

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

AMENDMENT FOR CHANGE
AMENDMENT NO. 4

TO: LIMITED DISTRIBUTION - OHIO DEPARTMENT OF HEALTH
FROM: ROBERT BLAIR, DIRECTOR, DEPARTMENT OF ADMINISTRATIVE SERVICES
SUBJECT: COMPETITIVE SEALED PROPOSAL - CONSULTANT TO ENGAGE HEALTH PLANS IN REIMBURSEMENT FOR TOBACCO CESSATION SERVICES

Attached are pages 1, 3, 4 and 5 to this contract. Remove these pages from the existing contract and replace with the attached pages on the effective and/or revision date.

As a result of mutual agreement between the state of Ohio and the contractor, this amendment is issued to renew the subject contract an additional 12 months, effective 7/1/12 through 6/30/13.

This Amendment includes an increase of funds for FY2012 of \$1,361.00.

All other prices, terms and conditions remain unchanged.

Ross Leider, CPPB
ross.leider@das.state.oh.us

This Amendment, the Contract and any additional Amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

Affected Contractor(s):

184549
Segue Consulting
665 S. Newport Street
Denver, CO 80224
brockbank@segueconsulting.com

*Extend Contract through June 30,
2013



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MANDATORY USE CONTRACT FOR: CONSULTANT TO ENGAGE HEALTH PLANS IN REIMBURSEMENT FOR TOBACCO CESSATION SERVICES

CONTRACT NUMBER: CSP901411

EFFECTIVE DATES: 9/01/10 TO 6/30/11

* Renewal through 6/30/13

The Department of Administrative Services has accepted Proposals submitted in response to Request for Proposal (RFP) No. CSP901411 that opened on June 9, 2010. The evaluation of the Proposal responses has been completed. The Offeror listed herein has been determined to be the highest ranking Offeror and has been awarded a Contract for the services listed. The respective Proposal response including, Contract Terms & Conditions, any Proposal amendment, special Contract Terms & Conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Services Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated, or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to the Ohio Department of Health as applicable.

The agency is eligible to make purchases of the contracted services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that department will purchase the volume of services as advertised in the Request for Proposal.

Questions regarding this and/or the Services Contract may be directed to:

Ross Leider, CPPB
ross.leider@das.state.oh.us

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

*Denotes change to the expiration date.

Company: Segue Consulting

UNSPSC CATEGORY CODE: 80100000

OAKS ITEM: 18115

| Description | Cost | | |
|--|---------------------|----------------------|---------------------|
| | FY2011 | FY2012 | *FY2013 |
| 1. Implementation plan (work plan/timeline) with specific outcomes and time lines -Initial plan for contract period, revised as necessary on an on-going basis with ODH approval. (Update plan to reflect new work and extended timeframe). | \$30,000.00 | \$ 5,000.00 | \$ 5,000.00 |
| 2. Data Analysis including a report and presentation on findings- Includes developing background to support the work of the Cessation Benefits Team, work analyzing the 2009 eValue8 data, establishing a baseline with the 2008 and 2007 data, analysis of the HEDIS and CAHSP data, and Return on Investment calculators to illustrate affordability and short term payoff of tobacco cessation and how to use these tools to communicate this to employers, health plans, and agents/brokers. Creation and provision of resources such as health plan and employer fact sheets, talking points for community partners, presentations, employer ROI guides, etc. for outreach and marketing to Ohio health plans and insurers. Develop fact sheets for legislators. Update fact sheets as necessary. | \$40,000.00 | *\$ 10,500.00 | \$ 10,000.00 |
| 3. Report and log of outreach efforts –Offeror should plan to meet with the following types of stakeholders (meetings will be in Columbus, OH or by teleconferencing): a. Three meeting with employer organizations. (Add additional meetings as necessary). b. Three meetings with employers. (Add additional meetings as necessary). c. Three meetings with brokers and agents or their organizations (e.g. Ohio Association of Health Plans). (Add additional meetings as necessary). d. Three other organizations to be determined. (Add additional organizations as necessary). Because of the expense in face-to-face meetings, Offeror should utilize web cast or conference calls where possible. The Offeror will provide meeting facilitation – meeting agendas, handouts, meeting notes, and roster of members (maintained) throughout the life of the project. | \$37,000.00 | *\$ 30,861.00 | \$ 30,000.00 |
| 4. Final report | \$25,000.00 | \$ 25,000.00 | \$ 25,000.00 |
| 5. Develop strategic plan following statewide summit. | | \$ 15,000.00 | \$ 15,000.00 |
| 6. Provide analysis of Federal Health care reform bill as it impacts tobacco cessation. | \$ 5,000.00 | \$ 11,000.00 | \$ 11,000.00 |
| TOTAL NOT TO EXCEED: | \$137,000.00 | *\$ 97,361.00 | \$ 96,000.00 |

*Increase of funds for items 2 and 3 for FY2012 and add FY2013.

CONTRACTOR INDEX

CONTRACTOR AND TERMS:

*CONTRACT NO.: CSP901411-1 (06/30/13)

184549
Segue Consulting
665 S. Newport Street
Denver, CO 80224

TERMS: Net 30 Days

Remit To Address:
Segue Consulting
665 S. Newport Street
Denver, CO 80224

CONTRACTOR'S CONTACT: Ms. Claire Brockbank

Telephone: (303)316-2655
Fax: (360)365-7441
E-Mail: brockbank@segueconsulting.com

*Change the expiration to June 30, 2013.

SUMMARY OF ADMENDMENTS

| Amendment Number | Revision Date | Description |
|-------------------------|----------------------|--|
| *4 | 1/31/12 | Contract renewal for the period of July 1, 2012 through June 30, 2013 and add additional funds for FY2012 in the amount of \$1,361.00. |
| 3 | 6/27/11 | Contract renewal for the period of July 1, 2011 through June 30, 2012 and increase cost for FY2012 to \$96,000.00 from \$71,000.00. |
| 2 | 02/28/11 | Increase work and resulting cost amounts. |
| 1 | 09/09/10 | Revise the Vendor ID for Segue Consulting from 182179 to the correct Vendor ID 184549 |

*Add amendment number 4.