



STATE AND LOCAL GOVERNMENT BENEFITS ASSOCIATION

The premier organization for public sector benefits professionals.

SALGBA | August 2015

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SALGBA Events

SALGBA 2015 Regional Conference

Plan to attend the 2015 SALGBA Regional Conference on November 17 at the Hotel Phillips in Kansas City, MO. [Click here.](#)

SALGBA 2016 National Conference

Mark your calendars for the 2016 SALGBA National Conference April 24-27, 2016 at the Hyatt Regency Hill Country in San Antonio, Texas.

[2016 Call for Presentations](#) (Deadline September 1, 2015)

[2016 Sponsor/Exhibitor Prospectus](#)

2015 Regional Sponsors

Dear SALGBA Members:

Mark your calendars to attend the 2015 SALGBA Regional Conference being held on November 17, 2015 at the Hotel Phillips in Kansas City, MO. This year's regional conference is being hosted by the Missouri Consolidated Health Care Plan, State of Kansas and the Missouri State Employees' Retirement System. To view details including registration [click here.](#)

The SALGBA Nominating Committee is now accepting nominations for [SALGBA Awards](#) and the [SALGBA Board of Directors](#). Be sure to submit yourself or a colleague for recognition as a leader in public sector benefits.

Are you interested in presenting at the 2016 SALGBA National Conference April 24-27 in San Antonio? If so, please complete a [Call for Presentation](#) and return by September 1, 2015.

Is your company interested in supporting the SALGBA 2016 Conference by Sponsoring and Exhibiting? The 2015 Conference Exhibit Hall sold out so be sure to reserve your space early this year. To view the 2016 Prospectus [click here.](#)

Maximizing Your Next Employee Benefits RFP

Byline: David MacLean

Change is on the horizon for the public sector. New regulations, rising costs, and overall uncertainty are the new norm when thinking about employee benefit programs including what's offered and what's funded by employers or employees. As a state and local government procurement professional you are faced with increased pressure to

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New SALGBA Member

Welcome Novo Nordisk

Novo Nordisk is leading the way in diabetes care with a comprehensive diabetes treatment portfolio and holds leading positions in hemophilia, growth hormone related disorders, and women's health.



SALGBA Resources

SALGBA Jurisdictional Group

A Jurisdictional Group has been established for posting of jurisdictional inquiries that will send a weekly digest of posts to group members. The group messages will be

deliver cost-effective plans and provide a competitive benefit offering that will attract and retain talent. This makes the selection process all the more important.

There are ways to optimize your Request for Proposal (RFP) to ensure effective competition between bidders and, ultimately, balance cost, and employee needs.

Having worked with hundreds of plan sponsors in the Public Sector, including the federal government, states, cities, counties, universities, and K-12 education, we have compiled a guide of best practices that can help deliver maximum value, drive meaningful vendor comparisons on the issues that matter, and ensure alignment with your organizations top employee benefit objectives. Starting with these four:

- **Timing:** the benefits landscape is changing and as such sending your benefits out to bid every few years provides you the opportunity to gather insights from bidders on changes that can enhance your offering to employees. This may include exploring strategies that mitigate shifting premium costs to employees.
- **Evaluation criteria and requirements:** clearly define the evaluation and scoring criteria that will drive your selection process so bidders can provide responses that fully address your priorities.
- **Plan Design:** providers study marketplace trends and conduct research so that they can suggest plan designs that meet your changing needs. Encourage vendors to recommend alternate plan designs that may include overall value for you and your employees.

Deviations assessment: empower your selection team to exercise judgment when reviewing responses to uncover hidden value for you and your employees. Specific examples are included in the full article, "[Best Practices for Employee Benefits](#)"

- [Explore RFP Best Practices](#) to help maximize your procurement cycle, ensure competition between bidders, and balance cost and employee needs. A few changes in how you approach employee benefits procurement can make the difference in recruiting and retaining top talent in an evolving environment.

