

# SMALL BUSINESS PREMIUM AGGREGATION AND BILLING SOLUTION

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Presented by:

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# Background

Today, we ask the board to approve a vendor contract to provide premium aggregation and billing services on behalf of the MHBE for our small business program.

Since 2014 MHBE has offered various solutions for small business to provide health coverage for its employees.

In 2020, MHBE launched a SHOP portal and rebranded it as Maryland Health Connection for Small Business.

The premium aggregation and billing vendor contract is the final step in providing small businesses with a streamlined application, enrollment, invoice, payment, and renewal process.

Only through Maryland Health Connection for Small Business are employers able to access the Federal tax credit and allow employees the option to purchase health coverage from multiple carriers and receive one invoice for billing!

# Fulfilling Maryland's Uninsured Needs

## 2023 Small Business Profile

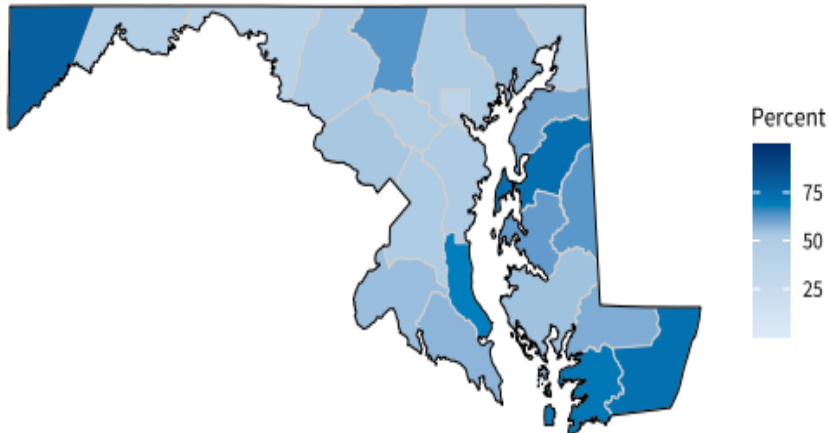
U.S. SMALL BUSINESS ADMINISTRATION  
**OFFICE OF ADVOCACY**

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## Maryland

**639,789** small businesses  
99.5 percent of Maryland businesses

**1.2 million** small business employees  
48.8 percent of Maryland employees



**Share of employees working at small businesses by county or independent city**

Source of original data: [Statistics of US Businesses](#) (Census)

We estimate that with the completion of the MHC for Small Business portal, an additional 100,000 uninsured Marylanders will be able to easily obtain health coverage through their employer!

- ❖ 78,626 MD small businesses have less than 10 employees
- ❖ 48,748 do not offer health insurance
- ❖ 24,374 have less than 5 employees

Source: Agency for Healthcare Research and Quality, MEPS-IC Data Tools

# The Future of MHC for Small Business

- Support brokers anxious for a one-stop solution for individual and small group business on Maryland Health Connection.
- Provide solutions for small business through community resources, outreach & education, training and certifications.
- Complete Individual Coverage HRA pathway as a program option in FY 2026.
- Connect employees with individual plans, if traditional small group, ICHRA and COBRA plans offered by employer are unaffordable or expire.



# Procurement Process

MHBE issued a Request for Proposal (RFP) on June 17, 2024, on eMaryland MarketPlace Advantage and MHBE's website for forty (40) days. The purpose for the RFP was to contract with a vendor who will supply, implement, host, maintain and provide end-user support to a back-end premium aggregation and billing solution for Maryland Health Connection for Small Business

Procurement Method: Competitive Sealed Proposal – Request for Proposal (RFP)

RFP Issued:	June 17, 2024	
Pre-Proposal Conference:	June 26, 2024	Seven potential responders attended
Question & Answers:	July 11, 2024	With 20 questions addressed
RFP Closed:	July 26, 2024	

# Procurement Details

Proposals Received:	2	
Evaluation Period:		
Technical:		07/29/2024 – 8/01/2024
Financial:		08/02/2024 –
08/05/2024		
Oral Presentations:	None	
Best-and-Final-Offer (BAFO):	08/05/2024	
Responsive Proposals:	1	
Selected Vendor:		NFP Health Services
Administrators, LLC		

# EVALUATION COMMITTEE RECOMMENDATION

- The evaluation committee recommends awarding the Small Business Premium Aggregation and Billing Solution contract to NFP Health Services Administrators, LLC.
- Offeror produced strong technical and financial proposals that demonstrated an understanding of the RFP. The offeror has worked with other state-based marketplaces.
- Offeror has an understanding of the Affordable Care Act. They have worked with state-based marketplaces since inception of ACA.
- Financial and technical proposals demonstrated to the evaluation panel the ability to provide the State the best value for the services requested.

# MBE PARTICIPATION GOAL

- Required: 10%
- Proposed: 10%

## Award MBE Subcontractors:

Telecommunications Development Corp

10% (African American-Owned)



# Contract Terms

Contract Total of \$ 2,480,392.22 for five years presented for approval

FY25 Not-to-exceed amount: \$413,399.00 as appropriated in approved FY25 budget

Breakdown per year: State funds – 100%

Term: Five Year Contract With 3 Year Base Period

Year One (Start-Up): September 1, 2024 – August 31, 2025

Year Two & Three (Go-Live): September 1, 2025 – August 31, 2027

Option Year One: September 1, 2027 – August 31, 2028

Option Year Two: September 1, 2028 – August 31, 2029

# Request for Approval

MHBE requests the Board's approval to:

Award contract to NFP Health Services Administrators, LLC in the amount of **\$2,480,392.22** with 100% State participation to procure Small Business Premium Aggregation and Billing Solution for the period from **September 1, 2024 - August 31, 2027, with 2 option renewal periods of September 1, 2027 – August 31, 2028, and September 1, 2028 – August 31, 2029.**