on this report constitutes a crime.

I declare under penalty of perjury that this statement is true to the best of my knowledge. I understand that giving false or misleading statements about material fact regarding this matter constitutes a crime.

(Signature of Business Representative)*

(Date)

*Must be an authorized signatory of the Business.

The representations made by checking the boxes constitutes a material representation by the business. Any finding that the statements are incorrect may result in denial of an award or un-award of the procurement involved.

SIGNED AND SEALED THIS _____ DAY OF _____, 2020.

NOTARY PUBLIC

My Commission Expires:

APPENDIX D

**SAMPLE
PROFESSIONAL SERVICES AGREEMENT
WITH _____
TO PROVIDE SANTA FE COUNTY EMPLOYEE BENEFITS**

THIS AGREEMENT is made and entered into on this ____ day of _____, 2020, by and between **SANTA FE COUNTY** (hereinafter referred to as the "County"), an New Mexico political subdivision, and **XXXXX** (hereinafter referred to as the "Contractor").

WHEREAS, Santa Fe Santa Fe County requested proposals from licensed and qualified Offerors to provide Employee Benefit Programs for the County. Specifically the programs include but are not limited to Medical, Prescription Drugs, and Stop Loss coverage; and,

WHEREAS, in accordance with Section 13-1-112 NMSA 1978, the County issued Request of Proposal (RFP) No. 2016-EBP-CM/HR for these services; and

WHEREAS, pursuant to NMSA 1978, Sections 13-1-112 and 13-1-117, competitive, sealed proposals were solicited via a formal request for proposals, RFP No. 2016-EBP-CM/HR for the provision of these services; and

WHEREAS, based upon the evaluation criteria established within the request for proposals for the purposes of selecting the most qualified offeror, the County has determined the Contractor as the most responsive and highly rated offeror;

WHEREAS, the County requires the services of the Contractor and the Contractor is willing to provide these services and both parties wish to enter into this Agreement.

NOW THEREFORE, in consideration of the premises and mutual obligations herein, the parties hereto do mutually agree as follows:

1. SCOPE OF WORK

To be completed if contract is negotiated.

2. COMPENSATION, INVOICING, AND SET-OFF

A. In consideration of its obligations under this Agreement the Contractor shall be compensated as follows:

- 1) County shall pay to the Contractor in full payment for services satisfactorily performed at the rate of [_____] (\$XXXX.XX)] or [all costs and expenses shall be in accordance with Exhibit A.]
- 2) The total amount payable to the Contractor under this Agreement, exclusive of gross receipts tax shall not exceed [_____dollars (\$ _____) per year. Any New Mexico gross receipts tax levied on the amounts payable under this Agreement shall be paid by the County to the Contractor.
- 3) This amount is a maximum and not a guarantee that the work assigned to be performed by Contractor under this Agreement shall equal the amount stated herein. The parties do not intend for the Contractor to continue to provide services without compensation when the total compensation amount is reached. Contractor is responsible for notifying the County when the services provided under this Agreement reach the total compensation amount. In no event will the Contractor be paid for services provided in excess of the total compensation amount without this Agreement being amended in writing prior to those services in excess of the total compensation amount being provided.

B. The Contractor shall submit a written request for payment to the County when payment is due under this Agreement. Upon the County's receipt of the written request, the County shall issue a written certification of complete or partial acceptance or rejection of the contractual items or services for which payment is sought. The Contractor acknowledges and agrees that the County may not make any payment hereunder unless and until it has issued a written certification accepting the contractual items or services. Within thirty (30) days of the issuance of a written certification accepting the contractual items or services, the County shall tender payment for the accepted items or services. In the event the County fails to tender payment within thirty (30) days of the written certification accepting the items or services, the County shall pay late payment charges of one and one-half percent (1.5%) per month, until the amount due is paid in full.

C. In the event the Contractor breaches this Agreement, the County may, without penalty, withhold any payments due the Contractor for the purpose of set-off until such time as the County determines the exact amount of damages it suffered as a result of the breach.

