

Item Title: Authorize Establishing Wake County as a Cigna In-Network Provider

Specific Action Requested:

That the Board of Commissioners authorizes establishing Wake County as an in-network provider with CIGNA and authorizes the County Manager to execute the agreement, subject to the terms and conditions acceptable to the County Attorney.

Item Summary:

Currently Wake County provides 26% of health clinic funding. The Human Services Department, Clinics Division seeks to actively reduce direct costs to Wake County. Participating as in-network providers with locally offered health plans is a standard of practice for local health departments across North Carolina. At the present time, Wake County Human Services (WCHS) is in network with Blue Cross Blue shield for specific services (HIV, Immunization and Child Health), which enables us to receive reliable reimbursement for allowed services. WCHS was recently afforded the opportunity to join Cigna's network of providers. Growing these partnerships is a reliable strategy to capture service revenues that would otherwise not be realized.

Cigna provides medical insurance to customers in 30 countries and jurisdictions, with a global network of more than one million healthcare professionals, clinics and facilities. In the 2015 edition of Revive Health's annual National Payor Survey, Cigna was considered the most trustworthy payer for the second year in a row. Cigna offers HMO "Connect Plans" in Wake County. In 2017, these plans do not offer out-of-network options to participants. Consequently, provider reimbursement is limited to in-network providers. Over the last four years Human Services clinics provided care to an average of 39 Cigna insured patients per year representing 0.12% of unduplicated patients (39 of 32,645) patients seen in our clinics. Using this data to project potential reimbursement, Wake County Human Services clinics could receive up to \$12,000 in additional revenue. While this is a relatively small amount, realizing such opportunities will reduce overall County costs. This agreement will continue year-for-year unless terminated by either party.

Attachments:

None