



THE SCHOOL DISTRICT OF PALM BEACH COUNTY  
**School District Consultant Agreement**

AGENDA ITEM NUMBER	BOARD MEETING DATE <u>JUNE 27, 2007</u>
CONTACT <u>Dianne L. Howard</u>	PX <u>48414</u>
SCHOOL / DEPARTMENT <u>Benefits &amp; Risk Management</u>	

Agreement between the School Board of Palm Beach County and  
**EDIFY LLC**

THIS AGREEMENT is entered into this 29th day of June, 2007 by and between the SCHOOL BOARD OF PALM BEACH COUNTY, hereinafter referred to as "Board" and EDIFY LLC, hereinafter referred to as "Consultant".

WHEREAS, the Board desires to enter into this Agreement with the Consultant, providing, among other things, for the Consultant's services to the Board; and

WHEREAS, the Consultant desires to enter into this Agreement with respect to his/her (hereinafter his) services to the Board, upon the terms and conditions hereinafter set forth.

WHEREAS, the Consultant is specially trained and possesses the necessary skills, experience, education and competency, and licenses or credentials to perform the required services.

NOW, THEREFORE, the Board and the Consultant agree as follows:

**1. TERM**

The term of this Agreement shall commence on JUNE 29, 2007 and shall end on June 28, 2008

**2. RESPONSIBILITIES OF CONSULTANT**

A. The Consultant shall perform the following services:

Please refer to: Attachment 1 for General Responsibilities & Attachment 2 for Specific Performances & Payment Obligations

B. Time, date, and location of services:

June 29, 2007 to June 28, 2008

**3. CONSULTANT BACKGROUND INFORMATION**

Education See attached

Position and Address Howard Gruverman, Principal, 401 East Las Olas Blvd., Suite 1120, Ft. Lauderdale, FL 33301

Target Group/School/Department Benefits & Risk Management

Approximate Number to be Served 3 Administrators for all employees

**4. EVALUATION/FOLLOW-UP METHOD**

Evaluation of the Consultant shall be provided by Director of Benefits & Risk Management

TITLE OF THE CONSULTANT / SUPERVISOR

of the District at regular intervals and in accordance with the attached evaluation tool, Exhibit "A".

**FINANCIAL IMPACT**

The financial impact is \$310,000.00 The source of funds is General Funds

DEPT	FUND	FUNC	ACCT	PROGRAM	BUDG. MGR.	LOCAL CODE	AWARD YEAR
9007	1000	7792	531010	9584	9007	000	

**5. COMPLIANCE WITH POLICIES AND LAWS**

The Consultant shall comply with all current School Board of Palm Beach County's Policies. The School Board's policies are located at <http://www.palmbeach.k12.fl.us/> or [www.schoolboardpolicies.com](http://www.schoolboardpolicies.com) and are incorporated herein. It shall be the Consultant's responsibility to comply with all School Board Policies as they may be modified from time to time during the term of this Agreement. The Consultant shall abide by all applicable federal, state and local laws.

6. **COMPENSATION**

A. The School Board shall pay the Consultant the maximum sum of (*write out amount*)

A maximum payment of \$310,000. See Attachment 2.

(\$ 310,000.00 ), for a maximum of \_\_\_\_\_ hours which is based upon the following rate schedule.

Daily Rate: \_\_\_\_\_ Half Day Rate: \_\_\_\_\_

Hourly Rate: \_\_\_\_\_ Flat Rate: \_\_\_\_\_

I grant permission for any or all parts of this presentation to be videotaped.  Yes  No

B. No payment shall be made unless and until the Board verifies that all services for which payment is requested have been fully and satisfactorily performed. The Consultant shall submit to the Board any documentation necessary to substantiate the full and satisfactory performance of the services for which payment is requested. The administrator who will verify the services have been performed and approve the invoice is:

Dianne L. Howard

7. **CONFIDENTIALITY OF STUDENT RECORDS**

The Consultant is subject to all School District obligations relating to compliance with student records confidentiality laws. By signing this Agreement, the Consultant acknowledges and agrees to comply with the Family Educational Rights and Privacy Act (FERPA) and all State and Federal Laws relating to the confidentiality of student records.

Consultant will not receive student information.

Consultant will receive student information and *Release or Transfer of Student Information* (PBSD 0313) will be completed prior to Consultant receiving student information.

