

**FINANCE COMMITTEE**  
 Wednesday, March 25<sup>th</sup> @ 3:30 P.M.  
 50 Water Street, 7<sup>th</sup> Floor Board Room  
 New York, N.Y. 10004

**AGENDA**

<b>Call To Order</b>	<b>Frederick Covino</b>
<b>Old Business</b>	
<b>Adoption of Minutes</b>   December 10 <sup>th</sup> , 2025	<b>Frederick Covino</b>
<b>Action Items</b>	
a. <i>Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute contracts with four (4) law firms to provide legal services on an as-needed basis for MetroPlus. The firms are Greenberg Traurig LLP, Hinman Straub P.C., Sher Tremonte LLP and Tarter Krinsky &amp; Drogin LLP. The contracts shall be for a term of 3 years with two options to renew for a 1-year term each, solely exercisable by MetroPlus, for a cumulative amount not to exceed \$2,500,000 for a total 5-year contract period.</i>	<b>Steven Stein Cushman</b>
b. <i>Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a contract with Health Management Systems, Inc. (“HMS”) for third party health insurance identification and recovery services, for an amount not to exceed \$15,000,000, for the total 5-year contract period.</i>	<b>Lauren Leverich Castaldo</b>
c. <i>Authorizing the amendment to the best interest contract resolution approved by the MetroPlus Board of Directors on September 26, 2025 with SourEdge Solutions, LLC (“SourEdge”) for data migration and conversion professional services, for an amount not to exceed \$2,300,000 including contingency, for an 18-month contract and authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) to reallocate the approved spending authority and execute a best interest contract with SourEdge Solutions, LLC (“SourEdge”) for implementation of a solution for converted data testing, in the amount of \$2,300,000 for a one year term.</i>	<b>Ganesh Ramratan</b>
d. <i>Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the spending authority for the contract with SourEdge Solutions, LLC (“SourEdge”) to implement, integrate and license an enterprise data hub solution, in the amount of \$720,000 for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term.</i>	<b>Ganesh Ramratan</b>
<b>New Business</b>	
Finance Committee Report	<b>Lauren Leverich Castaldo</b>

<b>Executive Session</b>	
<b>Adjournment</b>	<b>Frederick Covino</b>

**Minutes  
of  
December 10<sup>th</sup>, 2025  
Finance Committee Meeting**

MetroPlus Health Plan, Inc.

**Finance Committee Meeting**

Wednesday, December 10<sup>th</sup>, 2025

**MetroPlus Health Plan, Inc. Finance Committee Minutes**

The meeting of the Finance Committee of the MetroPlus Health Plan, Inc. (hereafter “MetroPlus or the Plan”) was held in the 7<sup>th</sup> Floor Boardroom at 50 Water Street, New York, NY 10004 on the 10<sup>th</sup> day of December 2025 at 12:30 P.M. pursuant to a notice which was sent to all the Committee Members of the Corporation by the Secretary. The following Committee Members were present in-person:

**Sally Hernandez-Pinero**

**Frederick Covino**

**Dr. Talya Schwartz**

**James Cassidy**

Frederick Covino, Chair of the Finance Committee, called the meeting to order at 12:30 P.M. and Angela Minerva kept the minutes thereof.

**ADOPTION OF THE MINUTES**

The minutes of the Finance Committee meeting held on September 25<sup>th</sup>, 2025, were presented to the Committee. On a motion by Frederick Covino and duly seconded, the Committee adopted the minutes.

**ACTION ITEMS**

Frederick Covino advised that we begin the meeting by covering the Action Items. A **first** resolution was presented by Lauren Leverich Castalto, Chief Financial Officer and Friedrich (Nick) Huober, Senior Director of Risk Adjustment.

*Authorizing the submission of a resolution to the Board of Directors of the New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) to increase the contract authority for Change Healthcare Inc. (“Change”) in the amount of \$3,100,000, which includes a 15% contingency, for a total not-to-exceed authority amount of \$23,285,000 for the remaining contract term.*

Nick Huober provided a detailed overview of the Background, Authority Increase Justification, Procurement and Contract Details and Board Approval Request.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

A **second** resolution was presented by Ganesh Ramratan, Chief Information Officer, for Committee Approval.

***(“MetroPlus” or the “Plan”) to execute a one-year best interest contract extension and increase the spending authority, with Availity LLC (“Availity”) for an amount not to exceed, \$1,500,000 for a total not to exceed contract authority amount of \$2,500,000.***

Ganesh Ramratan provided a detailed overview of the Background, Increased Authority Justification and Board Approval Justification.

