The Mayor’s Office of Labor Relations (“OLR”) on behalf of the Labor Management Health Insurance Policy Committee for the City of New York’s Health Benefits Program (HBP) intends to enter into negotiations with one or more vendors to provide a Second Opinion Program for Oncology which reviews patients’ records to determine the appropriateness of the diagnosis and treatment plans and help guide patients to the best options for their care. The Second Opinion Program for Oncology will be made available to approximately 750,000 active employees and under 65 retirees and their dependents that participate in the New York City GHI-CBP/Empire Blue Cross Blue Shield Plan.

The intent is to support the Committee’s goal to generate healthcare cost savings by effectively managing appropriate access to high quality care with best practices and improved care coordination. A similar program is not currently available as a benefit to New York City employees and the short term contract awarded as a result of the demonstration procurement is designed to test and evaluate the feasibility of generating savings and improving care by offering these services.

The selected vendor will be responsible for the development and implementation of the Second Opinion Program for Oncology. The vendor shall have the following qualifications and provide the following services: (1) ability to offer independent-unbiased evidence based second opinion services, on a voluntary basis, to CBP members with cancer diagnoses; (2) on-staff medical professionals to provide confidential support to the City’s diverse workforce; and (3) the ability to provide clinical integration with the current CBP Case Management Program provider. In addition, vendor will be responsible for providing print materials and written communications to introduce and support the program.

The vendor selected for this contract should offer a combination of (1) national reputation for providing the highest level of second opinion services (2) significant experience providing second opinion services for health plan sponsors of similar size and scope to the City of New York, (3) extensive experience providing second opinion services for all forms of oncology, (4) robust member engagement program, leveraging all the available channels for member communications including mail, dedicated 800 number, mobile application and web portal, (5) a performance guarantee with a significant percentage of contract cost at risk due to savings from averted medical costs achieved by the Program.

A contract will be awarded by the Demonstration Project source selection method, pursuant to City of New York Policy Board Rules (PPB Rules) §§ 3-11. It is anticipated that the contract awarded through the demonstration project will be for a one year term beginning on or about January 1, 2018 and ending on or about December 31, 2018 with two (2) one-year options to renew. The Second Opinion Program for Oncology is funded through the Health Benefits Stabilization Fund, which is jointly controlled by the Municipal Labor Committee and the City of New York. The total contract amount, including renewals, shall be approximately $5.7 million.

OLR intends to enter into negotiations with Best Doctors, Inc. with a place of business located at 60 State St., Suite 600, Boston, MA 02110 as the vendor to provide the program. Any other vendor that can meet all of the above requirements and is interested in providing these services, is invited to submit an expression of interest by e-mail to Georgette Gestely, Director, Employee Benefits Program, at ggestely@olr.nyc.gov by September 7, 2017 at 10:00 am EST. E-mails must include the following information: the point of contact’s name, their organization’s name, telephone number, e-mail address and a summary of their services and experience that demonstrates the vendor can meet all of the above requirements.

The ACCO has justified the use of the demonstration project source selection method by determining that it is neither practical nor advantageous to award the proposed contract by competitive sealed bidding or competitive sealed proposals, and that this source selection is in the City’s best interest.