Consultant will receive student information. Since parental consent will not be obtained and Consultant has legitimate educational interests in the information, Consultant shall hereby be deemed an "other school official" in accordance with School Board Policy 5.50 and shall enter into the Addendum concerning student information (Exhibit C) which is attached hereto and incorporated herein.

8. **BACKGROUND CHECKS/FINGERPRINTING**

**The Jessica Lunsford Act:** All individuals who are permitted access on school grounds when students are present, individuals who will have direct contact with children or any student of the School District, or who will have access to or control of school funds must be fingerprinted and background checked. Consultant agrees to undergo a background check and fingerprinting if he/she is an individual who meets any of the above conditions and to require that all individuals in the organization who meet any of the conditions to submit to a background check, including fingerprinting by the School District's Police Department, at the sole cost of Consultant. Consultant shall not begin providing services contemplated by this Agreement until Consultant receives notice of clearance by the School District. The School Board, nor its members, officers, employees, or agents, shall not be liable under any legal theory for any kind of claim whatsoever for the rejection of Consultant (or discontinuation of Consultant's services) on the basis of these compliance obligations. Consultant agrees that neither the Consultant, nor any employee, agent or representative of the Consultant who has been convicted or who is currently under investigation for a crime delineated in Florida Statutes §435.04 will be employed in the performance of this contract.

9. **INDEPENDENT CONTRACTOR**

The Consultant is, for all purposes arising under this Agreement, an independent contractor. The Consultant and its officers, agents or employees may not, under any circumstances, hold themselves out to anyone as being officers, agents or employees of the Board. No officer, agent or employee of the Consultant or Board shall be deemed an officer, agent or employee of the other party. Neither the Consultant nor Board, nor any officer, agent or employee thereof, shall be entitled to any benefits to which employees of the other party are entitled, including, but not limited to, overtime, retirement benefits, workers compensation benefits, injury leave, or other leave benefits.

10. **OWNERSHIP**

A. All reports, studies, information, data, statistics, forms, designs, plans, procedures, systems, and other materials produced by the Consultant under this Agreement shall be the sole and exclusive property of Board. No such materials produced, either in whole or in part, under this Agreement shall be subject to private use, copyright or patent right by the Consultant in the United States or in any other country without the express written consent of Board.

B. Board shall have unrestricted authority to publish, disclose, distribute and otherwise use, copyright or patent any such materials produced by the Consultant under this Agreement.

**11. INDEMNIFICATION/HOLD HARMLESS**

The Consultant shall, in addition to any other obligation to indemnify the Palm Beach County School Board and to the fullest extent permitted by law, protect, defend, indemnify and hold harmless the School District, their agents, officers, elected officials and employees from and against all claims, actions, liabilities, losses (including economic losses), costs arising out of any actual or alleged bodily injury, sickness, disease or death, or injury to or destruction of tangible property including the loss of use resulting there from, or any other damage or loss arising out of, or claimed to have resulted in whole or in part from any actual or alleged act or omission of the Consultant, or anyone directly or indirectly employed by them, or of anyone for whose acts any of them may be liable in the performance of the work; or violation of law, statute, ordinance, governmental administration order, rule or regulation in the performance of the work; claims or actions made by the Consultant or other party performing the work. The indemnification obligations hereunder shall not be limited to any limitation on the amount, type of damages, compensation or benefits payable by or for Consultant under workers' compensation acts; disability benefit acts, other employee benefit acts or any statutory bar. Any cost or expenses, including attorney's fees, incurred by the Palm Beach County School District to enforce this agreement shall be borne by the Consultant. The Consultant recognizes the broad nature of this indemnification and hold harmless article, and voluntarily makes this covenant for good and valuable consideration provided by the School Board in support of this indemnification in accordance with the laws of the State of Florida. This article will survive the termination of this Agreement.

**12. TRAVEL**

Travel  is  is not allowable for this contract. Estimated travel expense is not to exceed \_\_\_\_\_ for the term of the contract. The Consultant agrees to submit all necessary documentation and proof of expenses in accordance with F. S. § 1 12.061 and School Board Policy #6.01. The Consultant further agrees that reimbursement for travel must be submitted on travel reimbursement forms with the rates determined by F.S. § 112.061 and School Board Policy 6.01 and must be authorized by the appropriate administrator(s).

**13. AMENDMENT**

This Agreement may be amended only with the mutual consent of the parties. All amendments must be in writing and must be approved by the School Board.

**14. ASSIGNMENT**

Neither the Consultant nor the Board may assign or transfer any interest in this Agreement without the prior written consent of the other party.

