

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF THE COUNTY OF SAN BERNARDINO
AND RECORD OF ACTION**

June 22, 2021

FROM

VERONICA KELLEY, Director, Department of Behavioral Health

SUBJECT

Contract with Ramsell Corporation for Pharmacy Benefit Manager Services

RECOMMENDATION(S)

Approve **Contract No. 21-470** with Ramsell Corporation for the provision of Pharmacy Benefit Manager services for countywide prescription management services, in the amount of \$1,125,000, for the period of July 1, 2021 through December 31, 2025.
(Presenter: Veronica Kelley, Director, 388-0801)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Provide for the Safety, Health and Social Service Needs of County Residents.

FINANCIAL IMPACT

This item does not impact Discretionary General Funding (Net County Cost). The amount of \$1,125,000 for Pharmacy Benefit Manager services is funded through 1991 Realignment and the Mental Health Services Act. Adequate appropriation and revenue have been included in the Department of Behavioral Health's (DBH) 2021-22 budget and will be included in future recommended budgets.

BACKGROUND INFORMATION

Ramsell Corporation (Ramsell) provides prescription management services to eligible San Bernardino County residents countywide through the Ramsell Pharmacy Benefit Manager (PBM) program. The monthly cost per client has averaged, based on medical necessity, from a low of \$3.66 for a client with one prescription, to a high of \$947.25 for a client with multiple prescriptions. Upon approval of the recommended contract, DBH anticipates that Ramsell will provide prescription services to approximately 200 clients and issue approximately 1300 prescriptions annually.

The PBM program provides 24/7 management for DBH prescription services to unfunded clients, and/or clients who receive medications not reimbursed under the Medi-Cal program, other third party insurance, or are pending Medi-Cal eligibility for services and medication coverage. Prescriptions are typically given for 30-day periods when clients come in for monthly appointments. The PBM program allows DBH to gather all of the unfunded client pharmaceutical data and provide regular monthly reporting of the usage and costs of medications to DBH Administration. DBH administrators are also provided the data to enhance pharmaceutical practice management, specifically allowing them to review poly-pharmacy practices, medication efficacies based upon diagnoses, and uses of brand name versus generic drugs. DBH has provided countywide PBM services through contracted vendors since 2003.

PROCUREMENT

On February 17, 2021, the County Administrative Office approved and authorized the release of a Request for Proposals (RFP), RFP – DBH #20-17, DBHE21-ADMN-4020 to solicit interested and qualified organizations and agencies to provide Pharmacy Benefit Manager services. The RFP was publicly advertised through direct mailings to 96 organizations and agencies, advertised in eight local newspapers, and posted on the County's Electronic Procurement Network (ePro).

A total of three agencies attended the mandatory procurement conference on March 3, 2021. One proposal was received in response to the RFP by the established deadline. The proposal from Ramsell Corporation met the minimum requirements and continued in the evaluation process.

The evaluation committee was comprised of four DBH staff members; Medical Director, Associate Medical Director, Fiscal Services Administrative Supervisor and Business Application Manager/Information Security Officer. The committee reviewed and evaluated the proposals based on the criteria referenced in the RFP, including but not limited to: demonstrated ability to serve the target population, experience providing required services, and agency financial components.

Based on the evaluation results, Ramsell Corporation was recommended for contract award as their proposal met all DBH requirements, indicating they possess the necessary experience to provide the comprehensive and appropriate services and will be able to provide services on the required contract start date.

The recommended contract with Ramsell will allow DBH to continue to provide prescription services to eligible County residents countywide through the Ramsell PBM program. DBH will monitor contractor performance on a regular basis to ensure performance and compliance standards are met.

REVIEW BY OTHERS

This item has been reviewed by Behavioral Health Contracts (Ellayna Hoatson, Contracts Supervisor, 388-0858) on May 27, 2021; County Counsel (Dawn Martin, Deputy County Counsel, 387-5455) on June 1, 2021; Finance (Christopher Lange, Administrative Analyst, 386-8393) on June 3, 2021; and County Finance and Administration (Tanya Bratton, Deputy Executive Officer, 388-0332) on June 3, 2021.

**Contract with Ramsell Corporation for Pharmacy Benefit Manager
Services
June 22, 2021**

Record of Action of the Board of Supervisors
County of San Bernardino

APPROVED (CONSENT CALENDAR)

Moved: Joe Baca, Jr. Seconded: Dawn Rowe
Ayes: Col. Paul Cook (Ret.), Janice Rutherford, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: June 22, 2021



cc: DBH - Phillips w/agree
Contractor - C/O DBH w/agree
File - w/agree
CCM 06/28/2021