D. Payment under this Agreement shall not foreclose the right of the County to recover excessive or illegal payment.

3. EFFECTIVE DATE AND TERM

This Agreement shall, upon due execution by all parties, become effective as of the date first written above and shall terminate one year later, unless earlier terminated pursuant to Section 5 (Termination) or Section 6 (Appropriations and Authorizations). The County has the option to extend the contract at the same price, terms and conditions for a period of three (3) additional years, on a year-to-year basis, upon the approval of the Santa Fe County. The County may exercise this option by submitting a written notice to Contractor that the Agreement will be extended an additional year. The notice must be submitted to Contractor at least sixty days prior to expiration of the initial Agreement.

4. ADDITIONAL SERVICES

A. The parties agree that all tasks set forth in Paragraph 1, SCOPE OF WORK of this Agreement, shall be completed in full, to the satisfaction of the County, for the amount set forth in Section 2, COMPENSATION, INVOICING, AND SET-OFF, of this Agreement, and for not other cost, amount, fee, or expense.

B. The County may from time-to-time request changes in the Scope of Work to be performed hereunder. Such changes, including any increase or decrease in the amount of the Contractor's compensation, which are mutually agreed upon by and between the County and the Contractor, shall be incorporated in written amendments to this Agreement.

5. TERMINATION

A. Termination of Agreement for Cause. Either party may terminate the Agreement based upon any material breach of this Agreement by the other party. The non-breaching party shall give the breaching party written notice of termination specifying the grounds for the termination. The termination shall be effective thirty (30) days from the breaching party's receipt of the notice of termination, during which time the breaching party shall have the right to cure the breach. If, however, the breach cannot with due diligence be cured within thirty (30) days, the breaching party shall have a reasonable time to cure the breach, provided that, within thirty (30) days of its receipt of the written notice of termination, the breaching party began to cure the breach and advised the non-breaching party in writing that it intended to cure.

B. Termination for Convenience of the County. The County may, in its discretion, terminate this Agreement at any time for any reason by giving the Contractor written notice of termination. The notice shall specify the effective date of termination, which shall not be less than fifteen (15) days from the Contractor's receipt of the notice. The County shall pay the Contractor for acceptable work, determined in accordance with the specifications and standards set forth in this Agreement, performed before the effective date of termination but shall not be liable for any work performed after the effective date of termination.

6. APPROPRIATIONS AND AUTHORIZATIONS

This Agreement is contingent upon sufficient appropriations and authorizations being made for performance of this Agreement by the Board of County Commissioners of the County and/or, if state funds are involved, the Legislature of the State of New Mexico. If sufficient appropriations and authorizations are not made in this or future fiscal years, this Agreement shall terminate upon written notice by the County to the Contractor. Such termination shall be without penalty to the County, and the County shall have no duty to reimburse the Contractor for expenditures made in the performance of this Agreement. The County is expressly not committed to expenditure of any funds until such time as they are programmed, budgeted, encumbered and approved for expenditure by the County. The County's decision as to whether sufficient appropriations and authorizations have been made for the fulfillment of this Agreement shall be final and not subject to challenge by the Contractor in any way or forum, including a lawsuit.

7. INDEPENDENT CONTRACTOR

The Contractor and its agents and employees are independent contractors and are not employees or agents of the County. Accordingly, the Contractor and its agents and employees shall not accrue leave, participate in retirement plans, insurance plans, or liability bonding, use County vehicles, or participate in any other benefits afforded to employees of the County. Except as may be expressly authorized elsewhere in this Agreement, the Contractor has no authority to bind, represent, or otherwise act on behalf of the County and agrees not to purport to do so.

8. ASSIGNMENT

The Contractor shall not assign or transfer any interest in this Agreement or assign any claims for money due or to become due under this Agreement without the advance written approval of the County. Any attempted assignment or transfer without the County's advance written approval shall be null and void and without any legal effect.

9. SUBCONTRACTING

The Contractor shall not subcontract or delegate any portion of the services to be performed under this Agreement without the advance written approval of the County. Any attempted subcontracting or delegating without the County's advance written approval shall be null and void and without any legal effect.

10. PERSONNEL

A. All work performed under this Agreement shall be performed by the Contractor or under its supervision.

B. The Contractor represents that it has, or will secure at its own expense, all personnel required to discharge its obligations under this Agreement. Such personnel (i) shall not be employees

of or have any contractual relationships with the County and (ii) shall be fully qualified and licensed or otherwise authorized or permitted under federal, state, and local law to perform such work.