Committee Members commented on how pleased they are that Availity will be stepping.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

### **Executive Session**

Frederick Covino called the meeting into Executive Session at 12:37 A.M. so the Finance Committee could receive legal advice from the Chief Counsel; the Finance Committee resumed the official meeting at 1:04 P.M.

A **third** resolution was presented by Lauren Leverich Castalto, Chief Financial Officer for Board approval.

***Authority of the MetroPlus Health Plan, Inc. (the “Plan”), for Calendar Year 2026.***

Lauren Leverich provided a detailed overview of the FY2026 Budget, FY 2025 vs. FY 2026 Personnel Services Budget Bridge, FY 2026 Capital Expense Proposal, 2026 Membership Projection, FY2026 vs. FY2025 Budgeted Income Statement Comparison, Year-Over-Year and Forecast Comparison.

Committee Members asked a question regarding the additional personnel spend; Lauren Leverich Castaldo responded.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

### **NEW BUSINESS**

#### **FINANCE COMMITTEE REPORT**

Frederick Covino asked Lauren Leverich Castaldo, Chief Financial Officer, to discuss the Q3 Finance Committee Report.

Lauren Leverich Castaldo presented the 2025 Q3 MMCOR P&L Financial Snapshot, Rate Updates, Administrative Expenses Budget vs. Actual, Q3 2025 Regulatory Reporting to

Forecast, Current Year Operating Income by Line of Business, Financial Performance – Assets, MetroPlusHealth Investments, Membership Trends 2022-2025, Marketshare, Recertifications and Risk Adjustment.

Committee Members asked a question regarding state accrual range; Lauren Leverich Castaldo responded.

There being no further business, Frederick Covino adjourned the meeting at 1:34 P.M.

# **Resolution**

## **a. Resolution**

## RESOLUTION

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute contracts with four (4) law firms to provide legal services on an as-needed basis for MetroPlus. The firms are Greenberg Traurig LLP, Hinman Straub P.C., Sher Tremonte LLP and Tarter Krinsky & Drogin LLP. The contracts shall be for a term of 3 years with two options to renew for a 1-year term each, solely exercisable by MetroPlus, for a cumulative amount not to exceed \$2,500,000 for a total 5-year contract period.*

**WHEREAS**, MetroPlus Health Plan, Inc. (“MetroPlus” or the “Plan”), a subsidiary corporation of the New York City Health and Hospitals (“NYC Health + Hospitals”), seeks specialized legal counsel experienced in serving health plans to supplement the assistance provided by the NYC Health + Hospitals Office of Legal Affairs; and

**WHEREAS**, MetroPlus requires a broad spectrum of legal services to cover the various legal issues and needs that arise from its wide array of products and legal needs; and

**WHEREAS**, an RFP for legal services was issued on September 25, 2025, in compliance with MetroPlus’ procurement policies and procedures; and

**WHEREAS**, the Evaluation Committee selected the four highest rated proposers, *Greenberg Traurig LLP, Hinman Straub P.C., Sher Tremonte LLP and Tarter Krinsky & Drogin LLP*, to provide these services; and

**WHEREAS**, the certificate of incorporation of MetroPlus Health reserves to the NYC Health + Hospitals Board of Directors the power to approve selection of outside legal counsel for the Plan.

**NOW THEREFORE**, be it

**RESOLVED**, that the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) is hereby authorized to execute contracts with four (4) law firms to provide legal services on an as-needed basis for MetroPlus. The firms are Greenberg Traurig LLP, Hinman Straub P.C., Sher Tremonte LLP and Tarter Krinsky & Drogin LLP. The contracts shall be for a term of 3 years with two options to renew for a 1-year term each, solely exercisable by MetroPlus, for a cumulative amount not to exceed \$2,500,000 for a total 5-year contract period.

**EXECUTIVE SUMMARY  
LEGAL SERVICES**

- 1** Greenberg Traurig LLP
- 2** Hinman Straub P.C.
- 3** Sher Tremonte LLP
- 4** Tarter Krinsky & Drogin LLP

**OVERVIEW:** The selected firms will provide specialized legal services for legal matters arising from regulatory and compliance oversight and implementation activities, agreements with providers and vendors and disputes arising out of such agreements, including, but not limited to, the following:

- Counseling for managed care statutory and regulatory requirements; provider and vendor contracting, negotiations, and litigation; and design of new reimbursement and risk-sharing models.
- Advisory and litigation work related to the False Claims Act, Anti-Kickback, Stark Law and other state and federal fraud and abuse laws.
- Health information privacy and security, including HIPAA, TCPA and state law privacy and security rules, cyber security, and data use agreements.

