

# REGULAR MEETING OF THE GOVERNING BOARD OF THE INLAND EMPIRE HEALTH PLAN

December 8, 2025 - 9:00 AM

Board Report #367

## Mission Inn Hotel and Spa San Diego Conference Room – Third Floor 3649 Mission Inn Avenue, Riverside, CA 92501

If disability-related accommodations are needed to participate in this meeting, please contact <u>BoardServices@IEHP.org</u> during regular business hours of IEHP (M - F 8:00 a.m. – 5:00 p.m.)

#### PUBLIC COMMENT AT INLAND EMPIRE HEALTH PLAN GOVERNING BOARD MEETINGS:

The meeting of the Inland Empire Health Plan Governing Board is open to the public. A member of the public may address the Board on any item on the agenda and on any matter that is within the Board's jurisdiction at the time of the meeting when the item listed on the agenda is called. In order to keep track of speakers and to be able to notify the Board of any speakers on a particular agenda item, a speaker slip is requested to be completed and provided to the Board Secretary by the commencement of the public meeting and no later than the time the agenda item has been called so that you may be recognized by the Board to speak. The Board may limit the public input on any item, based on the number of people requesting to speak and the business of the Board.

All public record documents for matters on the open session of this agenda can be viewed at the meeting location listed above or by contacting the Secretary to the Governing Board by phone at (909) 736-6891 or by email at <a href="mailto:BoardServices@iehp.org">BoardServices@iehp.org</a>.

#### \*\*LIVE STREAMING FOR THIS MEETING WILL NOT BE AVAILABLE\*\*

#### **AGENDA**

- I. Call to Order
- II. Pledge of Allegiance
- III. Roll Call
- IV. Changes to the Agenda
- V. Public Comments on Matters on the Agenda

**AGENDA** 

#### VI. Conflict of Interest Disclosure

Please note that Board members who also serve as a member of a legislative body of another public entity, such as San Bernardino County or the County of Riverside, does not by itself constitute a disqualifying conflict of interest that would prevent such members from participating on matters appearing on the agenda for the Inland Empire Health Plan despite their affiliation with both public entities.

- VII. Adopt and Approve of the Meeting Minutes from the November 13, 2025, Regular Meeting of the Governing Board of the Inland Empire Health Plan
- VIII. CONSENT AGENDA

## <u>ADMINISTRATION (Jarrod McNaughton)</u>

1. Approve the Calendar Year 2026 Spending Authority with Gibson Dunn & Crutcher LLP and Kennaday Leavitt PC

### FINANCE DEPARTMENT (Jarrod McNaughton)

- 2. Approve the First Amendment to the Lease Agreement with the Rancho Cucamonga Chamber of Commerce
- 3. Delegation of Authority to Approve the Calendar Year 2026 Reinsurance Renewal Documents for the Covered California Line of Business
- 4. Delegation of Authority to Approve the Public Works Contract with AVI Systems, Inc. DBA Forté

#### IX. POLICY AGENDA AND STATUS REPORT ON AGENCY OPERATIONS

#### <u>ADMINISTRATION (Supriya Sood)</u>

5. Delegation of Authority to Approve the Tenth Amendment to the Employment Agreement for the Chief Executive Officer

## FINANCE DEPARTMENT (Jarrod McNaughton)

- 6. Monthly Financial Review
- X. Comments from the Public on Matters not on the Agenda
- XI. Board Member Comments

#### **AGENDA**

## XII. Closed Session

- 1. With Respect to Every Item of Business to be Discussed in Closed Session Pursuant to California Government Code Section 54956.87 subdivision (b):
  - a. A meeting for purposes of discussing or taking action on a health plan trade secret

## XIII. Adjournment

The next meeting of the IEHP Governing Board will be held on January 12, 2026, at the Dr. Bradley P. Gilbert Center for Learning and Innovation in Rancho Cucamonga.

## **Department: ADMINISTRATION**

## 1. <u>Title</u>: APPROVE THE CALENDAR YEAR 2026 SPENDING AUTHORITY WITH GIBSON DUNN & CRUTCHER LLP AND KENNADAY LEAVITT PC

**Chief:** Jarrod McNaughton, Chief Executive Officer

## **Background & Discussion:**

Inland Empire Health Plan (IEHP) Legal Department engages outside counsel to safeguard IEHP's interests on specialized and high-stakes matters as needs arise. While IEHP retains a range of firms for discrete issues, Gibson Dunn & Crutcher and Kennaday Leavitt PC are among the most frequently utilized firms, representing the largest concentration of anticipated outside counsel spend due to the scope and complexity of matters within their practice areas.

IEHP's Legal Department maintains a conservative, needs-based approach to outside counsel budgeting and engagement and calibrate annual allocations to current risk profiles, enforcement activity, litigation exposure, and anticipated workload, with disciplined fiscal stewardship.

- **Gibson Dunn & Crutcher LLP (GD).** GD began advising IEHP in April 2021 and has supported uniquely complex and sensitive matters, including health-care regulatory and compliance issues, related litigation, and governmental investigations involving public health plans. IEHP anticipates continued elevated activity in these areas in CY2026 and relies on GD's specialized expertise to navigate them efficiently and prudently. The Legal Department requests a total not-to-exceed amount of \$4,200,000 for GD through December 31, 2026, reflecting a \$200,000 increase from the CY2025 budgeted amount of \$4,000,000.
- **Kennaday Leavitt PC (KL).** KL has advised IEHP since February 2018, providing critical support in provider dispute litigation (including claims payment issues) and in regulatory and compliance matters related to IEHP's Knox-Keene Act license and applicable health-care regulations. Based on current matter scoping and anticipated use, the Legal Department requests a total not-to-exceed amount of \$500,000 for KL through December 31, 2026, reflecting a \$400,000 reduction from the CY2025 budgeted amount of \$900,000.

For CY2025, the combined allocations for GD and KL totaled \$4,900,000. The requested CY2026 spending authority of \$4,700,000 represents a \$200,000 year-over-year reduction for these two firms. This decrease reflects the Legal Department's conservative forecasting, targeted prioritization of resources, and continued discipline in rightsizing outside counsel spend, while ensuring IEHP maintains sufficient capacity to protect the organization's interests across regulatory, enforcement, and litigation matters.

## **Procurement Solicitation Type:** N/A

Procurement of IEHP's outside counsel firms falls under a sole source exemption, per IEHP's Purchasing Manual Policy.

#### CONSENT AGENDA

#### **Recommendation(s)**

That the Governing Board of the IEHP approve the CY2026 spending authority with Gibson Dunn & Crutcher LLP and Kennaday Leavitt PC for the provision of specialized legal services, for a total amount not to exceed \$4,700,000, through December 31, 2026.

Approval of this spending authority will ensure uninterrupted access to specialized legal services necessary to address anticipated legal needs in CY2026.

<b>Financial Impact:</b> N/A	Not to Exceed Amount: 4,700,000	<b>Term:</b> 12/31/26	
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Fiscal Impact	Financial Review	Procurement Review	Reviewed by Counsel	Director Approval	Chief Approval		
None	NA	NA	NA	A. Wang 11/19/25	J. McNaughton		

**CONSENT AGENDA** 

## **Department: FINANCE**

## 2. <u>Title:</u> APPROVE THE FIRST AMENDMENT TO THE LEASE AGREEMENT WITH THE RANCHO CUCAMONGA CHAMBER OF COMMERCE

Chief: Jarrod McNaughton, Chief Executive Officer

## **Background & Discussion:**

The Inland Empire Health Plan (IEHP) has leased Suite 110 at the Dr. Bradley P. Gilbert Center for Learning and Innovation (Center) located at 9500 Cleveland Avenue, Rancho Cucamonga CA 91730, totaling approximately 2,000 square feet, to the Rancho Cucamonga Chamber of Commerce (Chamber) since January 1, 2023. The current terms of this lease are as follows.

- Three (3) year lease through December 31, 2025.
- Monthly rent rate of \$2.55 per square footage (psf) on gross rent basis, which is fair market rent.
- 3% annual increases
- The Chamber will pay a base rent of \$5,100 with a monthly \$2,000 credit for the Chamber's promotion of IEHP among its members.

IEHP's partnership with the Chamber drives brand awareness, improves positive consumer perception, expands connections to event holders for marketing value, helps expose IEHP to larger networks to spread its business, and strengthens important relationships in the community.

