

Exhibit “A”



MERITAINSM
HEALTH

An Aetna Company

Welcome to Meritain Health

Proposal for

Township of West Orange

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A Proposal for:

Township of West Orange

Table of contents

- Executive summary
- Proposed costs
 - Fees
 - Conditions

Meritain Health Executive Summary

Thank you for allowing Meritain Health to present our proposal for employee healthcare benefits. Your client can benefit from the full advantage of our quality, affordable healthcare solutions. Here's how we do it.

We understand clients' needs include the benefits employees need

In today's healthcare marketplace, your clients face many challenges. Meritain Health works with you to address the following:

- **Employee health and productivity.** Every employee population has unique needs. These needs can best be met through a healthcare benefits partner that advocates for employees' best health and well-being.
- **The cost of employee benefits.** Employee healthcare costs are rising much faster than the rest of the economy. Your clients need affordable benefits plans for short- and long-term savings.
- **Achieving peace of mind.** Partnership with a strong, stable benefits administrator provides the advantages of caring and dependable customer support, and effective benefits management.

Get the help you need to address clients' challenges

At Meritain Health, an independent subsidiary of Aetna, we are Advocates for Healthier Living. A Meritain Health employee benefits plan consists of quality, affordable healthcare that is easy for employees to access and use. This, plus our self-funded expertise and advice, supports employees in healthy, productive lives.

Our mission

Through our partnership, Meritain Health will work hand-in-hand with you for customized healthcare solutions. Your clients' benefit plans help create healthier members, reduced healthcare spending and bottom-line impact. The features Meritain Health offer make us one of the most unique, competitive healthcare benefits solutions in the marketplace:

- Our financial stability as an Aetna company is coupled with a 30-plus year track record of operational excellence.
- We offer our clients and members access to the Aetna Open Choice[®] and Choice[®] Point of Service (POS) II networks, as well as 270 other top provider networks.
- Our cost management strategies feature out-of-network and high-dollar negotiations, and have saved our clients millions.
- We draw upon our aggregated suite of services to build best-fit benefit solutions that include our internal wellness, medical management and pharmacy services, as well as Health Savings Account (HSA), Health Reimbursement Arrangement (HRA) and Flexible Spending Account (FSA) administration.
- All plans include our high-touch support: consultative client services, dedicated implementation specialists, multi-tier support teams and nationwide service centers.
- Through our innovative technology platform, we deliver industry-leading performance standards and full control of plan changes.

We are your Advocates for Healthier Living. By listening and understanding our clients' needs, we offer flexible, cost-effective and easy-to-use healthcare solutions. We are dedicated to providing compassionate support and guidance to help our members be active participants in their healthcare.

We look forward to a successful partnership.

Medical Administrative Fee Options

Township of West Orange

**Quoted
Employees**
592

Effective Date:
Network:
Plan Design:
TPA:

4/1/2019
Aetna Choice POS II
Proposed Benefits
Meritain Health

	Projected Subscribers	Reinvested Rebates ¹
Medical Administration Fee	592	\$70.50
Network Access Fee	592	Included
Utilization Management (Assuming Model Precert List)	592	Included
Case Management	592	Included
COBRA (+2% of Collected Premiums)	592	Included
Reinsurance Administration Fee	592	Included
ATLAS - Arrow Reporting	592	Included
SBC Preparation (See Conditions for Printing Options)	592	Included
NYHCRA/HCRA Surcharge Reporting	592	Included
Maternity Management	592	Included
Disease Management	592	Included
24/7 Nurseline	592	Included
Teladoc	592	Included
Fiduciary	592	Included
Set Up Fee	592	Waived
Broker Fees	592	Included
Total Administration Fees:		\$70.50
Utilization of Scrip World PBM Program		Included
PBM Coordination Fee		Included
Integrated OOP Deductible		Included
Total Administration Fees after SW Credits		\$70.50
Total Administration Fees (Annual):		\$500,832.00

1. Assumes Reinvested Rebates with Scrip World for the 20 Library Employees. The other employees will have a carve-out Rx arrangement.

The above Meritain Health administration rates are guaranteed for three years and require a three year agreement. Early termination fees may apply.

Optional Services

Township of West Orange

	Per EE	Per Participant	Set-Up Fee
Healthcare Bluebook Standard Program ("Go Green")	\$2.05	N/A	N/A
Healthcare Bluebook - SmartSelect	\$3.45	N/A	N/A
Dental Administration Fee (Including Aetna Dental Network)	\$2.95	N/A	N/A
Vision Administration Fee	\$0.85	N/A	N/A
COBRA Administration for Outside Lines of Coverage	\$0.75	N/A	N/A
COBRA Actuarial Report	N/A	N/A	\$1,500.00
Maternity Management	\$0.80	N/A	N/A
Demand Management - 24x7 Nurse Line	\$0.45	N/A	N/A
Pre-Admission and Post-Discharge Counseling	\$0.50	N/A	N/A
Teladoc (Plus \$40 per Consultation, Required for HDHP Plans)	\$1.55	N/A	N/A
Teladoc State Restrictions: Idaho - Video Only, Georgia - 3 day Rx limitation.			
FSA Including Restricted Debit Card & AutoRollover (\$75 Monthly Minimum)	N/A	\$5.40	\$525.00
Additional Banking Fees may apply			
Meritain Health HSA Fee - Including Debit Card, Plus one of the following:	N/A	\$1.10	\$15/Part.
- Option 1 - Employer Paid	N/A	\$2.55	See Above
- Option 2 - Employee Paid from Account (Applies to Balances Under \$1,000)	N/A	\$3.90	See Above
HSA Member Welcome Kits	N/A	Included	N/A

