



beWellnm Board Meeting

Friday, November 16, 2018

CNM Workforce Training Center



NEW MEXICO'S HEALTH INSURANCE EXCHANGE

beWellnm.com

1.833.ToBeWell

THE PLACE TO SHOP, COMPARE AND BUY HEALTH INSURANCE. *Affordably.*

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1. Welcome, Roll Call, & Confirmation of Quorum

Chairman J.R. Damron

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2. Approval of Agenda

Chairman J.R. Damron



3. Approval of Minutes of the October 26, 2018 beWellnm Board Meeting

Chairman J.R. Damron

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4. Chairman's Remarks

Chairman J.R. Damron

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5. Matters from the CEO

Ms. Cheryl Gardner, CEO

CEO Update

- Staff Update
- beWellnm Trademark Applications
- Board E-Mail Access Pilot Program

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6. Committee Reports

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a. Matters from the Native American Committee

Director Teresa Gomez, Committee Chair

Matters from the Native American Committee

- **Native American Partnerships**

- Mescalero Apache Tribe (Bi-Monthly)
- Farmington Location (Bi-Monthly)
- Gallup Location (Monthly)

- **Marketing**

- Bi-Monthly Newsletter will be sent out Tuesday November 13, 2018
- Promote Enrollment Days and Outreach Events for 2019 Open Enrollment

- **Media**

- **Outreach and Enrollment Events**

Enrollment Center: September 1-October 31

- **Enrollment Center**

- Total Visits: 339
- Completed appointments: 88
- QHP: 42 (5 Native American)
- Medicaid: 29 (5 Native American)

- **Year to Date**

- Total Visits: 1721
- Completed Appointments: 576
- QHP: 229
- Medicaid: 204

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b. Matters from the Outreach & Education Committee

Director Martin Hickey, Committee Chair

Open Enrollment Update

- Website
 - Checkbook tool, Navigators, Enrollment Counselors & Broker
- Enrollment Event- over 40 launched
- Ads will begin running right after the elections
 - Radio, Print & TV
- Social Media and digital ads already running as of Nov 1st
- All Newsletters and communication have been sent, and reminders scheduled
- All Outreach & Education programs ran by beWellnm team, are running smoothly
- Providing weekly, updates to CMS

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c. Matters from the Operations Committee

Vice Chair, David Shaw

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Project Management RFP Review

Project Management Office RFP

- Purpose: Will establish Project Management Office for the duration of the Individual Exchange Technology Solution build.
- Procurement Administrator: Jeffery Bustamante
- Procurement Subject: Matter Expert: Kevin Swinson
- Procurement Method: Per the Procurement Policy, beWellnm executed a competitive bid for Project Management Office Services.
- Response: BeWellnm received one response, summary of scores below.

beWellnm Project Management Office Scoring Summary		
Evaluation Criteria Summary	Total Possible	PCG
Offeror's Background & Experience	30	28.00
Individual Staff Qualifications	30	23.80
Work Plan & Approach	20	19.40
Pricing	20	20.00
Total Points	100	91.20

Motion

Motion: Move that the Board authorize the CEO to enter into three-year contract with the Project Management Office RFP finalist for the proposed amount, with a total Not-To-Exceed of \$8,515,450.*

**This amount is consistent with the 2019 budget, as passed by the beWellnm Board of Directors at the September 21, 2018 board meeting.*

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IV&V RFP Review

Independent Validation & Verification RFP

- Purpose: Will establish IV&V services which confirm that the Individual Exchange Technology Solution build is proceeding properly. Risk areas and potential risk also identified.
- Procurement Administrator: Jeffery Bustamante
- Procurement Subject Matter Expert: Kevin Swinson
- Procurement Method: Per the Procurement Policy, beWellnm executed a competitive bid for Independent Validation & Verification Services.
- Responses: BeWellnm received 2 responses, summary of scores below.

beWellnm IV&V Scoring Summary			
Evaluation Criteria Summary	Total Possible	BerryDunn	HMA
Offeror's Background & Experience	30	25.00	26.80
Individual Staff Qualifications	30	25.20	28.00
Work Plan & Approach	20	17.00	19.20
Pricing	20	20.00	20.00
Total Points	100	87.20	94.00

- Recommended Finalist: Health Management Associates

Motion

Motion: Move that the Board authorize the CEO to enter into three-year contract with the Independent Validation & Verification Services RFP finalist for the proposed amount, with a total Not-To-Exceed of \$1,750,000.*

**This amount is consistent with the 2019 budget, as passed by the beWellnm Board of Directors at the September 21, 2018 board meeting.*

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d. Matters from the Finance Committee

Committee Chair, Patsy Romero

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Procurement Management RFP Review

Procurement Management RFP

- Purpose: Will establish professional assistance with procurements related to the Individual Exchange Technology Solution build (for example, IT Technology Vendor, System Integration, and Privacy and Security Vendor).
- Procurement Administrator: Jeffery Bustamante
- Procurement Subject Matter Expert: Anita Schwing
- Procurement Method: Per the Procurement Policy, beWellnm executed a competitive bid for Procurement Management Services.
- Responses: BeWellnm received 2 responses, summary of scores below.

beWellnm Procurement Management Scoring Summary			
Evaluation Criteria Summary	Total Possible	PCG	HMA
Offeror's Background & Experience	30	24.20	28.40
Individual Staff Qualifications	30	24.60	25.80
Work Plan & Approach	20	16.80	16.40
Pricing	20	20.00	20.00
Total Points	100	85.60	90.60

- Recommended Finalist: Health Management Associates (HMA)

Motion

Motion: Move that the Board authorize the CEO to enter into a two-year contract with the Procurement Management RFP finalist for the proposed amount, with a total Not-To-Exceed of \$410,000.*

**This amount is consistent with the 2019 budget, as approved by the beWellnm Board of Directors at the September 21, 2018 board meeting.*

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7. Agency Reports

Agency Reports

- Matters from the Office of the Superintendent of Insurance (OSI)
 - *Superintendent John Franchini*
- Matters from the New Mexico Medical Insurance Pool (NMMIP)
 - *Superintendent John Franchini*
- Matters from New Mexico Human Service Department (HSD)
 - *Secretary Brent Earnest*

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8. Board Continuing Education (Refresher on Responsibilities.)

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9. Public Comment

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10. Other Board Business

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11. Next beWellnm Board Meeting

January 25, 2019

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12. Executive Session

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13. Adjournment