11. RELEASE

Upon its receipt of all payments due under this Agreement, the Contractor releases the County, its elected officials, officers, agents and employees from all liabilities, claims, and obligations whatsoever arising from or under or relating to this Agreement.

12. CONFIDENTIALITY

Any confidential information provided to or developed by the Contractor in the performance of this Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of the County.

13. PUBLICATION, REPRODUCTION, AND USE OF MATERIAL; COPYRIGHT

A. The County has the unrestricted right to publish, disclose, distribute and otherwise use, in whole or in part, any reports, data, or other material prepared under or pursuant to this Agreement.

B. The Contractor acknowledges and agrees that any material produced in whole or in part under or pursuant to this Agreement is a work made for hire. Accordingly, to the extent that any such material is copyrightable in the United States or in any other country, the County shall own any such copyright.

14. CONFLICT OF INTEREST

The Contractor represents that it has no and shall not acquire any interest, direct or indirect, that would conflict in any manner or degree with the performance of its obligations under this Agreement.

15. NO ORAL MODIFICATIONS; WRITTEN AMENDMENTS REQUIRED

This Agreement may not be modified, altered, changed, or amended orally but, rather, only by an instrument in writing executed by the parties hereto. The Contractor specifically acknowledges and agrees that the County shall not be responsible for any changes to Section 1, "SCOPE OF WORK", of this Agreement unless such changes are set forth in a duly executed written amendment to this Agreement.

16. ENTIRE AGREEMENT; INTEGRATION

This Agreement incorporates all the agreements, covenants, and understandings between the parties hereto concerning the subject matter hereof, and all such agreements, covenants and understandings have been merged into this written Agreement. No prior or contemporaneous agreement, covenant or understandings, verbal or otherwise, of the parties or their agents shall be valid or enforceable unless embodied in this Agreement.

17. NOTICE OF PENALTIES

The Procurement Code, NMSA 1978, Sections 13-1-28 through 13-1-199, imposes civil and criminal penalties for its violation. In addition, New Mexico criminal statutes impose felony penalties for bribes, gratuities, and kickbacks.

18. EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE

A. The Contractor agrees to abide by all federal, state, and local laws, ordinances, and rules and regulations pertaining to equal employment opportunity and unlawful discrimination. Without in any way limiting the foregoing general obligation, the Contractor specifically agrees not to discriminate against any person with regard to employment with the Contractor or participation in any program or activity offered pursuant to this Agreement on the grounds of race, age, religion, color, national origin, ancestry, sex, physical or mental handicap, serious medical condition, spousal affiliation, sexual orientation, or gender identity.

B. The Contractor acknowledges and agrees that failure to comply with this Section shall constitute a material breach of this Agreement.

19. COMPLIANCE WITH APPLICABLE LAW; CHOICE OF LAW

A. In performing its obligations hereunder, the Contractor shall comply with all applicable laws, ordinances, and regulations.

B. Contractor shall comply with the requirements of Santa Fe County Ordinance 2014-1 (Establishing a Living Wage).

C. This Agreement shall be construed in accordance with the substantive laws of the State of New Mexico, without regard to its choice of law rules. Contractor and the County agree that the exclusive forum for any litigation between them arising out of or related to this Agreement shall be federal and state district courts of New Mexico, located in Santa Fe County.

20. RECORDS AND INSPECTIONS

A. To the extent its books and records relate to (i) its performance of this Agreement or any subcontract entered into pursuant to it or (ii) cost or pricing data (if any) set forth in this Agreement or that was required to be submitted to the County as part of the procurement process, the Contractor agrees to (i) maintain such books and records during the term of this Agreement and for a period of six (6) years from the date of final payment under this Agreement; (ii) allow the County or its designee to audit such books and records at reasonable times and upon reasonable notice; and (iii) to keep such books and records in accordance with generally accepted accounting principles (GAAP).