IEHP engaged with commercial real estate services firm Lee & Associates to provide market analysis of comparable space to ensure the rental rate is within fair market rent.

#### **Procurement Solicitation Type:** N/A

#### **Recommendation(s):**

That the Governing Board of IEHP Approve First Amendment to the Lease Agreement with the Rancho Cucamonga Chamber of Commerce for lease of IEHP's office space through December 31, 2026.

This First Amendment memorializes the parties' intent to continue the lease on a month-to-month bases, during which, the Chamber will pay a monthly base rent of \$5,420.00 with a monthly \$2,000 credit for the Chamber's promotion of IEHP among its members. The Chamber will have the option to terminate the lease at the end of any month upon 30 days written notice. This would provide IEHP an estimated \$65,040 in revenue through the term of the lease.

Financial impact: NA   Not to Exceed Amount: NA   Term: T year	Financial Impact: NA	Not to Exceed Amount: NA	Term: 1 year
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Fiscal Impact	Financial Review Procureme Review		Reviewed by Counsel	Director Approval	Chief Approval		
Included in CY2026 Budget	n CY2026 Budget S. McCalley 11/13/2025 N/A M. DeNobre		M. DeNobrega	J. Mansour 11/13/25	J. McNaughton 11/17/25		

**CONSENT AGENDA** 

**Department: FINANCE** 

# 3. <u>Title:</u> DELEGATION OF AUTHORITY TO APPROVE THE CALENDAR YEAR 2026 REINSURANCE RENEWAL DOCUMENTS FOR THE COVERED CALIFORNIA LINE OF BUSINESS

Chief: Jarrod McNaughton, Chief Executive Officer

### **Background & Discussion:**

With Inland Empire Health Plan (IEHP) entrance into the Covered California (CCA) market in January 2024, IEHP is exposed to the commercial health insurance risk that could potentially be significant and catastrophic. As part of the Affordable Care Act (ACA) Risk Adjustment Program, the High-Cost Risk Pool (HCRP) reimburses ACA issuers for enrollees with high claims costs above a certain threshold. For 2026, the threshold remained at \$1 million and 60% coinsurance rate, same as the parameters for 2025 benefit year. Similar to the prior two benefit years, IEHP would like to procure reinsurance policy coverage for the uninsured portion from the HCRP. Risk Strategies was contracted by IEHP to procure such insurance because of its extensive experience in this space. The procurement process involved Risk Strategies identifying appropriate insurance carriers who can provide the adequate insurance coverage at a reasonable cost.

Risk Strategies solicited quotes from four (4) carriers along with renewing quotes from the current incumbent carrier, Odyssey Reinsurance Company (ORC). ORC produced the most competitive quote for our current coverage level of an estimated total cost not to exceed \$550,000, which includes an estimate for applicable taxes and fees, and margin for higher-than-expected CCA enrollment.

	Expiring Policy	Renewing Policy
Reinsurance Carrier	Odyssey	Odyssey
Coverage	30% of excess of \$1 million	30% of excess of \$1 million
Premium Per-Member- Per-Month	\$1.18	\$1.10

**Procurement Solicitation Type: N/A** 

#### **Recommendation(s):**

That the Governing Board of the IEHP authorize the Chief Executive Officer (CEO) or his designee to, after legal review and approval, sign policy documents pertaining to the renewal of the reinsurance policy for the CCA line of business for policy period January 1, 2026 through December 31, 2026, for a total cost not to exceed \$550,000, which includes an estimate for applicable taxes and fees, and margin for higher-than-expected CCA enrollment.

Financial Impact: \$ 515 460	Not to Exceed Amount: \$ 550,000	<b>Term:</b> 12 months
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Fiscal Impact	Financial Review	Procurement Reviewed by Counsel		Director Approval	Chief Approval		
Included in CY2026 Budget	[enter FP&A analyst and date]	NA	Make Selection [enter date]	C. Chio 11/13/2025	J. McNaughton 11/13/2025		

**Department: FINANCE** 

## 4. <u>Title:</u> DELEGATION OF AUTHORITY TO APPROVE THE PUBLIC WORKS CONTRACT WITH AVI SYSTEMS, INC. DBA FORTÉ

Chief: Jarrod McNaughton, Chief Executive Officer

## **Background & Discussion:**

The Inland Empire Health Plan (IEHP) is undergoing a Tenant Improvement of a 33,798 square foot building located at 2050 Massachusetts Avenue in San Bernardino, which is the future site of the San Bernardino Community Wellness Center (CWC). To support the CWC's operational needs, IEHP requires audio-visual (AV) systems for digital signage, video conferencing, presentations, audio systems, and Information Technology (IT) systems integration.

AVI Systems, Inc. dba Forté (Forté) is a professional AV system integration company specializing in enterprise AV, designing, developing, integrating, and supporting solutions that enhance the way teams connect and work. From advanced video conferencing systems to interactive displays and intelligent sound integration, Forté's tailored environments empower organizations to streamline meetings, presentations, and training sessions with cutting-edge tools.

IEHP, in coordination with its contracted architect, Kardent Design (Kardent), intend to engage Forté to design and implement the AV systems necessary for the CWC's functionality. The AV scope will serve the following spaces within the CWC: lobby, meeting room, conference room, computer lab, Zumba rooms, test kitchen, break room, Children's room, and Teen room.

## Procurement Solicitation Type: Cooperative Agreement

IEHP procured these services through OMNIA Partners Cyber Security Solutions & Services Contract #R250307. Per the terms of this cooperative agreement, any county, city, special district, local government, school district, private K-12 school, higher education institution, state, other government agency, healthcare organization or nonprofit organization may purchase Products and Services through this contract.

#### **Recommendation(s):**

That the Governing Board of IEHP authorize the Chief Executive Officer (CEO) or his designee to, after legal review and approval, sign the Public Works Contract with Forté for an amount not to exceed \$280,992.13.

IEHP has included a 10% contingency to this project to address any unforeseen conditions and to ensure that any additional equipment necessary for a fully functional system can be accommodated within the project budget. The cost breakdown for these services is as follows:

Forté Proposal	Cost
Products and Services	\$255,447.39
10% Contingency	\$25,544.74
Total	\$280,992.13

CONSENT AGENDA

December 8, 2025

Financial Impact: \$280,992.13	Not to Exceed Amount: \$280,992.13	Term: N/A
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Fiscal Impact	Financial Review	ial Review Procurement Reviewed by Counsel		Director Approval	Chief Approval		
New Expenditure	S. McCalley	C. Goss	M. DeNobra	J. Mansour	J. McNaughton		
	11/13/2025	11/12/25	11/14/25	11/12/25	11/17/25		

## **Department: ADMINISTRATION**

## 5. <u>Title</u>: DELEGATION OF AUTHORITY TO APPROVE THE TENTH AMENDMENT TO THE EMPLOYMENT AGREEMENT FOR CHIEF EXECUTIVE OFFICER

**Chief:** Supriya Sood, Chief People Officer

## **Background & Discussion:**

The Chief Executive Officer (CEO) of Inland Empire Health Plan (IEHP) is responsible for the direction and oversight of all IEHP activities. The current employment agreement for CEO between IEHP and Jarrod McNaughton has been effective since July 20, 2019 (Agreement).

On July 7, 2025, under the terms of the Agreement, the Governing Board conducted an annual review of Mr. McNaughton's performance for the period of July 20, 2024 through July 19, 2025.

On August 11, 2025, the Board amended the CEO's annual review period to align with IEHP's Policy related to team member annual reviews beginning in 2026. As noted by the Board, adjusting the CEO's annual review period to the team members' performance review period will improve financial forecasting and align with IEHP's strategic initiatives. Because team members are reviewed on a calendar year basis (January to December), there will be a short "bridge" period between July 20, 2025 through December 31, 2025 which, under the Agreement, the Board has discretion to award the CEO a merit increase.

Based on the CEO's performance for the "bridge" period, the Board has determined that Mr. McNaughton continues to make satisfactory progress on previously approved goals and objectives. Notably, this period demonstrated that IEHP's Strategic Plan remains on track with a focus on organizational strength and quality. The organization also continues to optimize revenue through collaboration and advocacy with State regulators with positive results. These achievements are clearly driven by a mission-oriented and talented workforce led by Mr. McNaughton, demonstrating his leadership and vision.

