

Joint Committee Meeting Minutes
Operations & Finance

Connect for Health Colorado Meeting Room
East Tower, Suite 1025
3773 Cherry Creek N Dr., Denver, CO 80209
April 28, 2015
11:00 AM – 1:00 PM

Board Members Present: Adela Flores-Brennan and Arnold Salazar.

Board Members Joining via Phone: Susan Birch, Davis Fansler, David Padrino (joined at 12:30 pm) and Nathan Wilkes.

Staff Present: Marcia Benshoof, Luke Clarke, Dave Coren, Gary Drews, Blaine Newby, Kevin Patterson, Alan Schmitz, Lisa Sevier, James Turner, John Wetherington and Adele Work.

I. Welcome and Introductions

- Arnold Salazar chaired the Joint Committee meeting and called the meeting to order at 11:00 am and welcomed those in attendance, both in-person and on the phone.

II. 2016 Strategic Update & Financial Plan

Gary Drews explained that the purpose of having joint Finance and Operations Committee meetings for the next 2 months is to affectively strategically plan and budget for 2016. This meeting is an update of where the Marketplace stands as well as get directional input from the Committees on critical goals and actions items.

A summary of the proposals for the Shared Eligibility System (SES) end-to-end review was discussed:

- Two vendors have been shortlisted
- The average cost is \$200,000
- The expected assessment completion time is 10 weeks
- HCPF has agreed to contribute \$25,000 to the total cost

Mr. Salazar determined the decision on the end-to-end review proposals will need to go back to the Board, due to the Procurement Policy which requires Board approval for any cost of \$150,000. Additionally the Joint Committees expressed concern that carrying out a review of the system at the same time that it is going through multiple changes may not be completely reflective or have the effect that the Board is looking for.

Connect for Health Colorado staff gave an overview on submitted vendor proposals for managing the service center. It was recommended that further discussion on the proposals be taken to an executive session during the next Board meeting.

Chief Strategy and Sales Officer, Marcia Benshoof, gave an update on plans to find a partner for the Small Employer Health Option Program (SHOP), a “white label” product that the marketplace can brand. A request for proposal (RFP) was sent to multiple members and the team is currently vetting partners who can meet the needed criteria:

- Have a successful system
- Have expertise in small group markets
- Have high credibility with employers and brokers

In order to fully own the customer experience Connect for Health Colorado needs to have a formalized function as a Medical Assistance (MA) site; Ms. Benshoof reviewed two options for an MA site with the Joint Committee:

- Option 1: Connect for Health Colorado becomes a statewide MA site
- Option 2: Connect for Health Colorado contracts with an MA site

Staff recommended, and the Joint Committees agreed, that pursuing the second option at this point in time would be the better choice, although there is some concern with planning and budgeting.

Mr. Drews referred the Joint Committees back to the 2016 Strategic and Financial Plan Update to discuss financial scenarios. It was determined that the current revenue rate is not adequate for the Marketplace’s future success. However, given the potential for increasing revenue and reducing costs, Connect for Health Colorado is on a path toward sustainability.

III. Public Comment

There was no public comment.

Meeting adjourned at 6:40 pm

Respectfully submitted,

Arnold Salazar
Finance Committee Chair