B. To the extent its books and records relate to (i) its performance of this Agreement or any subcontract entered into pursuant to it or (ii) cost or pricing data (if any) set forth in this Agreement or that was required to be submitted to County as part of the procurement process, the Contractor also agrees to require any subcontractor it may hire to perform its obligations under this Agreement to (i) maintain such books and records during the term of this Agreement and for a period of six (6) years from the date of final payment under the subcontract; (ii) to allow the County or its designee to audit such books and records at reasonable times and upon reasonable notice; and (iii) to keep such books and records in accordance with GAAP.

21. INDEMNIFICATION

A. The Contractor shall defend, indemnify, and hold harmless the County and its elected officials, agents, and employees from any losses, liabilities, damages, demands, suits, causes of action, judgments, costs or expenses (including but not limited to court costs and attorneys' fees) resulting from or directly or indirectly arising out of the Contractor's performance or non-performance of its obligations under this Agreement, including but not limited to the Contractor's breach of any representation or warranty made herein.

B. The Contractor agrees that the County shall have the right to control and participate in the defense of any such demand, suit, or cause of action concerning matters that relate to the County and that such suit will not be settled without the County's consent, such consent not to be unreasonably withheld. If a conflict exists between the interests of the County and the Contractor in such demand, suit, or cause of action, the County may retain its own counsel to represent the County's interest.

C. The Contractor's obligations under this section shall not be limited by the provisions of any insurance policy the Contractor is required to maintain under this Agreement.

22. SEVERABILITY

If any term or condition of this Agreement shall be held invalid or non-enforceable by any court of competent jurisdiction, the remainder of this Agreement shall not be affected and shall be valid and enforceable to the fullest extent of the law.

23. NOTICES

Any notice required to be given to either party by this Agreement shall be in writing and shall be delivered in person, by courier service or by U.S. mail, either first class or certified, return receipt requested, postage prepaid, as follows:

To the County: Santa Fe County
Office of the County Attorney
102 Grant Avenue
Santa Fe, New Mexico 87501

To the Contractor: [insert name, address, phone number and email]

24. CONTRACTOR’S REPRESENTATIONS AND WARRANTIES

The Contractor hereby represents and warrants that:

A. This Agreement has been duly authorized by the Contractor, the person executing this Agreement has authority to do so, and, once executed by the Contractor, this Agreement shall constitute a binding obligation of the Contractor.

B. This Agreement and Contractor’s obligations hereunder do not conflict with Contractor’s corporate agreement or any statement filed with the Public Regulation Commission on Contractor’s behalf.

C. Contractor is legally registered and properly licensed by New Mexico State to do the work anticipated by this Agreement and shall maintain such registration and licensure in good standing throughout the duration of the Agreement.

25. FACSIMILE SIGNATURES

The parties hereto agree that a facsimile signature has the same force and effect as an original for all purposes.

26. NO THIRD-PARTY BENEFICIARIES

This Agreement was not intended to and does not create any rights in any persons not a party hereto.

27. INSURANCE

A. General Conditions. The Contractor shall submit evidence of insurance as is required herein. Policies of insurance shall be written by companies authorized to write such insurance in New Mexico.

B. General Liability Insurance, Including Automobile. The Contractor shall procure and maintain during the life of this Agreement a comprehensive general liability and automobile insurance policy with liability limits in amounts not less than \$1,000,000.00 combined single limits of liability for bodily injury, including death, and property damage for any one occurrence. Said policies of insurance shall include coverage for all operations performed for the County by the Contractor; coverage for the use of all owned, non-owned, hired automobiles, vehicles and other equipment, both on and off work; and contractual liability coverage under which this Agreement is an insured contract. The County of Santa Fe shall be a named additional insured on the policy.

C. Workers' Compensation Insurance. The Contractor shall comply with the provisions of the Workers' Compensation Act.

D. Increased Limits. If, during the life of this Agreement, the Legislature of the State of New Mexico increases the maximum limits of liability under the Tort Claims Act (NMSA 1978, Sections 41-4-1 through 41-4-29, as amended), the Contractor shall increase the maximum limits of any insurance required herein.

E. Professional Liability [Malpractice/Errors and Omissions Insurance]. The Contractor shall procure and maintain during the life of this agreement professional liability (errors and omissions) insurance, with policy limits of not less than \$1,500,000.00 per occurrence, \$2,500,000.00 per aggregate.