#### **Recommended Action:**

That the Governing Board of IEHP authorize the Chief People Officer to, upon legal review and approval, execute the Tenth Amendment to the Agreement as follows:

- 1) CEO's base pay shall remain unchanged; and
- 2) A lump sum one-time employer contribution to the CEO's retirement account in the amount of \$11,411.40 shall be made no later than December 31, 2025.

The Board commends Mr. McNaughton's continued excellent performance through the "bridge" period. At the CEO's request, the Board will not award an increase to his base pay. Alternatively, the Board agrees to provide a one-time employer contribution to the CEO's retirement account in the amount of \$11,411.40.

## POLICY AGENDA

Fiscal Impact	Financial Review	Procurement Review	Reviewed by Counsel	Director Approval	Chief Approval		
Included in CY2025 Budget	Yes	N/A	A. Wang 12/1/25	NA	S. Sood 12/2/25		

#### POLICY AGENDA

## **Department:** FINANCE

## 6. <u>Title</u>: MONTHLY FINANCIAL REVIEW

**Chief:** Jarrod McNaughton, Chief Executive Officer

## **Background & Discussion:**

Monthly Financials for Period Ending October 31, 2025

## **Recommendation(s):**

Review and File

# FINANCE DIVISION October 2025 MONTHLY FINANCIALS

Presented
December 8, 2025





## **Financial Position Summary**

- Return to Profitability 2025 is the first step. We have achieved cost reduction through a number of initiatives and record revenue increases. It has stabilized our financial position near breakeven from 2024's significant losses.
- 2026 should allow us to build back up our reserves and increase our days of cash-on-hand. This will be driven by continued small decreases in costs and the significant rate increase we negotiated with DHCS.
- October's statements and Year-To-Date (YTD) financial results show a small YTD loss of almost \$4 million which is a substantial improvement from 2024.
- The presentation in the Trend sections will highlight where we have achieved improvements in costs.

## October 2025 Actual vs Budget: Consolidated

	October Month-to-Date						October Year-to-Date				
	Actual		Budget		Variance		Actual		Budget		Variance
Total Revenue	\$ 706,282,308	\$	699,601,820	\$	6,680,488	\$	7,092,750,852	\$	7,043,858,434	\$	48,892,418
Total Medical Costs	\$ 684,096,877	\$	677,282,603	\$	(6,814,274)	\$	6,783,896,965	\$	6,653,129,455	\$	(130,767,510)
Total Operating Expenses	\$ 42,630,300	\$	49,076,484	\$	6,446,184	\$	415,670,901	\$	445,279,293	\$	29,608,392
Total Non Operating Income (Expense)	\$ 9,654,282	\$	7,070,295	\$	2,583,987	\$	101,788,686	\$	84,071,153	\$	17,717,533
Non-Medical Expenses	\$ -	\$	410,000	\$	410,000	\$	(1,146,800)	\$	2,190,911	\$	3,337,711
Net Surplus (Deficit)**	\$ (10,790,588)	\$	(20,096,972)	\$	9,306,384	\$	(3,881,529)	\$	27,329,927	\$	(31,211,456)
Medical Cost Ratio**	96.9%		96.8%		0.0%		95.6%		94.5%		1.2%
Administrative Cost Ratio**	6.0%		7.0%		(1.0%)		5.9%		6.3%		(0.5%)

#### Highlights for the Month:

- Overall, we will have a monthly loss of \$11M for October bringing our Year-To-Date deficit to just under \$4 million, which is essentially breakeven.
- The favorable revenue variance compared to budget is primarily due to favorable ECM risk corridor adjustment, higher-than-expected SPD Non-Dual and MCE Non-Dual member months, and unbudgeted Medi-Cal quality withhold earned back, partially offset by CCA risk adjustment transfer estimate.
- The unfavorable medical costs variance compared to budget is primarily due to higher-than-expected utilization in FFS claims, net of favorable community support and CYBHI reserves, and unfavorable pharmacy expense, partially offset by TRI expense.
- The favorable operating expense variance compared to budget is primarily due to a decrease in the number of FTEs and operational spending.
- The favorable non-operating income (expense) variance compared to budget is primarily due to investment income and unrealized gain on California Employers'
  Pension Prefunding Trust fund.

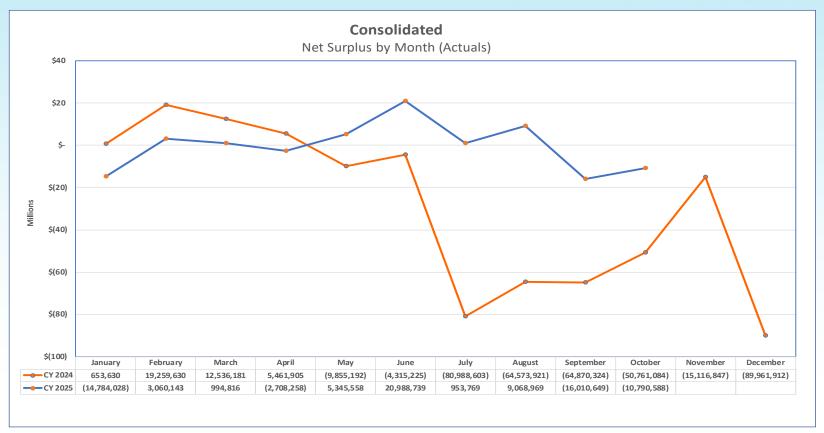
SECTION | Consolidated

<sup>\*</sup>There is Other Income/Expenses that are not attributed to a specific line of business, but included on a consolidated basis (i.e.: Interest Income, Investment Income (Expense), Leased Asset Revenue, Non-Medical Expenses, etc.)

<sup>\*\*</sup>Differences are due to rounding

## **Net Surplus Year-Over-Year – Consolidated**

2025 Results have stabilized near breakeven



## **Actual vs Budget: Medi-Cal**

	October Month-to-Date							Oct	ober Year-to-Date	
	Actual		Budget		Variance		Actual		Budget	Variance
Total Revenue	\$ 600,202,359	\$	590,983,287	\$	9,219,072	\$	6,066,864,808	\$	6,010,291,535	\$ 56,573,273
Total Medical Costs	\$ 573,952,977	\$	573,618,160	\$	(334,817)	\$	5,804,111,104	\$	5,698,025,416	\$ (106,085,688)
Total Operating Expenses	\$ 30,374,052	\$	36,048,807	\$	5,674,755	\$	315,215,339	\$	346,734,952	\$ 31,519,613
Total Non Operating Income (Expense)	\$ 3,463,434	\$	3,449,562	\$	13,872	\$	35,501,704	\$	35,416,793	\$ 84,911
Net Surplus (Deficit)**	\$ (661,236)	\$	(15,234,119)	\$	14,572,883	\$	(16,959,931)	\$	947,960	\$ (17,907,891)
Medical Cost Ratio**	95.6%		97.1%		(1.4%)		95.7%		94.8%	0.9%
Administrative Cost Ratio**	5.1%		6.1%		(1.0%)		5.2%		5.8%	(0.6%)

#### **Highlights for the Month:**

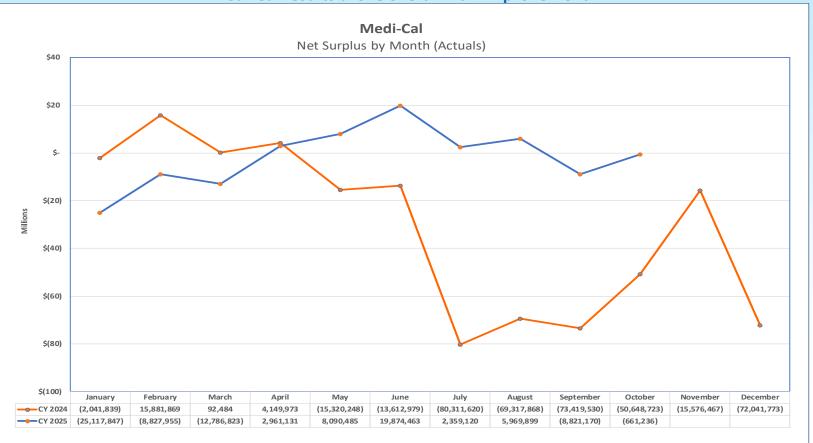
- The favorable revenue variance compared to budget is primarily due to favorable ECM risk corridor adjustment, higher-than-expected SPD Non-Dual and MCE Non-Dual member months, and unbudgeted Medi-Cal quality withhold earned back.
- The favorable operating expense variance compared to budget is primarily due to a decrease in the number of FTEs and operational spending.