**PROCUREMENT:** MetroPlus issued an RFP for Legal services on September 25, 2025. 5 proposals were received, all 5 were deemed responsive and they were evaluated, and scored by an Evaluation Committee based on experience and managerial practices and cost and billing practices. The Evaluation Committee selected the 4 highest ranked vendors based on these criteria.

**TERM:** The term of the proposed contracts will be 3 years with 2 one-year options to renew.

**MWBE:** Due to the nature of the services, MWBE subcontracting was exempt for this procurement.

# Application to Enter Into Contract | Legal Services

**Steven Stein Cushman**

Chief Counsel

**MetroPlusHealth Finance Committee Meeting**

Wednesday, March 25<sup>th</sup>, 2026

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## BACKGROUND

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- MetroPlus is seeking legal firms to provide outside counsel services.
- MetroPlus requires new vendors because the current contracts expire on 3/31/2026.
- MetroPlus procured these new vendors through an RFP that was issued on September 25, 2026. Four law firms were selected:
  - Greenberg Traurig LLP (incumbent vendor)
  - Hinman Straub P.C.
  - Sher Tremonte LLP
  - Tarter, Krinsky & Drogin LLP
- MetroPlus is seeking authority in the amount not to exceed \$2,500,0000 for a total of 5 years across all four contracts.
- In 2021, the MetroPlus Board of Directors and the H+H Board of Directors, authorization for the legal services contracts was \$2 million and the total spend under those contracts is approximately \$1.65 million. The increase in authorization and expected spend is due to increases in the hourly rates which reflect 2026 rates rather than 2021 rates.

## SCOPE OF WORK

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- The selected firms will provide specialized legal services for legal matters arising from regulatory and compliance oversight and implementation activities, agreements with providers and vendors and disputes arising out of such agreements, including, but not limited to, the following:
  - Counseling for managed care statutory and regulatory requirements; provider and vendor contracting, negotiations, and litigation; and design of new reimbursement and risk-sharing models.
  - Advisory and litigation work related to the False Claims Act, Anti-Kickback, Stark Law and other state and federal fraud and abuse laws.
  - Health information privacy and security, including HIPAA, TCPA and state law privacy and security rules, cyber security, and data use agreements.
- MetroPlus will work with each firm according to their specific areas of specialization. Greenberg Traurig will serve as primary; day-to-day counsel and the other firms will be utilized depending on the nature and/or complexity of the legal matter. We do not intend to engage each firm at the same volume or scope.

# PROPOSAL CRITERIA

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## Minimum Criteria

Legal firm must attest that any legal personnel assigned to perform work under the contract must be members in good standing with the New York State Bar, with the exception that lawyers with specialized expertise in relevant areas who are not members of the NYS Bar may perform work in those specialized areas with approval by MetroPlus.

The firm must employ at least 25 attorneys.

The firm must have at least 5 years' experience with a NY Managed Care Organization.

## Evaluation Criteria

Experience & Managerial Practices	65%
Cost and Billing Practices	35%

## OVERVIEW OF PROCUREMENT

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- **9/25/25** | Request for Proposal sent to 9 firms and advertised on City Record.
- **10/24/25** | Proposals due. 5 proposals received; 5 firms met the minimum qualifications to proceed.
- **1/9/26 -1/14/2026** | Interviews with legal firms conducted.
- **1/30/26** | Final scoring concluded. Four vendors were selected by the evaluation committee which consisted of both MetroPlus and NYC Health + Hospitals Legal Departments.

## **BOARD APPROVAL REQUEST**

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- Seeking a 3-year contract with 2 one-year options to renew with all four vendors.
- Anticipated contract start date: 4/1/2026.
- Total Contract Authority Request - \$2,500,000.
- Due to the nature of the services, MWBE subcontracting was exempt for this procurement. MetroPlus is committed to building a supplier pool that reflects the diversity of the communities we serve and participation from certified MWBE vendors was still encouraged.



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## **b. Resolution**

## RESOLUTION

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a contract with Health Management Systems, Inc. (“HMS”) for third party health insurance identification and recovery services, for an amount not to exceed \$15,000,000, for the total 5-year contract period.*

**WHEREAS**, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

**WHEREAS**, is seeking a best interest contract with Health Management Systems (“HMS”) for third party health insurance identification and recovery services; and

**WHEREAS**, HMS has been a contracted partner of MetroPlus since 2011; and

**WHEREAS**, MetroPlus requires these services to maximize cost savings through cost avoidance with proactive identification of undisclosed coverage prior to claims payment; and

**WHEREAS**, MetroPlus is currently undergoing a core system implementation and significant programming and configurations of the vendors files has already been completed, and

**WHEREAS**, continuing with the vendor is in the best interest of MetroPlus; and

**NOW THEREFORE**, be it

**RESOLVED**, that the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) is hereby authorized to execute a contract with Health Management Systems, Inc. (“HMS”) for third party health insurance identification and recovery services, for an amount not to exceed \$15,000,000, for the total 5-year contract period.

