

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 19-147-RFP
AMENDMENT NUMBER 2**

This Amendment Number 2 is made on the date of execution by the County and amends Agreement Number 19-147-RF (“Main Agreement”) dated April 29, 2020 between Helmsman Management Services, LLC (“Contractor”) and the County Board of Arlington County, Virginia (“County”).

The County and the Contractor agree to amend the Main Agreement as follows:

- 1. REVISE EXHIBIT B: CONTRACT PRICING, TO READ AS FOLLOW: (ATTACHED).**
- 2. PURSUANT TO PROVISION 4: CONTRACT TERM, THIS AGREEMENT IS HEREBY RENEWED FROM MAY 1, 2022 TO APRIL 30, 2023.**

All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

HELMSMAN MANAGEMENT SERVICES, LLC

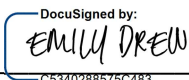
AUTHORIZED SIGNATURE: 
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 Meloni Hurley

NAME: _____
 Assistant Purchasing Agent

TITLE: _____

DATE: 5/2/2022

AUTHORIZED SIGNATURE: 
C5340288575C483...

 Emily Drew

NAME: _____
 Vice President

TITLE: _____

DATE: 4/29/2022

Exhibit B
Contract Pricing
Unless otherwise stated, services listed cannot be unbundled

Description	Expiring 2021 Pricing	2022 Pricing
Annual Administration Fee (what's included) includes Account management, 15 RMIS ID's with support.	\$45,000	\$48,825
Implementation Fee	Included	N/A
Account Manager and Account Management staff	Included	Included
Communication materials/posters	Included	Included
Risk Control Services	160 hrs. included annually per contract	160 hrs. Included annually per contract term

Risk Management Information System (RMIS) and Technical Support

Description	Expiring 2021 Pricing	2022 Pricing
Annual RMIS Fee	Included in Admin Fee	Included in Admin Fee
RMIS User ID Cost	Included in Admin Fee	Included in Admin Fee
Prior TPA's TPA/Carrier Data Conversion	\$4495 Total all lines of business	N/A
Prior TPA's TPA/Carrier Data Conversion Updates	\$495	\$537
County Human Resources Feed	Waived/No Charge	Waived/No Charge
Electronic Data Transmission/ Extracts (based on frequency, if applicable) Monthly/Weekly/Daily	\$3,600/\$7,800/\$18,950	\$3,917/\$8,463/\$20,561
Training – onsite and online	Included in Admin Fee	Included in Admin Fee
Technical support	Included in Admin Fee	Included in Admin Fee
State EDI files	Included in Claim Fee	Included in Claim Fee
Monthly reporting	Included in Claim Fee	Included in Claim Fee
Ad hoc report programming	\$125/hr. as needed upon client request	\$136/Hour
Monthly Carrier Data Extracts	Included in Admin Fee	Included in Admin Fee

Annual Banking Fees (per account)	Included in Admin Fee	Included in Admin Fee
Carrier TPA Oversight Fees: Tail Claims/New claims	Not applicable for Virginia	Not applicable for Virginia
OSHA reporting access/services	\$4,200 total for unlimited users	\$4,557 total for unlimited users

Risk Management Information Services (RISKTRAC®) - Optional Services

Additional Director/Full Access ID's (in excess of 10 quoted above)	N/A	\$1,070 per ID
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Intake Services

Description	Expiring 2021 Pricing	2022 Pricing
Claim Intake internet, telephonic, fax, email	EDI/online reporting: \$0 Telephonic/Email: \$0	EDI/online reporting: \$0 Telephonic/Email: \$0
Incident Only/record only Reporting	\$45 per claim	\$49 per claim
24/7 Nurse Triage	Varies by vendor selected. Ranges between \$75.55 and \$85.00 per claim up to 4 calls with injured employee	Varies by vendor selected. Fee is pass through with no profit based on contract
Self-Insurance Reporting	Included in Admin Fee	Included in Admin Fee

Allocated Expense Fees

Description	Expiring 2021 Pricing	2022 Pricing
Subrogation	15% of recovery for Second Injury Fund or Third Party claims only. Does not apply to medical provider recovery	16% of recovery for Second Injury Fund or Third Party claims only. Does not apply to medical provider recovery
Indexing	Waived	Waived
Hardcopy File Storage	Monthly Storage Fee is included in Admin Fee if storage is within Iron Mountain. If there is a fee	Monthly Storage Fee is included in Admin Fee if storage is within Iron Mountain. If there is a fee to

	to transfer hard files to another storage company, shipping charges will be pass through cost back to client	transfer hard files to another storage company, shipping charges will be pass through cost back to client
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Medical Management Services

