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2 From the Director of Department of Family Care to execute a professional
3 Services Contract with Andrea & Orendorff, SC to provide Senior Management
4 Services to the Department of Family Care – Managed Care Organization (MCO)
5 under Family Care from January 1, 2013 through December 31, 2013, and a
6 requirement that vendor service fees shall not exceed \$932,000 during the
7 contract period and with the option of up to two one-year extensions without a
8 competitive Request for Proposals (RFP) based on satisfactory vendor
9 performance, by recommending adoption of the following:

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11 **A RESOLUTION**

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13 WHEREAS, the Wisconsin Department of Health Services (DHS) engaged
14 in a comprehensive effort to redesign Wisconsin's Long-Term Support Services
15 for older adults and persons with disabilities through the Family Care Program;
16 and

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18 WHEREAS, the purpose of Family Care is to divert persons requiring
19 long-term care from expensive publicly funded nursing homes to more
20 appropriate community-based forms of care desired by the clients themselves;
21 and

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23 WHEREAS, the Milwaukee County Board of Supervisors has authorized
24 the Department of Family Care to participate as a Managed Care Organization
25 under Family Care; and

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27 WHEREAS, in 2012, the Department of Family Care (MCO) issues a
28 publicly solicited Request for Proposals (RFP) seeking a Fiscal Management
29 Partner for assistance with the fiscal and business operations as a MCO under
30 Family Care, as required by DHS and whose business objectives are aligned
31 with the Department's vision for a Family Care MCO; and

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33 WHEREAS, the new Professional Services Contract for Senior
34 Management Services (1) remains quality and outcome based, (2) is for
35 calendar year 2013, and (3) includes the option to extend the contract for a one
36 year period for up to a total of two years; and

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38 WHEREAS, the RFP sought an agency with experience as a firm that has
39 demonstrated a record of providing fiscal and operational management
40 experience for government agencies; and

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42 WHEREAS, the RFP required applicants to (1) have experience working
43 with Family Care or other home and community based waiver programs; (2)
44 have a documented track record with managed care accounting principles,
45 auditing, cost projections, rate setting, refining IT systems, and service and
46 accounting reporting; and (3) indicate certified Disadvantaged Business

47 Enterprise (DBE) firms have the maximum opportunity to participate in the
48 contract; and

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50 WHEREAS, Andrea & Orendorff, SC submitted a proposal that was
51 scored best in both the presentation of services required as well as pricing; and

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53 WHEREAS, A three-year agreement is the most cost effective and
54 beneficial option for the MCO providing a consistent source for undisturbed
55 Senior Management Services; and

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57 WHEREAS, Andrea & Orendorff, SC is considered a 100% contributor to
58 the Disadvantaged Business Enterprise due to their firm being an approved
59 DBE; and

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61 WHEREAS, a 2013 Professional Services Contract with Andrea &
62 Orendorff, SC for \$932,000 will be funded through rates and fees collected by
63 Milwaukee County Department of Family Care in 2013; and

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65 WHEREAS, now therefore,

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67 BE IT RESOLVED, that the Director, Department of Family Care, is
68 hereby authorized to

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70 Enter into a Professional Services Contract with Andrea & Orendorff, SC for the
71 period of January 1, 2013 through December 31, 2013, total fees paid to
72 contractor shall not exceed \$932,000 during the contract period, and with the
73 option of up to two one-year extensions without a competitive Request for
74 Proposal (RFP) based on satisfactory vendor performance

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76 BE IT FURTHER RESOLVED, that agreements will be contingent upon
77 County Board authorization of the Department of Family Care continued
78 participation as a Managed Care Organization (MCO) under Family Care for the
79 period January 1, 2013 through December 31, 2013.

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