To learn more about how MetLife is committed to the Public Sector and our wide range of benefit solutions, visit metlife.com/publicsector.

Industry News from SALGBA Members

NOTICE: Specialty Drug Survey - Deadline Extended to August 28th!

As many SALGBA members are aware, specialty drugs are amongst the most significant cost challenges for plan sponsors today. To address this concern, the Public Sector Healthcare Roundtable (PSHR) is engaged in an initiative to gather information, analyze opportunities, and propose possible solutions to best manage the cost of Specialty Drugs. PSHR has developed the attached survey which is strictly optional for SALGBA members.

archived online and accessible to logging in as a member and selecting the Jurisdictional Group icon.

SALGBA Job Board

Be sure to check out the new job opportunities posted on SALGBA's website such as these two openings with the City of Austin, TX:

[Benefits Consultant](#)

[Wellness Consultant](#)

This is a great opportunity to recruit experienced employees or a great opportunity to find a new position in the industry! [Click here to view current postings.](#)

SALGBA Library

To access conference presentations on file or view the RFP sample library simply login as a member and select the SALGBA Library icon. The library is a great resource for members.

Industry Resources

[The Segal Company Public Sector Resources](#)

[Public Sector Healthcare Roundtable](#)

[2016 SALGBA National Conference Sponsors to-date...](#)

CGBA Updates

Did you attend the 2015 SALGBA National Conference and considered joining the CGBA Program? [Click here](#) to join and get the educational credit posted in your member profile for the 2015 conference.

2015 SALGBA National Conference Platinum Sponsors

Anthem Blue Cross Blue Shield

CVS Health

UnitedHealthcare

Navitus Health Solutions

Segal Consulting

United Concordia Dental

McGriff, Seibels & Williams

Cast Light Health

MetLife

Cigna

Aetna

ActiveHealth Management

American Well

If you wish to participate, please click this link:

**Minnesota
Life/Securian**

https://towerswatson.co1.qualtrics.com/SE/?SID=SV_3IY56sqwLRWuq0d

The Hartford

Your answers will be confidential and used exclusively for this initiative. If you wish to participate, please submit by August 28, 2015.

Express Scripts

PSHR will share summarized findings/response materials with all participating organizations. This will be posted on the Public Sector Healthcare Roundtable website. If you have any questions about this survey, please contact Sean Douglass at Douglasss@michigan.gov. Thank you for your consideration for of this important survey opportunity.

BenefitsLink

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Associates**

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Don't Blame Medicaid for the Rise in Health Care Spending

<http://www.nytimes.com/2015/08/04/upshot/dont-blame-medicaid-for-rise-in-health-care-spending.html>

Biologics Provision Reportedly Holding up TPP Completion

A dispute over protections for brand-name biologics appears to be holding up completion of the Trans-Pacific Partnership (TPP) trade agreement.

The United States and 11 other nations are negotiating the TPP, which, if enacted, would become the largest free trade agreement in the world. President Obama on June 29 signed legislation (H.R. 2146) that, once negotiations are complete, will send the agreement to Congress for a yes-or-no vote, with no changes allowed. [Read more...](#)

CMS Officials Forecast 'Modest' Acceleration in Health Care Spending Growth

The rate of growth in health care spending is expected to increase during the next decade, but "the acceleration of these growth rates is expected to be modest," according to officials from the Centers for Medicare & Medicaid Services (CMS).

Annual health care spending growth, which surged into the double-digit percentages in the 1990s, has been at historically low levels of around 4 percent in recent years, a slowdown attributed both to the recession of the late-2000s and reforms to the health care system. [Read more...](#)

With ACA on Firm Ground, Employers Eye Private Exchanges to Ease Excise Tax Risk

For SALGBA inquiries please see contact information below:

- Membership & Registration--membership@salgba.com
- General--salgba@salgba.com
- Executive Director--tina.bowling@salgba.com

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