Description	Expiring 2021 Pricing	2022 Pricing
Fee Schedule and Usual & Customary	\$8.50 per bill	\$9.22 per bill
Professional Review	26% of savings capped at 10K per bill	28% of savings capped at 10k per bill
PPO/CA MPN/TX HCN/Pharmacy/DME Networks*	26% of savings	28% of savings
DME Network	26% of savings, if use of DME company outside of Helmsman network	28% of savings, if use of DME company outside of Helmsman network
Pharmacy Bills	\$8.50 per bill	\$9.22per bill
State EDI	Included in Admin Fee	Included in Admin Fee
Implant Review	Fee is pass through with no profit based on contract vendor of Helmsman. If outside of Helmsman network, 26% of saving would apply on bill reductions	Fee is pass through with no profit based on contract vendor of Helmsman. If outside of Helmsman network, 28% of saving would apply on bill reductions
Fee Negotiations	26% of savings	28%of savings
Duplicate Bill Processing	Included in Claims Fees	Included in Claims Fees
Description	Expiring 2021 Pricing	2022 Pricing
Initial 1099 Provider Notification Letter	Included in per claim rates	
Telephonic Case Management	\$110 per hour, billable at 10 minute increments per usage	\$119 per hour, billable at 10 minute increments per usage
Field Case Management	\$110 per hour, billable at 10 minute increments per usage. This service may be	\$119 per hour, billable at 10 minute increments per usage. This service may be

	unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates
Return to Work Coordinator	\$110 per hour	\$119 per hour
Vocational Rehabilitation	Rate charged as incurred. Service offered by Helmsman at \$300/per hour billable at 30 minute increments. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	Rate charged per service incurred. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Utilization Review Pre-cert	\$140 per review	\$152 per review
Utilization review – drug strategies	\$25 per denied prescription	\$27 per denied prescription
Utilization Review – URAC appeal/non-clinical/Consult	\$100 per review	\$109 per review
Catastrophic Case Management Unit	\$125 per hour plus expenses (not included previously)	\$136 per hour plus expenses
Physician/ Medical Director Case Management	\$395 per Hour, billable at 30 minute increments	\$429 per hour, billable at 30 minute increments
Peer Review / Physician Advisor	Pass through vendor charge, Market rates with no profit load	Pass through vendor charge, Market rates with no profit load
Nurse case management (fee schedule per task assignments)	Noted above in Nurse fees	Noted above in Nurse fees
Medication Review i.e. contraindications, etc.	Included	Included

***PPO Savings are measured by the difference between (a) the fee-schedule or usual & customary allowances and (b) the lower, discounted charges negotiated with participating providers.**

Specialty Network Services (designate ability to unbundle and depict current utilized providers)

Description	Expiring 2021 Pricing	2022 Pricing
Durable Medical Equipment	\$8.50 per bill & 26% of prof. savings if out of Helmsman contracted network rates. If in Helmsman network, only \$8.50 per bill applies	\$9.23 per bill & 28% of prof. savings if out of Helmsman contracted network rates. If in Helmsman network, only \$9.23 per bill applies
Transportation	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Translation	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Specialty Investigative Unit (SIU)	\$95/hr. + mileage	\$103/hr. + mileage
Physical Therapy	\$8.50 per bill & 26% of prof. savings if out of Helmsman network. If in network, only \$8.50 per bill charge applies. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	\$9.23 per bill & 28% of prof. savings if out of Helmsman network. If in network, only \$9.23 per bill charge applies. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Occupational Therapy	\$8.50 per bill & 26% of prof. savings if out of Helmsman network. If in network, only \$8.50 per bill charge applies. This	\$9.23 per bill & 27.8% of prof. savings if out of Helmsman network. If in network, only \$9.23 per bill charge applies. This service

	service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates
Radiological: MRI/CT Scan etc.	\$8.50 per bill & 26%* of prof. savings if out of Helmsman network. If in network, only \$8.50 per bill charge applies. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	\$9.23 per bill & 28% of prof. savings if out of Helmsman network. If in network, only \$9.23 per bill charge applies. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates
Onsite Adjusting	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Auto Damage Appraisals	Included in Claim fee	Included in Claim fee
Property Appraisals	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Accident Reconstruction	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.

Medicare Agent Reporting and Services

Description	Expiring 2021 Pricing	2022 Pricing
Set up and engagement	Included	Included
Monthly Maintenance	Included	Included
Quarterly Reporting	Included	Included
Medicare Set Asides: initial evaluation, revision, medical allocation	\$1500 for initial review. \$500 for Revision within Helmsman MSA network. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	\$1627 for initial review. \$580 for Revision within Helmsman MSA network. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.
Medicare Future Medical Allocation i.e. life care plan	\$900 per review if in Helmsman network. Vendor rates apply if outside of Helmsman network. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates.	\$977 per review if in Helmsman network. Vendor rates apply if outside of Helmsman network. This service may be unbundled with any costs passed through to the County with no profit load based on Helmsman contracted rates
Medicare Eligibility Verification	\$125 per review	\$136 per review

