



February 25, 2026

**Addendum #1
RP003-26
Provision of an In-Network Only Program on an Annual Contract**

***** Effective March 2, 2026, the Purchasing Division will relocate back to our permanent location. All proposals received after this date must be received at Gwinnett County Financial Services - Purchasing Division – 2nd Floor, 75 Langley Drive, Lawrenceville, Georgia 30046. As a reminder, proposals are due by 2:50 P.M. local time on March 5, 2026. ALL PROPOSALS MUST BE SUBMITTED AT THIS LOCATION. Any proposal received after this date and time will not be accepted.*****

Questions & Answers:

- Q1. Is an intent to bid form required to be completed?
A1. **No, the submitted proposal is all that is required if a service provider intends to bid on this solicitation.**
- Q2. Are bid bonds required?
A2. **No.**
- Q3. What type of integration is needed with WEX? Frequency of files and type?
A3. **Currently there is a debit card substantiation file being sent daily. This file is in XML format and consists of a broader carrier-wide file in which Gwinnett data is included. There will also soon be a weekly COBRA file feed that will trigger COBRA eligibility for WEX to administer on behalf of Gwinnett. This will be an 834 file that uses ASC X12 formatting.**
- Q4. What type of integration is needed with Sharecare? Frequency of files and type?
A4. **There are currently two files sent weekly to Sharecare. One is a file which reports when employees and spouses have had visits such as annual exams, preventive screenings, and/or visits within the Wellness Center. These are rewardable events for purposes of the wellness program. The second file is a lab value file (blood pressure, weight, height, cholesterol, etc.) that Sharecare uses for biometric screening completion reporting.**
- Q5. Does Gwinnett cover GLP-1s for weight loss?
A5. **Yes, there is an obesity rider which does allow for GLP-1 prescribing.**
- Q6. What programs are in place currently to combat the primary cost drivers of obesity, diabetes, musculoskeletal, high blood pressure? Are these programs currently virtual or in person?
A6. **Specific to the population currently enrolled in the applicable plans, members have access to the standard offerings available through Kaiser, which include both in person and virtual capabilities. This includes Kaiser's standard modalities of primary care as well as point solutions like Omada. The Gwinnett County Wellness Center serves as a true Primary Care facility and will perform targeted condition-specific outreach from time to time in order to increase engagement in chronic condition management.**

Q7. Are the individuals that are employed at the Wellness Center Kaiser employees or does Kaiser fund the salary of these individuals? What is the overall cost for these 3 full-time employees (FTE)? Additionally, if Gwinnett were to move carriers, would the 3 FTEs that are staffed for the Kaiser population be able to remain?

A7. The individuals employed at the Wellness Center are all Kaiser employees. The total cost of the 3 FTEs is \$586,202.00. In the event of a carrier change, a new carrier would be responsible for its own recruitment of staff.

Q8. Currently, does the Wellness Clinic submit any data to Kaiser to have a holistic view of the member?

A8. The Kaiser side of the Wellness Center operates as a primary care facility within the Kaiser model. Members can select the clinic as their home primary care provider (PCP), so member care is managed holistically.

Q9. How does A-S Medication Solutions LLC (ASM) partner with Kaiser today? Are they considered an in-network pharmacy for Kaiser?

A9. Yes, for members using the Wellness Center as their Primary Care Provider office, the dispensary (administered by ASM) is considered in-network.

Q10. What is the current utilization of the Wellness Center? How many Kaiser enrollees do they see a month?

A10. See below chart for 2025 and January 2026 visits.

	2025	2026
January	267	235
February	215	
March	191	
April	168	
May	188	
June	184	
July	243	
August	361	
September	179	
October	179	
November	105	
December	143	

Q11. Can utilization by Kaiser Facility location be provided? Or 12-months of utilization data with provider listing?

A11. This level of detailed utilization is not available.

Q12. Are employees offered both the Kaiser and Aetna plans? What is the historical migration of Kaiser employees to the Aetna Plans and vice versa?

A12. Yes, employees are offered both the Kaiser and Aetna plans. Historical migration data is not available. The enrollment split over the past ten years has ranged from 50/50 to 60 (Aetna)/40 (Kaiser).

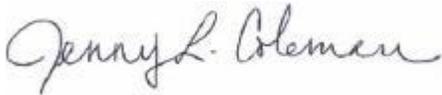
Q13. Is Gwinnett considering a self-funded arrangement for this group or is fully Insured only being requested?

A13. Gwinnett will consider both self-funded and fully insured options.

- Q14. What is the likelihood that Gwinnett would administer two administrative services only medical plans and banking arrangements for two different medical carriers? Especially if the underlying unit costs for the in-network only plan quoted for 1/1/27 are most comparable from a unit cost perspective to the Aetna plan?
- A14. Proposals will first be scored on technical capabilities. Cost will be scored next and will be evaluated comparatively.**
- Q15. What is the unit cost differential that Gwinnett currently has today between the Kaiser HMO and the Aetna plans (ex: 20%) and is there a threshold that would not be considered as viable for the in-network only 1/1/27 bid? (ex:5%)
- A15. There is not a threshold target. The unit cost differential is not known but it is estimated that it is currently less than 10%.**
- Q16. Would the Gwinnett be interested in a narrow more cost-effective network that aligns in the market with a Kaiser replacement offering, if Northside was not a participating provider in this network?
- A16. Gwinnett is interested in receiving proposals where members have adequate access to care using the standards included in the RFP questionnaire. Scoring will not be based on specific providers/facilities.**
- Q17. On the Questionnaire - Performance Benchmarks Questions 112 and 114, both questions ask for service stats for 2025. Did Gwinnett intend to request service stats for 2025 and 2024?
- A17. The intent is to obtain the most current data available.**

Acknowledge receipt of this addendum on Page 13 of the proposal document.

Sincerely,



Jenny Coleman
Purchasing Associate II