



MISSOURI EDUCATORS  
UNIFIED HEALTH PLAN, INC.

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**"Unified for Strength, Stability & Service"**

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**Ken Cook, President • Dianna Hoenes, Vice President • Dr. Jeff Lindsey, Treasurer • Chris Felmler, Secretary**

## President's Update on the RFP and the July 1, 2012 Renewal

Dear MEUHP Member,

On January 20, all eight MEUHP Board of Directors met with our FTJ representatives to review the results of our Request for Proposals (RFP) for our statewide program.

As you know, with 97 districts, we are the by far the largest statewide health insurance organization for Missouri School Districts. With this in mind, your Board took every step to ensure the RFP process was beneficial for our members as a whole. Our past success and promising future is derived from our efficiency, transparency, stability and teamwork of working together as one large statewide group, which you can learn more about at [www.meuhp.com](http://www.meuhp.com).

Our RFP process was extremely involved and included:

- A thorough review of program results since July 1, 2009 and future forecasts;
- Soliciting opinions at regional meetings from current and new member superintendents;
- Analyzing statewide and regional carrier networks, including providers currently utilized;
- Issuing pre-RFP questions prior to the pre-RFP interview presentation;
- Conducting in person pre-RFP interviews with carrier representatives;
- Developing and issuing the full RFP including global MEUHP data; and
- Reviewing carrier responses to the RFP.

While both United Healthcare and Coventry Healthcare were initially interested, the only bid submitted was from Anthem BCBS, our current carrier. United Healthcare and Coventry Health Care both declined to bid. United Healthcare indicated they would not be competitive. Coventry indicated they needed more information than the two years worth of detailed "global" data provided on our overall group. As you may recall, the Board unanimously agreed to only release global, statewide data for financial evaluation.

What's next? The Board and our FTJ representatives will meet with Anthem BCBS in early February to review the financial details of their proposal. Once the global renewal is agreed upon, the regional rates and district tier assignments can be completed. This includes the regional and district level rates being set with full transparency and impartiality. Since we operate as one large plan, fully insured with NO financial risk to our members, our long term program stability is of utmost importance. But, we also recognize the extreme importance of our rate competitiveness, quality benefits and broad provider networks for our current members and prospective members. Rest assured, the Board and our representatives from FTJ have and will continue to represent all members for the very best overall July 1, 2012 renewal.

The very good news is that as you are well aware, our overall plan performance has improved steadily over the past two plus years due in part to our healthy growth and our members embracing consumer driven health plans and enhanced wellness services. This provides positive proof that our teamwork and effort to increase our membership and control costs is working. **Therefore, we fully anticipate another positive overall renewal**, well below industry trend levels and without major benefit reductions—something our employees and retirees will truly appreciate. We will be anxious to share the details with you at our upcoming regional meetings.

I conclude this update by restating our mission and again pointing out that quality health insurance is a true long term need for our districts, our staff and retirees and their families.

### **MEUHP Mission Statement**

The MEUHP is a non-profit corporation which was formed by school districts - for school districts. Our goals are:

1. To promote fair and stable health insurance rates for our members while maintaining quality health benefits and services.
2. To offer our members a variety of traditional and consumer driven health insurance benefit options.
3. To increase our membership to help spread risk and increase economies of scale.

To help our members achieve these goals, the MEUHP includes:

- Statewide safeguards for stability.
- ONE large plan for administrative efficiencies.
- Broad selection of plan options.
- District flexibility to choose up to three plans.
- Multiple Health Savings Account options.
- Wellness incentives / tools / resources / benefits.
- State and nationwide preferred provider network.
- Retiree medical plan resources and education.
- Professional administration, service and education

If you have questions or suggestions, please feel free to contact me, your Regional Board member, or your FTJ Regional Director.

Yours truly,



Ken Cook  
MEUHP President