## EXECUTIVE SUMMARY

### AUTHORIZING METROPLUS HEALTH PLAN, INC. TO CONTRACT WITH HEALTH MANAGEMENT SYSTEMS, INC. FOR THIRD PARTY HEALTH INSURANCE IDENTIFICATION AND RECOVERY SERVICES

**OVERVIEW:** MetroPlus seeks a vendor to provide third party health insurance identification (“TPHI”) and recovery services to maximize cost savings through cost avoidance with proactive identification of undisclosed coverage prior to claims payment.

**PROCUREMENT:** MetroPlus is seeking a best-interest contract with Health Management Systems, Inc. (“HMS”) to provide third party health insurance identification (“TPHI”) and recovery services. In addition to maximizing cost savings through cost avoidance, HMS will enhance the Plan’s identification of TPHI information, engage in recovery efforts with the primary insurance carrier, workers compensation, or the provider and use national eligibility database in other projects as applicable.

**PROPOSAL:** MetroPlus is seeking authorization to execute a best interest contract, with HMS in the amount of \$15,000,000, for the 5-year contract period.

# Application to Enter Into Contract | Third Party Identification & Recovery Services

**Lauren Leverich Castaldo**

Chief Financial Officer

**MetroPlusHealth Finance Committee Meeting**

Wednesday, March 25<sup>th</sup>, 2026

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## BACKGROUND

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- MetroPlus is seeking a best interest contract with Health Management Systems (“HMS”) for third party health insurance identification and recovery services.
- MetroPlus requires these services to maximize cost savings through cost avoidance with proactive identification of undisclosed coverage prior to claims payment.
- The services are currently provided across nearly all our lines of business. As part of this best interest contract, we plan to extend the services to our Essential Plan LOB.
- MetroPlus is seeking authorization to execute a best interest contract, with HMS in the amount of \$15,000,000 for a 5-year contract period.

# BACKGROUND

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- MetroPlus has successfully partnered with HMS since 2011.
- MetroPlus procured for TPI services in 2010, 2015 and 2020; HMS was selected each time.
- HMS is a national vendor for these services and provides TPI services to NYS Department of Health.
- HMS has provided solid outcomes in third-party recovery and cost avoidance.
- MetroPlus is electing to continue with the incumbent vendor and did not initiate a formal RFP process due to two primary considerations:
  - As part of the renewal discussions, the vendor has provided pricing reductions, and we are able to secure pricing for future years by executing this multi year agreement. Additionally, throughout the duration of our relationship, the vendor has not implemented price increases, demonstrating long-term pricing stability and continued value.
  - We are currently undergoing the Project Edge core system implementation and testing and configuration of HMS files into HRP has been completed for Wave 1, with additional implementation waves underway.

# COST REDUCTIONS

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## Overall Savings

- 10% reduction compared to 2025 rates across all LOBs.

## Fee Structure Improvements

- 1.5% reduction in vendor recovery fee structure.

## Transaction Fee Reductions

- **Record Adds:** Reduced by \$2.50 per record.
- **Term Records:** Reduced by \$15 per record.

# BOARD APPROVAL REQUEST

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- Seeking a 5-year contract, with annual options to renew.
- **Anticipated contract start date: 5/1/2026.**
- **Total Contract Authority Request is \$15,000,000.**



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## **c. Resolution**

## RESOLUTION

*Authorizing the amendment to the best interest contract resolution approved by the MetroPlus Board of Directors on **September 26, 2025 with SourcEdge Solutions, LLC (“SourcEdge”) for data migration and conversion professional services, for an amount not to exceed \$2,300,000 including contingency, for an 18-month contract and authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) to reallocate the approved spending authority and execute a best interest contract with SourcEdge Solutions, LLC (“SourcEdge”) for implementation of a solution for converted data testing, in the amount of \$2,300,000 for a one year term.***

**WHEREAS**, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

**WHEREAS**, MetroPlus originally planned for SourcEdge to develop a database with a user interface that will allow MetroPlus to access archived data from legacy systems; and