**15. GOVERNING LAW AND VENUE**

This Agreement shall be construed in accordance with the laws of the State of Florida. Any dispute with respect to this Agreement is subject to the laws of Florida, venue in Palm Beach County, Florida. Each Party shall be responsible for its own attorney's fees and costs incurred as a result of any action or proceeding under this agreement.

**16. TERMINATION**

The Board reserves the right to terminate this contract at any time and for any reason, upon giving thirty (30) days notice to the other party. If said contract should be terminated for convenience as provided herein, the Board will be relieved of all obligations under said contract and the Board will only be required to pay that amount of the contract actually performed to the date of termination with no payment due for unperformed work or lost profits. In the event School Board determines that the Consultant's services are not being performed as agreed upon, the Consultant shall be deemed to be in default and the School Board reserves the right to cancel this contract with five (5) days notice and to withhold all monies due the Consultant until such time as the Board, in its sole discretion shall determine whether to have the contract services completed by others or to cease obtaining the services. In the event that the Board determines to have the contract completed by others, the Consultant shall be liable for any costs of completion in excess of that called for in this contract. In the event that the Board determines not to have the contract completed by others, the Consultant shall be paid for the services that it satisfactorily performed prior to the termination but, in no event, shall the Consultant be paid for any work not actually performed or for lost profits. In the event that it is determined that a termination for cause was unjustified, the termination shall be deemed a termination for convenience and the Consultant shall be entitled to payment only for work actually performed prior to the termination and to any additional sums.

**17. MINORITY STATUS**

The School District strongly encourages active minority/women business enterprise participation with all professional services. The Consultant certifies that:

This business is minority owned and operated (minimum 51%)  Yes  No

If a consultant not representing a firm, I am a minority.  Yes  No

If either statement above was checked yes, please indicate minority group.

- Black or African American
- Asian
- Native Hawaiian or Other Pacific Islander
- Hispanic or Latino
- American Indian or Alaskan Native
- Disabled
- White Female
- Other

**18. LEGAL REVIEW**

The parties hereto represent that they have reviewed the Agreement and have sought legal advice concerning the legal significance and ramifications of the provisions contained herein.

**19. NOTICES**

Any notice *permitted or required* under this Agreement shall be in writing and signed by the party giving or serving the same, and shall be served either by personal delivery or *certified* mail to the following persons and at the following addresses:

Consultant	EDIFY LLC	SCHOOL BOARD OF
Address	401 E. Las Olas Blvd., Suite 1000	PALM BEACH COUNTY, FLORIDA
	Ft. Lauderdale, FL 33301	Purchasing Department
		3300 Forest Hill Boulevard, Suite A 323
		West Palm Beach, Florida 33406
Telephone #	( 954 ) 832 - 9492	Extension #
Consultant Email ( <u>required</u> )	hgruv@edifyusa.com	

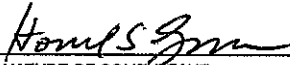
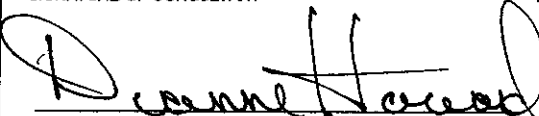
**20. MANDATORY CONTRACT DOCUMENTS (If contract is going to Board for approval)**

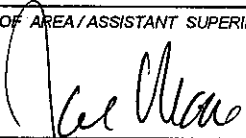
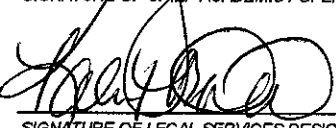
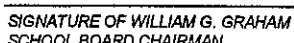
This Agreement includes the terms and conditions set forth in this document, and set forth in the following additional documents attached hereto and incorporate herein: (approval will not be granted without these **mandatory** attachments)

- "Exhibit A" - Provide consultant evaluation (PBSD 2075)
- "Exhibit B" - Beneficial Interest and Disclosure of Ownership Affidavit (PBSD 1997)

- \$2,500 or less requires consultant and principal/director signature only.
- \$2,501 to \$10,000 requires signature of consultant, principal/director, area/assistant superintendent, chief academic/operating officer and superintendent.
- All consultant contracts over \$10,001 must be approved by the Legal Department before going to the Board. The Board Chairman will sign the contract after Board Approval.