Per Claim Fees for New Claims

Claim Type	Life of Contract Fee Per Claim	
Workers Compensation		
Record Only	\$45	\$49

Medical Only	\$157	\$170
Indemnity – Managed Medical	\$846	\$918
Indemnity – Employers Liability or Federal Act	\$846	\$918

Auto/General Liability		
Record Only	\$45	\$49
Fast Track	\$295	\$320
Physical Damage	\$295	\$320
Property Damage	\$468	\$508
Bodily Injury	\$761	\$825
Complex	\$761	\$825

Per Claim Fees for Open (Takeover) Claims

Claim Type	Life of Contract	
	Fee Per Claim	
Workers Compensation		
Medical Only	\$150	N/A
Indemnity – Managed Medical	\$395	N/A
Indemnity – Employers Liability or Federal Act	\$395	N/A

Auto/General Liability		
Fast Track	\$200	N/A
Physical Damage	\$200	N/A
Property Damage	\$295	N/A
Bodily Injury	\$295	N/A
Complex	\$295	N/A
Property Claims	\$468	N/A

Other Fees		
Claims Payment Account	\$350,000	\$350,000

Definitions

For the purposes of this Agreement, the following definitions shall apply:
<p>Allocated Loss Adjustment Expenses (ALAE): All expenses or fees allocable to a specific claim including but not limited to, legal expenses or attorneys' fees, court costs or fees, and expenses and fees for litigation management, electronic legal billing, service of process, depositions or examinations under oath, interest, copies of any public records, transcription services, appraisals, subrogation, private investigation, surveillance (excluding Helmsman SIU on A/L claims), professional photography, expert witness analysis or testimony, accident reconstruction, engineering analysis and field investigation, hospital or other medical reports, medical examinations, medical or hospital bill review, PPO networks, Utilization Review, and Catastrophic Case Management (Florida only). The definition of "allocated loss adjustment expense" shall be amended when, and to the extent, necessary to bring the definition into compliance with applicable law.</p>
<p>Automobile/General Liability Fast Track Claim: A third party claim for damage covered by the Property Damage or Bodily Injury coverage grant of an Automobile, Garage or General Liability policy that has total paid loss and expense less than \$1,000 and is open for fewer than 30 days from the date of claim registration.</p>
<p>Automobile/General Liability Property Damage Claim: A third party claim that does not meet the Fast Track claim criteria for damage, which is covered by the Property Damage coverage grant of an Automobile, Garage or General Liability policy. Each claimant will have a separate file and corresponding Claims Service Fee.</p>
<p>Automobile/General Liability Bodily Injury Claim: A third party claim that does not meet the Fast Track claim criteria for bodily injury which is covered by the Bodily Injury coverage grant of an Automobile, Garage or General Liability policy, or any claim for damages under Underinsured or Uninsured Motorist or Personal Injury Protection coverage. Each claimant will have a separate file and corresponding Claims Service Fee. If a third party liability claim involves both property damage and bodily injury, a separate claim handling charge is incurred for both coverage grants for the purposes of Claim Service Fees.</p>
<p>Automobile/General Liability Complex Claim: Pollution claims, specialty claims, and any third party claim that involves contractual liability, liquor liability, discrimination, "high severity" of injury, "significant property damage" or complex coverage issues, and any claim that is open longer than two years. Our internal guidance generally defines "high severity" and "significant" based on a potential exposure above \$150,000.</p>
<p>Workers Compensation Medical Only Claim: Any claim, which is not a Managed Medical claim and meets the following criteria:</p> <ol style="list-style-type: none"> 1. Medical paid >\$0 but < \$3,000 or Expense paid is >\$0 2. Days open from date of registration < 180 days

A claim where no Indemnity benefits are incurred or paid

Workers Compensation Managed Medical Claim: Any claim which meets the following criteria:

1. Medical paid >\$0 but < \$3,000 or Expense paid is >\$0
2. Days open from date of registration < 180 days
3. A claim where no Indemnity benefits are incurred or paid

Full investigation required and completed on a "Workers Compensation Medical Only Claim".

Workers Compensation Indemnity Claim: Any claim which meets the following criteria:

1. Medical paid > or = \$3,000
2. Days open from date of registration > or = 180 days
3. A claim where Indemnity benefits are incurred or paid
4. A claim where the employer provides salary continuation during the disability period, active or prior litigation, or is controverted.

Workers Compensation Indemnity Claim - Federal Act Claim: Any claim where indemnity benefits are alleged or paid under a federal workers compensation act (e.g. USL&H). This includes Maritime and Jones Act claims.

Workers Compensation Indemnity Claim - Employers Liability Claim: Any claim where benefits are alleged or paid under the Coverage B portion of the WC policy.

Record Only Claim: Any claim reported to Helmsman that requires no payment or activity other than generating a record within our claims management system.