<sup>\*\*</sup>Differences are due to rounding



## **Net Surplus Year-Over-Year: Medi-Cal**

Medi-Cal results drove overall Plan improvement



## **Actual vs Budget: D-SNP**

		Octo	ober Month-to-Date		October Year-to-Date					
	Actual		Budget	Variance		Actual		Budget		Variance
Total Revenue	\$ 84,364,848	\$	83,127,140	\$ 1,237,708	\$	823,042,568	\$	824,441,077	\$	(1,398,509)
Total Medical Costs	\$ 87,107,230	\$	81,034,132	\$ (6,073,098)	\$	780,957,690	\$	753,979,599	\$	(26,978,091)
Total Operating Expenses	\$ 6,666,061	\$	7,543,808	\$ 877,747	\$	53,407,693	\$	55,385,284	\$	1,977,591
Total Non Operating Income (Expense)	\$ -	\$	-	\$ -	\$	-	\$	-	\$	-
Net Surplus (Deficit)**	\$ (9,408,443)	\$	(5,450,800)	\$ (3,957,643)	\$	(11,322,815)	\$	15,076,193	\$	(26,399,008)
Medical Cost Ratio**	103.3%		97.5%	5.8%		94.9%		91.5%		3.4%
Administrative Cost Ratio**	7.9%		9.1%	(1.2%)		6.5%		6.7%		(0.2%)

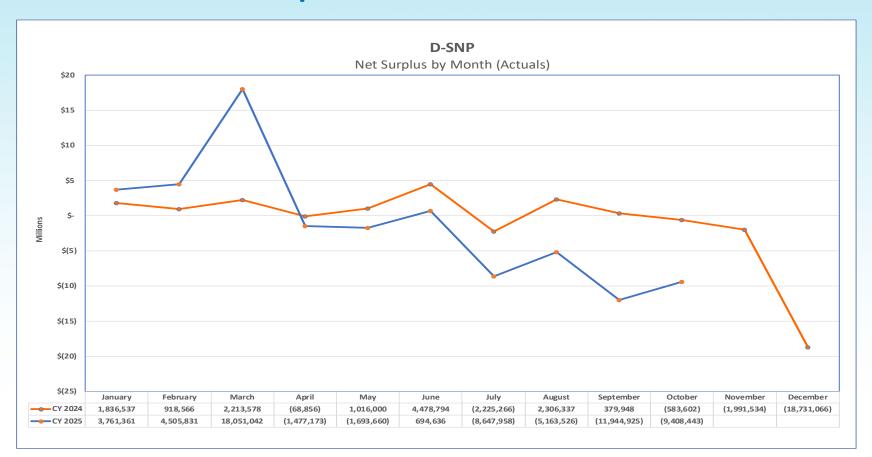
## **Highlights for the Month:**

• The unfavorable medical costs variance compared to budget is primarily due to higher-than-expected FFS claims attributed to prior period restatements and pharmacy expenses.

<sup>\*\*</sup>Differences are due to rounding



## **Net Surplus Year-Over-Year: D-SNP**





## **Actual vs Budget: IEHP Covered (CCA)**

		Octo	ober Month-to-Date			Octo	ber Year-to-Date	
	Actual		Budget	Variance	Actual		Budget	Variance
Total Revenue	\$ 21,715,101	\$	25,491,394	\$ (3,776,293)	\$ 202,823,727	\$	209,130,981	\$ (6,307,254)
Total Medical Costs	\$ 23,035,307	\$	22,630,310	\$ (404,997)	\$ 198,749,547	\$	200,982,203	\$ 2,232,656
Total Operating Expenses	\$ 5,590,187	\$	5,483,869	\$ (106,318)	\$ 47,047,395	\$	43,147,063	\$ (3,900,332)
Total Non Operating Income (Expense)	\$ -	\$	-	\$ -	\$ -	\$	-	\$ -
Net Surplus (Deficit)**	\$ (6,910,393)	\$	(2,622,786)	\$ (4,287,607)	\$ (42,973,215)	\$	(34,998,286)	\$ (7,974,929)
Medical Cost Ratio**	106.1%		88.8%	17.3%	98.0%		96.1%	1.9%
Administrative Cost Ratio**	25.7%		21.5%	4.2%	23.2%		20.6%	2.6%

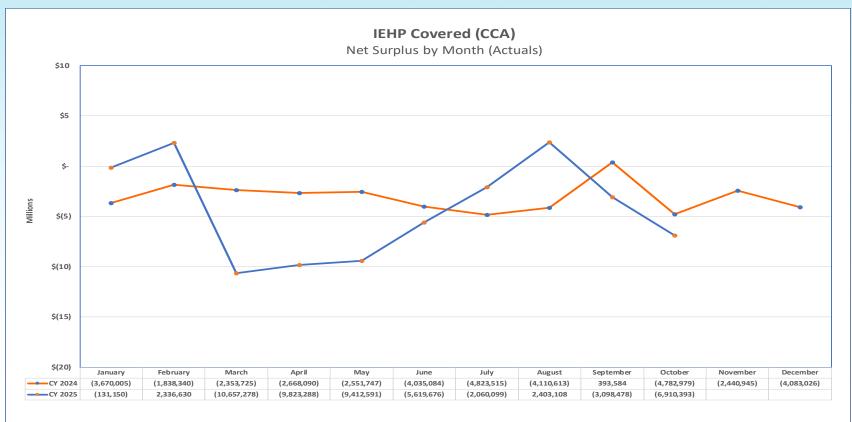
## **Highlights for the Month:**

• The unfavorable revenue variance compared to budget is primarily due to the CCA risk adjustment transfer estimate adjusted based on more recent emerging experience.

<sup>\*\*</sup>Differences are due to rounding



## **Net Surplus Year-Over-Year: IEHP Covered (CCA)**





## **Balance Sheet: Current Month vs Prior Month**

	Oct-25	Sep-25	Variance
Assets and Deferred Outflows			
Current Assets	\$ 2,220,111,548	\$ 2,749,881,559	\$ (529,770,011)
Long Term Receivables	\$ -	\$ -	\$ -
Other Non Current Assets	\$ 70,999,237	\$ 70,426,489	\$ 572,748
Capital Assets	\$ 300,060,086	\$ 302,939,269	\$ (2,879,183)
Deferred Outflows of Resources	\$ 80,393,212	\$ 81,217,887	\$ (824,675)
Net Other Assets	\$ -	\$ -	\$ -
Total Assets and Deferred Outflows**	\$ 2,671,564,083	\$ 3,204,465,205	\$ (532,901,122)
<u>Liabilities, Deferred Inflows, and Net Position</u>			
Current Liabilities	\$ 1,550,013,916	\$ 2,071,256,193	\$ (521,242,276)
Long-Term Liabilities	\$ 33,297,001	\$ 34,145,864	\$ (848,863)
Deferred Inflows	\$ 249,144	\$ 268,538	\$ (19,394)
Net Position	\$ 1,088,004,022	\$ 1,098,794,610	\$ (10,790,588)
Total Liabilities, Deferred Inflows, and Net Position**	\$ 2,671,564,083	\$ 3,204,465,205	\$ (532,901,122)

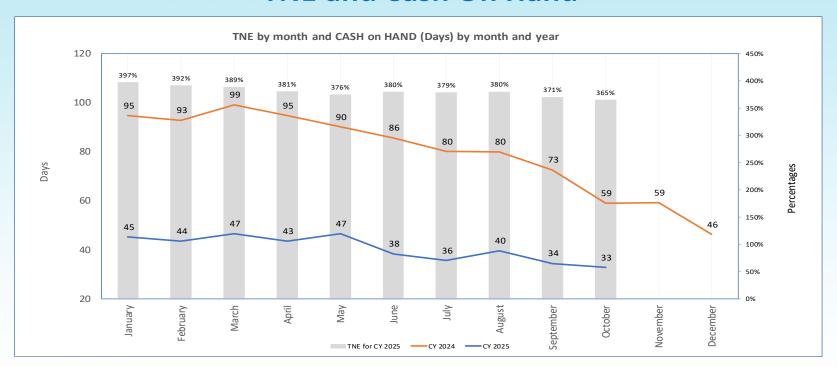
#### **Highlights for the Month:**

• Decrease in Current Assets and Current Liabilities is primarily due to the \$573.6M directed payments disbursement, partially offset by \$92M unearned revenue from D-SNP November payment received in October.