**NOW, THEREFORE, the parties hereto have affixed their signatures on the day and year first above written.**

	5/07/07	Howard Gruverman
SIGNATURE OF CONSULTANT	DATE	PRINT NAME OF THE CONSULTANT
	5-11-07	Dianne L. Howard
SIGNATURE OF PRINCIPAL / DIRECTOR	DATE	PRINT NAME OF THE PRINCIPAL / DIRECTOR

	5/14/07	Joseph Moore
SIGNATURE OF AREA / ASSISTANT SUPERINTENDENT	DATE	PRINT NAME OF THE AREA / ASSISTANT SUPERINTENDENT
	5-14-07	Kalinthia Dillard
SIGNATURE OF CHIEF ACADEMIC / OPERATING OFFICER	DATE	PRINT NAME OF THE CHIEF ACADEMIC / OPERATING OFFICER
		DATE
SIGNATURE OF ARTHUR C. JOHNSON, Ph. D. SUPERINTENDENT		SIGNATURE OF WILLIAM G. GRAHAM SCHOOL BOARD CHAIRMAN

## **ATTACHMENT 1**

### **SCOPE OF RESPONSIBILITY/EVALUATION REQUIREMENTS**

#### **EDIFY will:**

1. Provide detailed project management for all issues regarding the District's Health & Welfare Plans along with a project plan and timelines.
2. Set up plan parameters, calculations, and other elements for current plans and the initial integration for the current plan year and ongoing.
3. Assign a designated Senior Consultant.
4. Provide monthly financial reports and analysis and quarterly medical economic reports with consultative information and recommendations.
5. Handle all carrier service issues assigned by The School District of Palm Beach County Employee Benefits staff.
6. Supervise implementation, including monitor open issues, coordinate meetings, review and/or assist with preparing communications materials, update/monitor implementation time lines, communicate with the School District of Palm Beach County management on project status.
7. Prepare request for proposal and coordinate with vendors as required.
8. Evaluate RFP responses and prepare recommendations in the form of a management report.
9. Negotiate on behalf of the district with any proposal process or renewal.
10. Coordinate and negotiate renewals, including annual open enrollment planning.
11. Prepare ad hoc reports, as assigned.
12. Provide legal resource referral.
13. Provide for patient advocacy using our staff of medical directors and clinicians.
14. Handle contracts and renewals with carriers MetLife (Term Life), Florida Combines Life (Income Protection) and as of 1/1/06 Eye-Med (Vision).

## ATTACHMENT 2

### School District of Palm Beach County, FL Consulting Contract Performance

\$310,000 is the maximum amount that can be earned by Edify, LLC. The amount will be offset by any commissions paid to Edify, LLC by various insurance carriers retained by the School District of Palm Beach County, FL including but not limited to Metlife, Eyemed and Florida Combined Life. In addition this consulting fee is contingent on the satisfactory completion of the following:

- |  |                         |
|--|-------------------------|
| <b>A. General Services Base Contract</b>   | <b><u>\$185,000</u></b> |
| <b><u>Life, Disability, Vision and Dental</u></b>  |                         |
| Renewal Management   |                         |
| Negotiations   |                         |
| Design   |                         |
| <b><u>Medical RFP and Plan Renewal Management</u></b>  |                         |
| Negotiation  |                         |
| Performance Guarantees   |                         |
| Develop RFP  |                         |
| Evaluate Responses and make recommendations  |                         |
| <b><u>Reporting</u></b>  |                         |
| Group Monitoring Report  |                         |
| Renewal Projections  |                         |
| Claim Loss Analysis  |                         |
| Financial Utilization Report and analysis  |                         |
| <b>B. Additional Program Services</b>  | <b><u>\$125,000</u></b> |
| <b><u>Targeted Wellness Programs</u></b>   | <b>\$50,000</b>         |
| Working with the Wellness Coordinator, ensure that programs are identified, developed and implemented that have been approved. Work with the various vendors to ensure optimum programs are made available and have the highest ROI that can be reasonably achieved. |                         |
| <b><u>Key Disease State Program Management</u></b>   | <b>\$50,000</b>         |
| Develop an RFP to review the market options relative to managing the key disease states. Also work with the selected vendor to ensure that quarterly reports are prepared and presented that illustrate program results.   |                         |
| <b><u>Funding Analysis</u></b>   | <b>\$25,000</b>         |
| Monitor cost trends and claim projections to identify any unfavorable or unexpected costs from a self-insured perspective. This includes monitoring the stop-loss coverage type, level and pricing by the carrier and alternative stop-loss carriers.                |                         |