



Open Session Item

SUBJECT: Contract Award (PUR-1683) Workers' Compensation Third Party Administrator (TPA)

PRESENTATION DATE: August 27, 2024

PRESENTATION BY: Brian Overcash, Safety Compliance Administrator, Human Resources on behalf of Rick F. Curry, CPPO, Director, Purchasing Department.

RECOMMENDATION: Move to award the contract for Workers' Compensation Third Party Administrator Services to the responsive, responsible proposer, Davies Claims North America, Inc., (formally Johns Eastern Company, Inc.) of Lakewood, FL with the lowest Total Lump Sum Fee of \$201,747 for Fiscal Years 2025 (tentatively beginning September 1, 2024) through 2029.

REPORT-IN-BRIEF: The resulting contract will cover the services of a Workers' Compensation Third Party Administrator for the adjusting and administration of Washington County Workers' Compensation claims on behalf of the Washington County Self-Insurance Program. The term of the contract is for a one (1) year period tentatively commencing September 1, 2024, with an option by the County to renew for up to four (4) additional consecutive one (1) year periods thereafter.

The Request for Proposals (RFP) was advertised on the State's *eMaryland Marketplace Advantage* web site, on the County's web site, and in the local newspaper. Twenty-eight (28) persons/firms accessed the RFP from the County's web site. Four (4) firms were represented at the Pre-Proposal Conference/Teleconference. The Coordinating Committee was comprised of the Director of Human Resources (Committee Chairman Designee), Human Resources Deputy Director, County Director of Purchasing, County Safety Compliance Administrator, County Risk Management Administrator, and Janie Thompson (Secretary non-voting).

Submittals were received from four (4) firms. Two (2) firm's Qualifications & Experience/Technical Proposal was considered non-responsive. The Price Proposals of the remaining responsive, responsible firms were opened, clarifications were obtained, and costs were as indicated on the attached matrix.

DISCUSSION: N/A

FISCAL IMPACT: Davies proposes \$38,000 for the first-year lump sum cost. Funding for these services is in the general fund account from which all workers' compensation expenses and insurance premiums are paid.

CONCURRENCES: The Coordinating Committee.

ALTERNATIVES: N/A

ATTACHMENTS: Price Proposal Matrix

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PRICE PROPOSAL TABULATION

	Davies Claims North America, Inc. Lakewood Ranch, FL	RCM&D Self-Insured Services Company, Inc. (SISCO) Townson, MD
Fiscal Year 2025	\$38,000	\$65,000
Fiscal Year 2026	\$39,140	\$67,000
Fiscal Year 2027	\$40,314	\$68,500
Fiscal Year 2028	\$41,524	\$71,000
Fiscal Year 2029	\$42,769	\$73,000
Total Lump Sum Fees	\$201,747	\$344,500
1. Workers Compensation – Med Only	\$200*	\$275
2. Workers Compensation – Lost Time	\$750	\$1,225
3. Medical Bill Review – Per Line Fee	zero	zero
4. Per Bill minimum Fee –	zero	\$8.25
5. Percentage of Reduction Savings	18% all savings	25% of PPO reduction
6. Fee for Post Contract Claims Handling (flat fee per claim)	\$595	\$600

Davies *If annual claim counts exceed 20 indemnity or 75 medical only claims per year, the stated per-claim handling fees will be charged for additional claims. Supplemental Information on next page.

RCM&D Self-Insured Services Company, Inc. (SISCO) Pricing Proposal on following pages.