<sup>\*\*</sup>Differences are due to rounding



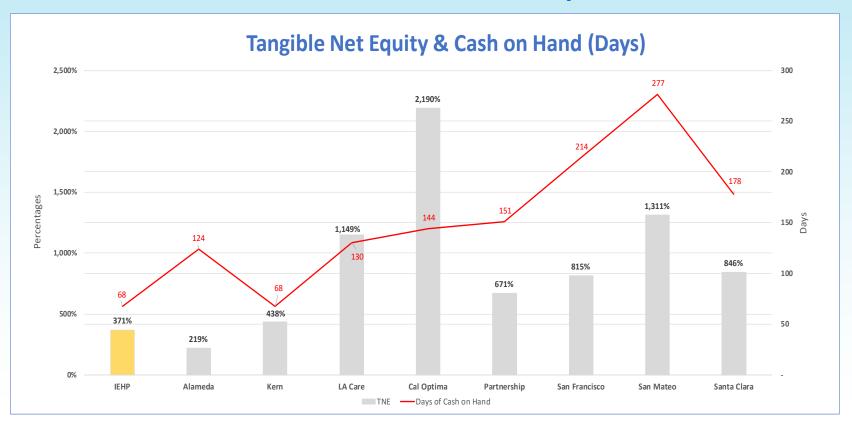
## **TNE and Cash On Hand**



#### **Highlights for the Month:**

Note: Days Cash on Hand calculation excludes pass-thru receipts and payments and early receipt of DSNP's November premium payment.

## **IEHP vs Other Local Health Plans – September 2025**



Note 1: From the DMHC quarterly Orange Blank report.

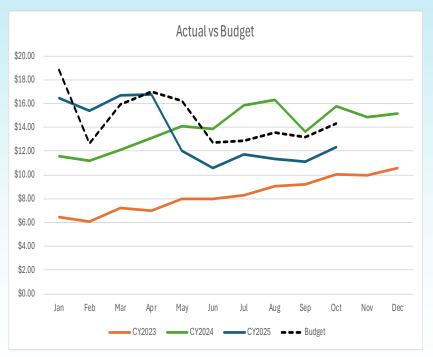
Note 2: IEHP COH number (above) is different from the COH in slide deck 11. This is primarily due to pass-throughs are excluded in slide deck 11.

## **Behavioral Health Therapy – Autism**



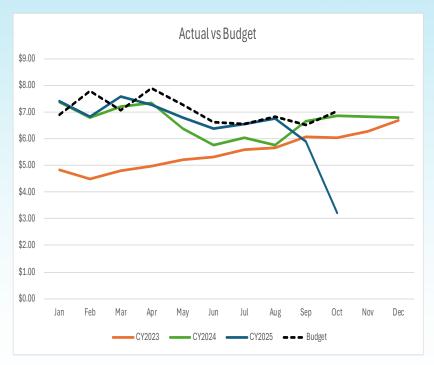
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$11.17	\$14.95	\$16.91	\$15.19	33.8%	13.2%	11.4%
Feb	\$9.83	\$13.39	\$16.47	\$16.85	36.2%	23.0%	-2.2%
Mar	\$11.55	\$13.69	\$17.98	\$15.60	18.6%	31.3%	15.3%
Apr	\$10.62	\$15.73	\$18.87	\$19.33	48.1%	20.0%	-2.4%
May	\$11.77	\$14.94	\$18.32	\$18.61	26.9%	22.6%	-1.6%
Jun	\$12.56	\$15.63	\$19.47	\$14.71	24.4%	24.6%	32.4%
Jul	\$12.36	\$17.47	\$19.92	\$14.15	41.4%	14.0%	40.8%
Aug	\$12.68	\$15.74	\$18.00	\$14.94	24.1%	14.4%	20.5%
Sep	\$11.57	\$15.92	\$19.17	\$14.50	37.5%	20.5%	32.2%
Oct	\$13.47	\$17.21	\$18.22	\$15.82	27.7%	5.9%	15.1%
Nov	\$12.13	\$14.44			19.1%		
Dec	\$11.73	\$14.98			27.6%		

## **Transportation**



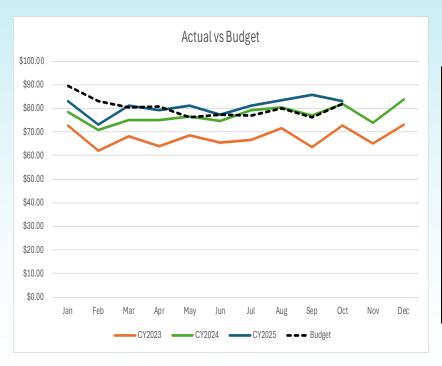
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$6.48	\$11.55	\$16.49	\$18.82	78.3%	42.8%	-12.4%
Feb	\$6.09	\$11.18	\$15.43	\$12.66	83.6%	38.1%	21.9%
Mar	\$7.23	\$12.13	\$16.71	\$15.93	67.7%	37.8%	4.9%
Apr	\$6.99	\$13.09	\$16.76	\$16.99	87.1%	28.1%	-1.3%
May	\$8.02	\$14.13	\$12.04	\$16.26	76.3%	-14.8%	-25.9%
Jun	\$8.01	\$13.90	\$10.58	\$12.74	73.5%	-23.9%	-16.9%
Jul	\$8.26	\$15.85	\$11.72	\$12.88	91.9%	-26.1%	-9.0%
Aug	\$9.04	\$16.30	\$11.32	\$13.59	80.3%	-30.6%	-16.7%
Sep	\$9.24	\$13.66	\$11.12	\$13.16	47.9%	-18.6%	-15.5%
Oct	\$10.05	\$15.74	\$12.33	\$14.34	56.7%	-21.7%	-14.0%
Nov	\$10.01	\$14.87			48.6%		
Dec	\$10.61	\$15.18			43.1%	}	

## **Home Health**



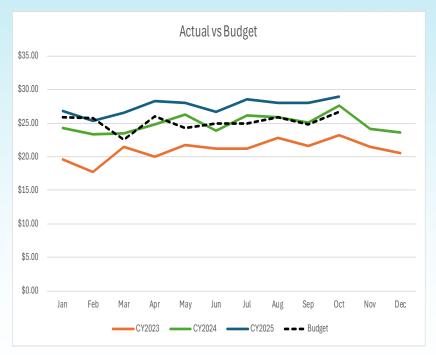
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$4.84	\$7.36	\$7.42	\$6.90	52.1%	0.8%	7.5%
Feb	\$4.50	\$6.78	\$6.82	\$7.80	50.8%	0.5%	-12.6%
Mar	\$4.80	\$7.21	\$7.59	\$7.06	50.4%	5.3%	7.5%
Apr	\$4.99	\$7.34	\$7.28	\$7.90	47.1%	-0.8%	-7.9%
May	\$5.23	\$6.39	\$6.79	\$7.27	22.3%	6.2%	-6.6%
Jun	\$5.31	\$5.77	\$6.39	\$6.62	8.8%	10.7%	-3.4%
Jul	\$5.58	\$6.03	\$6.53	\$6.55	8.1%	8.3%	-0.3%
Aug	\$5.67	\$5.76	\$6.75	\$6.83	1.5%	17.2%	-1.1%
Sep	\$6.08	\$6.64	\$5.90	\$6.53	9.3%	-11.2%	-9.7%
Oct	\$6.05	\$6.87	\$3.22	\$7.03	13.5%	-53.1%	-54.2%
Nov	\$6.26	\$6.81	}		8.8%		
Dec	\$6.69	\$6.77	}		1.3%		