28. PERMITS, FEES, AND LICENSES

Contractor shall procure all permits and licenses, pay all charges, fees, and royalties, and give all notices necessary and incidental to the due and lawful performance of its obligations hereunder.

29. NEW MEXICO TORT CLAIMS ACT

No provision of this Agreement modifies or waives any sovereign immunity or limitation of liability enjoyed by County or its "public employees" at common law or under the New Mexico Tort Claims Act, NMSA 1978, Section 41-4-1, et seq.

30. CAMPAIGN CONTRIBUTION DISCLOSURE FORM

The Contractor agrees to compute and submit simultaneous with execution of this Agreement a Campaign Contribution Disclosure Form approved by the County.

31. APPOINTMENT OF AGENT FOR SERVICE OF PROCESS, if applicable

The Contractor hereby irrevocably appoints, _____, a New Mexico resident company located at _____, as its agent upon whom process and writs in any action or proceeding arising out of or related to this Agreement may be served. The Contractor acknowledges and agrees that service upon its designated agent shall have the same effect as though the Contractor were actually and personally served within the state of New Mexico.

32. SURVIVAL

The provisions of following paragraphs shall survive termination of this Contract; INDEMNIFICATION; RECORDS AND INSPECTION; RELEASE, CONFIDENTIALITY, PUBLICATION, REPRODUCTION, AND USE OF MATERIAL; COPYRIGHT; COMPLIANCE WITH APPLICABLE LAW; CHOICE OF LAW; NO THIRD-PARTY BENEFICIARIES; SURVIVAL.

THIS SPACE LEFT INTENTIONALLY BLANK

IN WITNESS WHEREOF, the parties have duly executed this Amendment to the Agreement as of the date first written above.

SANTA FE COUNTY:

Henry Roybal, Chair
Board of County Commission

ATTESTATION:

Geraldine Salazar
Santa Fe County Clerk

Date

Approved as to Form:

Gregory S. Shaffer
Santa Fe County Attorney

Date

Finance Department Approval:

Yvonne S. Herrera
Santa Fe County Finance Director

Date

CONTRACTOR:

Signature

Date

Print Name

Print Title

APPENDIX E

PROPOSAL SCORING AND EVALUATION INFORMATION

To address Evaluation Criteria No. 1 below, provide description of the proposed organization strength of all professional, technical and customary work to be performed. Be sure your proposal outlines each item listed, specifically your performance guarantees and implementation incentive credits.

To address Evaluation Criteria No.2 below, provide the names of the client management team that who will be assigned to work on the County both during the implementation process and ongoing. For each person listed, a description of experience, areas of competence and percent of time assigned to the project shall be provided.

To address Evaluation Criteria No. 3 below, you will need to provide the stability, strength and quality of your proposed networks.

To address Evaluation Criteria No. 4 below, you must complete each cost exhibit that is listed in Exhibit B. You will need to complete each exhibit in its entirety and not alter the documents in any way. You will need to return the documents in Excel format. Documents in PDF form will not be accepted.

Proposals will be scored according to the criteria and point values outlined below.

Medical

Criteria	Point Value
Organizational Strength to include:	200
Financial strength / stability	
Administration / systems strength	
Public sector experience	
Support / Educational Tools for Employer and Member	
Ability to offer requested plan design	
Agreement to offer and quality of Performance Guarantees	
Ability to offer and quality of implementation incentive credits	
References	
Client Management Team to include:	100
Experience	
Size / depth	
Strength of local personnel	
Assignment of Dedicated Representative	

Network Accessibility to include:	250
Size / stability	
Strength of local network, as applicable	
Quality considerations	
Utilization / cost management	
Costs to include:	400
Fixed costs/premiums	
Network value, as applicable	
Fee/Rate guarantee / cap	
GRAND TOTAL – ALL CATEGORIES	950
Finalist Interview (if necessary)	50

APPENDIX F

Critical RFP Notes

Santa Fe County (County) has been self-funded for its medical and prescription drug benefits since separating from the State of New Mexico’s employee benefit program in 2017. From 2017 through present, Presbyterian has provided medical and prescription drug claims administration and management services as well as stop loss coverage to the County.