Additional Banking Fees may apply

Pharmacy

Meritain Health Pharmacy Management benefit administration integrated with Meritain Health medical benefit

Township of West Orange
4/1/2019

	<u>Reinvested Rebates</u>
Pharmacy Benefits	
Retail	
Brand Discount	17.50%
Net effective generic discount	79.00%
Retail dispensing fee	\$1.20
Mail	
Brand Discount plus dispensing Fee	18.00%
Net effective generic discount, plus dispensing Fee	80.00%
Specialty	
Specialty Discount	13.50%
Specialty dispensing Fee	\$1.20
Rebates	
Retail Brand	\$0.00
Mail Brand	\$0.00
Specialty Brand	\$0.00

Formulary: Rates are based on an open formulary and our broad national network. Additional formulary and network offerings and corresponding rates are available upon request.

All Meritain Health Pharmacy Management offerings include the benefit of rebates and are delivered in various ways. Our recommended model is the Reinvested Model, which offers the greatest benefit for our clients and their members, including

- (1) lowering net cost at time of purchase with reduced costs on all drugs, not just on rebate eligible drugs.
- (2) reducing the incentive toward higher cost brand drugs caused by rebates.
- (3) eliminating the volatility associated with which drugs are rebate eligible.
- (4) immediate realization of value without pay-out lag that is typical with rebates.

We offer a traditional rebate model, wherein the rebates are paid out to the plan sponsor. While the traditional rebate model can yield significant savings when rebate eligible drugs are utilized, lower cost alternatives may exist that offer lower net cost to plan.

For groups focused on low fixed costs, we offer a model with the benefit of rebates in the form of an admin credit.

Generic discount and dispensing fee guarantees cover Multi-Source products only. The brand discount and dispensing fee guarantees apply to non-Multi-Source products.

High Deductible Health Plans (HDHP) are subject to a fee of \$2.00 per script.

Conditions of Quotation

Township of West Orange

Effective Date: 4/1/2019

Standard initial set-up service includes the following:

- Standard ID Card production and delivery to employee homes
- Customized ID Cards—one custom logo included at no additional charge
- PD, SPD, Amendment and Employee Communication materials prepared and delivered to the group electronically in PDF format
- Implementation of up to five plan designs
- One initial enrollment assistance meeting at your main location (we will also participate in one annual open enrollment meeting at your main location)

Additional charges for customized set-up options are as follows:

- SPD, Healthy Balance Kits, Enrollment kits, Amendments and Employee Communication Material printing at cost
- SPDs mailed to employees homes at cost, determined on a case-by-case basis
- Additional enrollment meetings are provided at travel cost
- Summary of Benefits and Coverage (SBC). The SBC must be presented with all enrollment materials effective on or after September 23, 2012.

Print SBC:

- \$1.65 for each color copy (min. order of 25)
- \$0.65 for each black and white copy (min. order of 25)
- Additional cost per address if being mailed directly to employee homes. Cost determined on a case-by-case basis.

Print Healthy Balance Kits:

- With SBC included: \$3.65 each or \$4.65 each if FSA benefits are included (min. order of 25)
- Without SBC: \$3.00 each for \$4.00 each if FSA benefits are included (min. order of 25)
- Additional \$3.95 per kit if being mailed directly to employee homes

This presentation constitutes an entire package. Any deviation, including not purchasing any quoted line of coverage, may change the proposal and result in increased rates.

Any outside vendor not listed in this proposal, including outside Rx vendors, requires prior approval and may result in additional fees.

All rates are based upon the above effective date and the data submitted.

We have made every effort to supply you with an accurate and comprehensive proposal, however, we will not be bound by any typographical errors or omissions contained herein.

Prescription Drug Card through Meritain Health Pharmacy Management is an integral part of the program and requires inclusion.

Quote assumes use of model precertification list. This list includes the precertification of certain injectables and infusions.

Management of injectables and infusions (when on precertification list) is provided through the High Cost Drug Management program at an hourly rate.

Out-of-network discount and subrogation services are included on a contingent fee basis. This is based on the program's percentage fee of savings resulting from the discount or recovery program as part of our administration pricing illustrated. Administrative pricing is subject to change if client opts out of Meritain Health's out-of-network discount and subrogation services (this also applies if an out-of-network benefit does not exist in the plan design benefits, i.e. EPO plans).

Network access and integration fees are included. Additional fees may be billed on a pass through basis for Network Directories. Network run-out fees may apply depending on the network selected.

All quoted lines of coverage (except Optional Life, if quoted) require a minimum 75% participation level of eligible employees.

Access to the Aetna Choice POS II network requires the purchase of medical claims administration and one of the following services: UM/CM through AHH, Meritain Health Pharmacy Management or stop loss coverage through Aetna.