## **Inpatient**



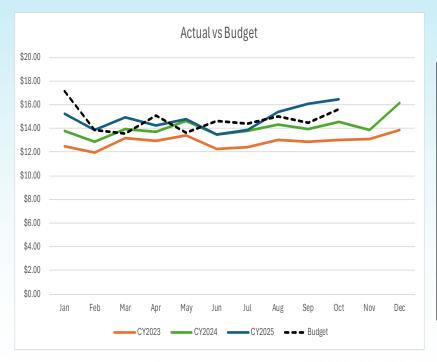
		Incurred	PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$72.81	\$78.69	\$83.15	\$89.54	8.1%	5.7%	-7.1%
Feb	\$61.91	\$71.04	\$73.15	\$83.20	14.7%	3.0%	-12.1%
Mar	\$68.39	\$75.07	\$81.20	\$80.37	9.8%	8.2%	1.0%
Apr	\$64.14	\$74.98	\$79.18	\$80.70	16.9%	5.6%	-1.9%
May	\$68.61	\$76.47	\$81.12	\$76.34	11.5%	6.1%	6.3%
Jun	\$65.52	\$74.50	\$77.49	\$77.23	13.7%	4.0%	0.3%
Jul	\$66.85	\$79.43	\$81.06	\$76.82	18.8%	2.1%	5.5%
Aug	\$71.65	\$80.41	\$83.63	\$79.84	12.2%	4.0%	4.7%
Sep	\$63.43	\$76.79	\$85.70	\$76.20	21.1%	11.6%	12.5%
Oct	\$72.79	\$82.09	\$83.08	\$81.88	12.8%	1.2%	1.5%
Nov	\$65.09	\$73.79			13.4%		
Dec	\$73.10	\$84.00			14.9%		

## **Outpatient**



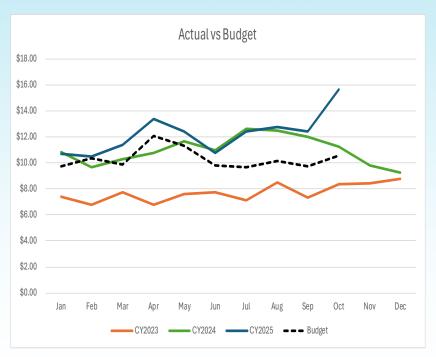
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$19.64	\$24.33	\$26.82	\$25.85	23.9%	10.3%	3.7%
Feb	\$17.72	\$23.39	\$25.28	\$25.69	32.0%	8.1%	-1.6%
Mar	\$21.50	\$23.52	\$26.53	\$22.53	9.4%	12.8%	17.7%
Apr	\$20.00	\$24.77	\$28.23	\$25.99	23.8%	14.0%	8.6%
May	\$21.74	\$26.28	\$28.02	\$24.26	20.9%	6.6%	15.5%
Jun	\$21.14	\$23.92	\$26.65	\$24.96	13.2%	11.4%	6.8%
Jul	\$21.18	\$26.15	\$28.55	\$24.87	23.5%	9.2%	14.8%
Aug	\$22.74	\$25.91	\$28.03	\$25.90	14.0%	8.2%	8.3%
Sep	\$21.66	\$25.07	\$28.00	\$24.76	15.8%	11.7%	13.1%
Oct	\$23.14	\$27.56	\$28.95	\$26.65	19.1%	5.0%	8.7%
Nov	\$21.47	\$24.14			12.4%		
Dec	\$20.56	\$23.64		}	15.0%		

## **Emergency Room**



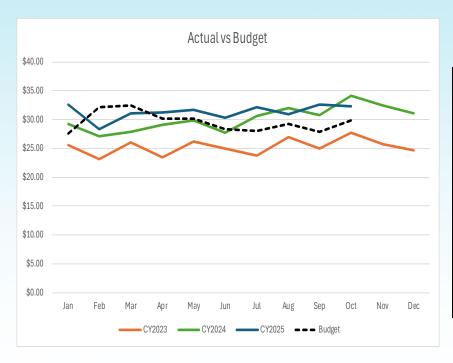
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$12.53	\$13.78	\$15.21	\$17.17	10.0%	10.4%	-11.4%
Feb	\$11.95	\$12.88	\$13.88	\$13.89	7.8%	7.8%	-0.1%
Mar	\$13.18	\$13.95	\$14.97	\$13.60	5.9%	7.3%	10.1%
Apr	\$12.93	\$13.73	\$14.23	\$15.11	6.2%	3.6%	-5.8%
May	\$13.39	\$14.61	\$14.76	\$13.68	9.1%	1.1%	8.0%
Jun	\$12.28	\$13.47	\$13.48	\$14.65	9.7%	0.0%	-8.0%
Jul	\$12.42	\$13.80	\$13.89	\$14.40	11.1%	0.6%	-3.5%
Aug	\$13.05	\$14.29	\$15.40	\$15.04	9.5%	7.8%	2.4%
Sep	\$12.84	\$13.92	\$16.10	\$14.45	8.4%	15.6%	11.4%
Oct	\$13.05	\$14.54	\$16.50	\$15.61	11.4%	13.5%	5.7%
Nov	\$13.09	\$13.85			5.8%		
Dec	\$13.90	\$16.19			16.4%		

## **Other Medical Professional (no FQHC)**



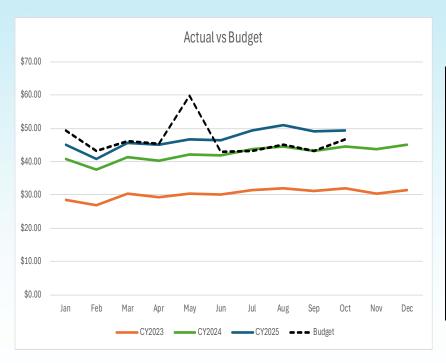
		Incurred	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$7.37	\$10.87	\$10.68	\$9.71	47.4%	-1.7%	10.0%
Feb	\$6.79	\$9.66	\$10.48	\$10.35	42.3%	8.4%	1.2%
Mar	\$7.76	\$10.25	\$11.41	\$9.89	32.0%	11.3%	15.4%
Apr	\$6.79	\$10.76	\$13.35	\$12.06	58.6%	24.0%	10.7%
May	\$7.62	\$11.66	\$12.41	\$11.29	53.0%	6.4%	9.9%
Jun	\$7.76	\$10.95	\$10.76	\$9.78	41.1%	-1.7%	10.0%
Jul	\$7.12	\$12.62	\$12.43	\$9.67	77.2%	-1.6%	28.4%
Aug	\$8.48	\$12.51	\$12.76	\$10.13	47.5%	2.0%	26.0%
Sep	\$7.36	\$12.02	\$12.39	\$9.74	63.3%	3.1%	27.2%
Oct	\$8.36	\$11.28	\$15.61	\$10.54	34.9%	38.5%	48.1%
Nov	\$8.44	\$9.84			16.6%		
Dec	\$8.76	\$9.23			5.4%		

## **Specialist Claims**



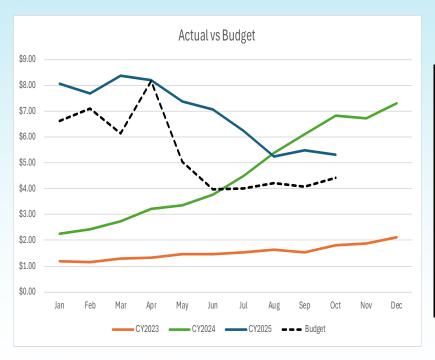
		Incurre	d PMPM		Tre	nds	Variance to
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$25.55	\$29.26	\$32.66	\$27.57	14.5%	11.6%	18.5%
Feb	\$23.21	\$27.06	\$28.35	\$32.16	16.6%	4.8%	-11.8%
Mar	\$26.07	\$27.85	\$31.10	\$32.54	6.9%	11.7%	-4.4%
Apr	\$23.39	\$29.06	\$31.25	\$30.19	24.2%	7.6%	3.5%
May	\$26.16	\$29.80	\$31.69	\$30.19	13.9%	6.3%	5.0%
Jun	\$25.01	\$27.71	\$30.31	\$28.35	10.8%	9.4%	6.9%
Jul	\$23.74	\$30.64	\$32.09	\$28.11	29.1%	4.7%	14.2%
Aug	\$26.99	\$31.96	\$30.89	\$29.20	18.4%	-3.4%	5.8%
Sep	\$25.04	\$30.86	\$32.69	\$27.85	23.3%	5.9%	17.4%
Oct	\$27.76	\$34.12	\$32.34	\$29.90	22.9%	-5.2%	8.1%
Nov	\$25.80	\$32.42			25.7%		
Dec	\$24.70	\$31.11			26.0%		