Following is a list of notes related to this RFP

General

1. Gallagher Benefit Services, Centennial, CO, has been retained to assist the County as their consultant on a fee-for service, net of commission basis.
2. Regarding the campaign contribution form, access the Santa Fe County website (link below) to identify the members of the Santa Fe County Board of County Commission.

http://www.santafecountynm.gov/committees/board_of_county_commissioners_bcc
3. Census data includes “Census Key and Notes” tab of Attachment 7.
 - a. Retirees are not covered under the County plan.
4. With certain exceptions, funding rate history will not be released.
5. All employees participate in a PERS except temporary employees, and all employees participate in Social Security except our certified law enforcement officers (Sheriff’s Deputies).
6. Elected officials are paid a set amount per state statute (treasurer, clerk, assessor, sheriff, and probate judge are required to work at least 8 hours per month and commissioners are to attend meetings) therefore there is not a minimum number of hours required per week to maintain benefits for these covered individuals.
7. Group is non-ERISA
8. All proposed rates/terms should be FIRM based on data provided in the RFP with the understanding that your proposed rates may or may not be modified during either the “Best and Final” or contract negotiations as determined by the County.
9. Deviations from current benefits may be considered and must be fully outlined in your response in Exhibit 2G.

Medical/Rx/Stop loss

1. Medical benefits are self-funded with an HMO plan and PPO plan offered through Presbyterian.
2. Prescription drug benefits for all plans are self-funded through Presbyterian.
3. Prospective stop loss Offerors who have completed a current year Gallagher RFI must submit a copy of the current RFI as Exhibit 3.

APPENDIX G

Offeror Submission Checklist

August 7, 2020

1. All potential offerors **MUST** return **Appendix A** in accordance with RFP instructions to be considered. Offerors doing so will:
 - a. Receive claims, enrollment and census data upon receipt by County within approximately 24 hours of receipt.
 - b. Responses to Offeror written questions and RFP amendments if such are issued.

August 7, 2020

2. ALL Offerors must submit in accordance with RFP instructions:	Offeror Response	
a. Letter of transmittal as outlined in RFP	<input type="checkbox"/> Yes	<input type="checkbox"/> No
b. Offeror Submission Checklist	<input type="checkbox"/> Yes	<input type="checkbox"/> No
c. Appendix B	<input type="checkbox"/> Yes	<input type="checkbox"/> No
d. Appendix C (if applicable)	<input type="checkbox"/> Yes	<input type="checkbox"/> No
e. Appendix D (acknowledge agreement that this document will serve as contract between Offeror and County. If there are non-negotiable points, identify now, otherwise, presume this will be addressed during Best and Final and/or contract negotiations.)	<input type="checkbox"/> Yes	<input type="checkbox"/> No
f. Include any and all sample contractual and/or policy documents	<input type="checkbox"/> Yes	<input type="checkbox"/> No
g. Exhibits 2A through 2G	<input type="checkbox"/> Yes	<input type="checkbox"/> No
h. Provide proposed Performance Guarantees as Exhibit 1H-7	<input type="checkbox"/> Yes	<input type="checkbox"/> No
i. Provide proposed implementation incentive credits as Exhibit 1H-8	<input type="checkbox"/> Yes	<input type="checkbox"/> No
j. Offerors submitting proprietary and confidential information must mark materials as such and include as a separate response section	<input type="checkbox"/> Yes	<input type="checkbox"/> No

3. Medical claims administration Offerors must submit (in addition to All Offerors) in accordance with RFP instructions:	Offeror Response	
a. Exhibits 1A through 1H-8	<input type="checkbox"/> Yes	<input type="checkbox"/> No
b. Exhibit 3 - Stop Loss RFI (provide copy of RFI response if previously completed for 2020)	<input type="checkbox"/> Yes	<input type="checkbox"/> No

4. Stop Loss coverage only Offerors must submit (in addition to All Offerors) in accordance with RFP instructions:	Offeror Response	
a. Exhibit 1H-8	<input type="checkbox"/> Yes	<input type="checkbox"/> No

b. Exhibit 3 - Stop Loss RFI (provide copy of RFI response if previously completed for 2020)	<input type="checkbox"/> Yes	<input type="checkbox"/> No
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