

Wake County Government

Medical and Stop Loss Finalist Presentation Overview



Wake County Meeting Attendee's

- Johnna Rogers – Deputy County Manager
- Angela Crawford – Human Resource Director
- Mary Beth Manville – Deputy Human Resources Director
- Ashley Lategan – Benefits and Wellness Manager

Marsh & McLennan Agency Attendee's

- Todd Reider – Benefit Consultant
- Meredith Jacobsen – VP of Client Services (Maybe)
- Meegan Broll – Strategic Account Executive

Expectations of Presenters

- All Proposers will be given one hour to present to The Wake County Team with 15-30 minutes for questions and answers.
- Presenting team should include all staff account management that would be working directly with the Wake County team.
- Discuss all requested topics (listed on the next slide)
- It is expected that the presentation will be interactive and the Wake County team will be asking questions throughout the presentation so will be important for your presentation to allow for sufficient time as the time will not be extended.
- As you are presenting the requested topics make sure to not only discuss what your company can offer but how your company can provide the services.

Topics for Presentation

- Team Introductions
 - Include an overview of how you will be a proactive partner with Wake County
- Provider Network & Footprint
 - What kind of disruption will Wake County employees see, if any?
- Strategy for collaborative & comprehensive care
 - Demonstrate how you can integrate with their other vendors for a successful management of their members health and well-being
 - Describe how you would work together with Wake County's onsite health clinic to better manage and educate their members
- Overview of programs and services
 - How would you manage the Wake County member population through your various programs (case management, care management, chronic conditions)?
 - Advise what programs are included in your fee's vs. what would be considered an add on fee
 - What offerings do you have available to support Wake County's wellness initiatives?

Topics for Presentation (con't)

- Tools and resources
 - Employee engagement and consumer education tools
 - Employer access to data and reporting
- Value add services
- Implementation

**PLEASE CONTACT MEEGAN BROLL IF
YOU NEED ANY FURTHER
INFORMATION AHEAD OF THE MEETING**

THANK YOU!