## **Long Term Care**



	Incurred PMPM				Tre	Variance to	
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$28.61	\$40.82	\$44.96	\$49.32	42.7%	10.1%	-8.8%
Feb	\$26.99	\$37.67	\$40.87	\$43.21	39.6%	8.5%	-5.4%
Mar	\$30.27	\$41.33	\$45.48	\$46.10	36.5%	10.0%	-1.3%
Apr	\$29.33	\$40.26	\$44.97	\$45.29	37.2%	11.7%	-0.7%
May	\$30.31	\$42.23	\$46.70	\$59.71	39.3%	10.6%	-21.8%
Jun	\$30.01	\$41.92	\$46.45	\$43.04	39.7%	10.8%	7.9%
Jul	\$31.49	\$43.80	\$49.31	\$43.20	39.1%	12.6%	14.2%
Aug	\$31.88	\$44.43	\$50.82	\$45.14	39.4%	14.4%	12.6%
Sep	\$31.28	\$43.25	\$49.07	\$43.30	38.3%	13.5%	13.3%
Oct	\$31.95	\$44.64	\$49.38	\$46.77	39.7%	10.6%	5.6%
Nov	\$30.49	\$43.67			43.3%		
Dec	\$31.53	\$45.19			43.3%		

## **Community Supports**



	Incurred PMPM				Tre	Variance to	
Service Month	CY2023	CY2024	CY2025	Budget	CY2024	CY2025	Budget
Jan	\$1.18	\$2.25	\$8.05	\$6.62	91.5%	257.2%	21.7%
Feb	\$1.14	\$2.41	\$7.69	\$7.10	111.9%	218.7%	8.3%
Mar	\$1.29	\$2.72	\$8.36	\$6.12	110.8%	207.3%	36.7%
Apr	\$1.32	\$3.22	\$8.20	\$8.16	144.1%	154.5%	0.4%
May	\$1.46	\$3.37	\$7.38	\$5.04	130.2%	119.1%	46.4%
Jun	\$1.46	\$3.78	\$7.08	\$3.96	159.3%	87.4%	78.7%
Jul	\$1.54	\$4.48	\$6.25	\$4.00	189.9%	39.5%	56.1%
Aug	\$1.65	\$5.38	\$5.26	\$4.21	226.1%	-2.3%	24.7%
Sep	\$1.53	\$6.10	\$5.50	\$4.07	297.9%	-9.8%	35.1%
Oct	\$1.80	\$6.82	\$5.32	\$4.43	279.0%	-22.1%	20.0%
Nov	\$1.88	\$6.72			257.0%		
Dec	\$2.12	\$7.29			243.7%		

## **Acronyms & Definitions**

CCA - Covered California

CMS – Centers for Medicare & Medicaid Services

CY- Calendar Year

DHCS - Department of Health Care Services

D-SNP – Dual Eligible Special Needs Plan (Medicare and Medi-Cal)

ECM – Enhanced Care Management

EPP - Enhanced Payment Program

FFS – Fee for Service

FTE - Full Time Employee

G&A – General & Administrative

IBNP - Incurred But Not Paid

IT – Information Technology

LTC - Long Term Care

MCO - Managed Care Organization

MDP - Manufacturing Discount Program

MEP - Medical Expenditure Percentages

MOT – Major Organ Transplant

PHDP – Private Hospital Directed Payment

QIP - Quality Incentive Pool

SIS – Satisfactory Immigration Status

SNF - Skilled Nursing Facility

UIS – Unsatisfactory Immigration Status

TNE - Tangible Net Equity

TRI – Targeted Rate Increases

# THE GOVERNING BOARD OF THE INLAND EMPIRE HEALTH PLAN

Inland Empire Health Plan
Dr. Bradley P Gilbert Center for
Learning and Innovation – Board Room
9500 Cleveland Avenue
Rancho Cucamonga, CA 91730

#### DRAFT - MINUTES OF THE OCTOBER 14, 2025, REGULAR MEETING

## **Governing Board Members Present:**

Supervisor Yxstian Gutierrez Dr. Dan Anderson Supervisor Karen Spiegel Drew Williams Supervisor Jesse Armendarez Eileen Zorn

**Governing Board Members Absent:** Supervisor Curt Hagman

**Governing Board Member Vacancy:** None

## **Inland Empire Health Plan Employees and Legal Counsel Present:**

Jarrod McNaughton, Chief Executive Officer Vinil Devabhaktuni, Chief Digital and

Information Officer Edward Juhn, Chief

Medical Officer

Sylvia Lozano, Chief Transformation Officer

Michelle Rai, Chief Communications &

Marketing Officer

Tim Rielly, Consultant Chief Financial Officer

Supriya Sood, Chief People Officer Susie White, Chief Operations Officer Anna Wang, Esq., Vice President, General Counsel Raymond Mistica, Esq. Deputy County Counsel

Tim Reilly, Consultant CFO

Carol Chio, Vice President, Actuarial Services Vickie Johnson, Director, Financial Planning and

Analysis

Lucian Starks, Vice President, Chief of Staff

Annette Taylor, Secretary to the Governing Board

**IEHP Staff Absent:** Genia Fick, Chief Quality Officer; Victoria Ostermann, Vice President, Government Affairs

Guest(s): James LoCurto, San Bernardino County, TAD Director,

Allison Gonzalez, Riverside County, Self Sufficiency Assistant Director

Matt Daniels, Riverside County, Administration Deputy Director

#### I. <u>Call to Order:</u>

Chair Gutierrez called the November 13, 2025, regular meeting of the Inland Empire Health Plan Governing Board to order at 9:12 a.m.

#### II. Pledge of Allegiance:

#### III. Roll Call:

IV. Agenda Changes: None.

- V. Public Comment: S. Wagar Naqvi, addressed the Board concerning Consent Item 23.
- VI. <u>Conflict of Interest Disclosure:</u> Chair Gutierrez announced:

"For the record, please note that as members of the Riverside County Board of Supervisors, I nor my colleague, Supervisor Spiegel, have any financial interest in Consent Item 28 that would constitute a disqualifying conflict of interest. Our vote on this item is in our capacity as IEHP Governing Board members".

VII. Adopt and Approve the Meeting Minutes from October 14, 2025, Meeting of the Governing Board of the Inland Empire Health Plan.

Action: On motion of Member Anderson and seconded by Member Zorn, the Meeting Minutes from the October 14, 2025, Regular Meetings of the Governing Board of the Inland Empire Health Plan were approved as presented. (Anderson/Zorn; Hagman Absent)

## VIII. Consent Agenda:

\*Item 23 on the Consent Agenda was pulled for further discussion by Member Spiegel.

Action: On motion of Member Hagman and seconded by Member Armendarez, Items 1 – 22 and Items 24 – 28 on the Consent Agenda were approved as presented. (Anderson/Zorn; Hagman Absent)

Item 23: Approve the Award of Request for Proposal #25-06636 for Transportation Management System, and Delegation of Authority to Approve Contractual Documents with, MediDrive LLC: Mike Grant, Vice President, Member Experience, outlined the Request for Proposal and selection process.

Action: On motion of Member Zorn and seconded by Member Spiegel, Item 23 on the Consent Agenda was approved as presented. (Zorn/Spiegel; Armendarez not present; Hagman Absent)

\*\*Member Armendarez, stepped away at 9:16 and returned at 9:23 a.m.

#### IX. Policy Agenda and Status Report on Agency Operations (Board Report #366)

#### ADMINISTRATION (Jarrod McNaughton):

Mr. McNaughton presented the following Administration section of the Status Report:

#### <u>Item 29: Chief Executive Officer Update:</u>

Mr. McNaughton presented the CEO update for November 2025 and introduced Thomas Pham, Vice President, Strategy, joined by James LoCurto, San Bernardino County, TAD Director, Allison Gonzalez, Riverside County, Self Sufficiency Assistant Director, and Matt Daniels, Riverside County, Administration Deputy Director, to discuss the Medi-Cal Eligibility section of the Chief Executive Office Update.

\*Members Gutierrez, Armendarez, Zorn, and Anderson commented on the update.

#### Item 30: Board Education – Timely Access:

Susie White, Chief Operating Officer, introduced Kirk Fermin, Director, Provider Network, who presented an overview of Timely Access.

\*Member Zorn commented on the presentation.

## All Status Report items for the Administration Department were reviewed and accepted by the Governing Board

## FINANCE DEPARTMENT (Tim Rielly):

Mr. Rielly presented the following Finance section of the Status Report:

#### <u>Item 31: Monthly Financial Review:</u>

Mr. Rielly, Carol Chio, Vice President, Actuarial Services, and Vickie Johnson, Director, Financial Planning and Analysis, presented the financials for PE093025.

## <u>Item 32: Adopt and Approve the Inland Empire Health Plan Interim Calendar Year 2026 Operational And Capital Budget:</u>

Mr. Rielly, Carol Chio, Vice President, Actuarial Services, and Vickie Johnson, Director, Financial Planning and Analysis, presented the Calendar Year 2026 Operational and Capital Budget for approval.

\*Members Spiegel, Gutierrez, and Zorn commented on the presentation.

Action: On motion of Member Zorn and seconded by Member Anderson, Item 32 on the Policy Agenda was approved as presented. (Zorn/Anderson; Hagman Absent)

## All Status Report items for the Finance Department were reviewed and accepted by the Governing Board

- X. Comments from the Public on Matters Not on The Agenda:
  - S. Waqar Naqvi with Yamsol addressed the Board and submitted a letter into the record (attached at the end of these Meeting Minutes).
- XI. Board Comments: None
- XII. <u>Closed Session:</u> With no reportable action as a result of the day's Closed Session, Chair Gutierrez asked the Clerk to read the items into the record, then adjourned the November 13, 2025, IEHP Governing Board Meeting.

*Clerk read the following:* 

- 1. With respect to every item of business to be discussed in closed session pursuant to California Government Code Section 54957 (b) (1):
  - a. PUBLIC EMPLOYEE PERFORMANCE EVALUATION:

Title: Chief Executive Officer, Inland Empire Health Plan

- 2. With respect to every item of business to be discussed in closed session pursuant to Government Code Section 54957.6:
  - a. Conference with labor negotiator: Agency Negotiator Supriya Sood, Chief People Officer, Re: unrepresented employee (Chief Executive Officer).

#### XIII. Adjournment

Chair Gutierrez adjourned the November 13, 2025, IEHP Governing Board meeting at 10:36 a.m.

The Approved Governing Board Minutes for November 13, 2025, will have a copy of the IEHP Board Report #366 attached

These Meeting Minutes were duly adopted and approved on December 8, 2025.

Annette Taylor Secretary to the IEHP Governing Board



## **NEMT Pilot Evaluation and Contract Award: A Request for Review**

Good afternoon, members of the board and IEHP representatives. Thank you for the opportunity to speak.

I participated in the recent pilot program intended to evaluate Transportation Management System, for IEHP. My team invested significant time and resources over the past several weeks to assist IEHP in identifying a stable, cost-effective, and scalable platform.

At the conclusion of the pilot, we submitted a detailed diagnostic report summarizing the technical results of the integrations, including system performance, functionality, and compliance with IEHP's requirements. To date, we have not received any acknowledgment or feedback regarding that report.

From our direct experience, the Kinetik platform successfully completed the integration and demonstrated reliable functionality during testing. In contrast, MediDrive's system was unable to complete integration successfully. Given these objective findings, the recent announcement that MediDrive was awarded the contract has generated considerable confusion among transportation providers who participated in and supported the pilot. Many of us were under the impression that the purpose of this process was to select the vendor that performed most effectively and efficiently during the pilot evaluation.

In light of that, I respectfully request clarification on three points:

- 1. Was the pilot performance data, including our diagnostic report, reviewed and considered prior to the final selection?
- 2. What specific evaluation criteria and weighting were used in determining the outcome?
- 3. What was the rationale for selecting a vendor whose system did not meet the integration benchmarks established by IEHP?

These questions are raised in the spirit of transparency and shared accountability. As you know, the provider community still remembers the disruption caused by prior unsuccessful software implementations. Many of us participated in this pilot precisely to help IEHP avoid a repeat of those issues.

I respectfully ask that this board review the procurement record, consider the objective technical data, and provide a clear explanation to the providers and members who will ultimately be affected by this decision.

Thank you for your time and consideration.

Waqar Naqvi CEO YAMSOL



## INLAND EMPIRE HEALTH PLAN

## **Procurement Report**

**Professional Services Agreements, Contracts, and Amendments** 

Items on this summary report are being processed in conjunction with the December 8, 2025
Governing Board Meeting



# Procurement Report as of December 8, 2025

	Vendor	Purpose	Contract Amount	Budget	Effective Date	Department
1	ABMS Solutions, LLC	A CertiFacts Online Subscription Agreement	\$21,660	Included in CY2025	12/14/25	Information Technology
2	All Service Moving dba ASM LLC First Amendment	A Professional Services Agreement (PSA) for Moving Services and IT Disconnect-Reconnect Services	\$50,000	Included in CY2026	01/01/26	Finance
3	ATTAC Consulting Group, LLC First Amendment	A Professional Services Agreement (PSA) Medicare Data Validation (MDV) Auditing Services for Parts C & D Reporting	\$79,900	Included in CY2026	01/01/26	Information Technology
4	Charter Communications Holdings, LLC - Spectrum Reach	An Enterprise Service Order (SOF) for Ethernet at the Riverside Community Wellness Center (CWC)	\$471,600	Included in CY2025	11/18/25	Information Technology
5	Corovan Moving & Storage Co. First Amendment	A Professional Services Agreement (PSA) for Moving Services and IT Disconnect-Reconnect Services	\$150,000	Included in CY2026	01/01/26	Finance
6	CSI International Inc. dba Global Engagement Solutions Fifth Amendment	A License and Services Agreement (LSA) for the Employee Recognition Program	\$672,240	Included in CY2026	01/01/26	Information Technology
7	E-Logic Inc. First Amendment	A Professional Services Agreement (PSA) for Moving Services and IT Disconnect-Reconnect Services	\$200,000	Included in CY2026	01/01/26	Finance
8	Guzmania Plantscapes Second Amendment	A Professional Services Agreement (PSA) for Interior Plant Maintenance for the Atrium & Learning and Innovation Center	\$46,840	Included in CY2025	12/01/25	Finance
9	Holly LeMaster dba Genuine Enterprises Second Amendment	A Professional Services Agreement (PSA) for Executive Coaching Services	\$50,000	Included in CY2026	01/01/26	Administration
10	Integrated Pest Control Management, Inc. Second Amendment	A Professional Services Agreement (PSA) for Pest Control Services	\$30,000	Included in CY2026	01/01/26	Finance
11	J.D. Power	A Certified Customer Service Program License Agreement	\$20,750	Included in CY2025	10/31/25	Operations
12	Lingo Systems, LLC dba. Language Line Translation Solutions First Amendment	A Professional Services Agreement (PSA) for Member Materials Translation Services	\$0	Included in CY2026	01/01/26	Marketing
13	Micro-Dyn Medical Systems, LLC Second Amendment	A Master License Agreement (MLA)	\$33,722	Included in CY2025	11/16/25	Information Technology
14	Micromedex LLC Renewal	A Subscription Software Agreement & Order Transaction Document	\$61,115	Included in CY2025	09/30/25	Information Technology
15	Moss Adams-Baker Tilly US, LLC Third Amendment	A Professional Services Agreement (PSA) for Annual Financial Auditing Services	\$0	Included in CY2026	01/02/26	Finance
16	Pavion Corp. First Amendment	A Professional Services Agreement (PSA) for Security Access Control Intrusion Alarm Monitoring	\$198,000	Included in CY2026	11/14/25	Finance



# Procurement Report as of December 8, 2025

	Vendor	Vendor Purpose		Budget	Effective Date	Department
17	Proforma Graphic Printsource	A Professional Services Agreement (PSA) for Promotional Items	\$1,000,000	Included in CY2026	01/01/26	Marketing
18	ZixCorp Systems, Inc.	An Advanced Software Subscription	\$69,235	Included in CY2025	12/01/25	Information Technology