**WHEREAS**, through internal resource alignment, MetroPlus was able to complete the originally contemplated work in-house, eliminating the need to engage the vendor for this scope; and

**WHEREAS**, MetroPlus is requesting approval to reallocate the previously approved authority toward a revised scope of services with the same vendor; and

**WHEREAS**, the revised scope will provide a testing tool suite that can be reused for ongoing regression testing of data, and professional services to implement automated regression testing capabilities for converted data; and

**WHEREAS**, it is in the best interest of MetroPlus to contract with SourcEdge for this solution; and

**NOW THEREFORE**, be it

**RESOLVED**, that the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) is hereby authorized to reallocate the approved spending authority and execute a best interest contract with SourcEdge Solutions, LLC (“SourcEdge”) for implementation of a solution for converted data testing, in the amount of \$2,300,000 for a one-year term.

## EXECUTIVE SUMMARY

- OVERVIEW:** MetroPlusHealth is seeking authorization to amend the previously approved contract authority, with SourcEdge toward a revised scope that will create a test suite for automated regression testing that will enable MetroPlus to perform testing functions on converted data in the future.
- NEED:** SourcEdge is a trusted partner of MetroPlusHealth and has been integral in providing data configuration services for Project Edge, our large-scale implementation project currently underway. With this new scope, SourcEdge will run queries and audit data coming from PowerSTEPP and HRP to verify and test that data such as claims amounts, prior authorization and membership was loaded correctly to HRP and the Data Warehouse. While performing these services, SourcEdge will create a “test suite” for automated regression testing that will enable MetroPlus to perform testing functions on converted data in the future. This new scope will provide a reusable automated testing capability to support ongoing regression testing for HRP and the Data Warehouse. This approach enables MetroPlus to build a repeatable testing capability while maximizing the value of the previously approved funding.
- TERM:** The term of the proposed contract is 12 months.
- MWBE:** Exempt – Best Interest contract.

# Amendment to Contract Resolution | SourcEdge Solutions LLC.

**Ganesh Ramratan**

Chief Information Officer

**MetroPlusHealth Finance Committee Meeting**

Wednesday, March 25<sup>th</sup>, 2026

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# AMENDMENT REQUEST

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- MetroPlusHealth is seeking an amendment to the best interest contract authority approved by the MetroPlus Board of Directors on September 26, 2025, with SourcEdge Solutions LLC (“SourcEdge”) for the creation of a repository database that will house claims and care management data from our legacy system.
- Originally, we planned for SourcEdge to develop a database with a user interface that will allow MetroPlus to access archived data from our legacy systems – PowerSTEPP and CareConnect.
- Through internal resource alignment, MetroPlus was able to complete the originally contemplated work in-house, eliminating the need to engage the vendor for this scope.
- MetroPlus is requesting approval to reallocate the previously approved authority toward a revised scope of services with the same vendor.
- The revised scope will provide a testing tool suite that can be reused for ongoing regression testing of data, and professional services to implement automated regression testing capabilities for converted data within HRP and the Data Warehouse.
- MetroPlusHealth is seeking authorization to amend the previously approved contract authority, with SourcEdge in the amount of \$2,300,000.

# NEW SCOPE OF SERVICES

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- SourcEdge is a trusted partner of MetroPlusHealth and has been integral in providing data configuration services for Project Edge, our large-scale implementation project currently underway.
- With this new scope, SourcEdge will run queries and audit data coming from PowerStepp and HRP to verify and test that data such as claims amounts, prior authorization and membership was loaded correctly to HRP and the Data Warehouse.
- While performing these services, SourcEdge will create a “test suite” for automated regression testing that will enable MetroPlus to perform testing functions on converted data in the future.
- This new scope will provide a reusable automated testing capability to support ongoing regression testing for HRP and the Data Warehouse.
- This approach enables MetroPlus to build a repeatable testing capability while maximizing the value of the previously approved funding.

# BOARD APPROVAL REQUEST

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- MetroPlusHealth is seeking to amend the previously approved authority and execute a one-year agreement, with SourcEdge in the amount of \$2,300,000, for data testing services.
- **Contract Term:** 4/1/2026 - 3/31/2027.



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## **d. Resolution**

## RESOLUTION

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the spending authority for the contract with SourcEdge Solutions, LLC (“SourcEdge”) to **implement, integrate and license an enterprise data hub solution, in the amount of \$720,000 for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term.***

**WHEREAS**, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

**WHEREAS**, SourcEdge has developed a proprietary software solution which provides real time replication, transformation, and enterprise data hub; and

**WHEREAS**, the reverse conversion process which brings data into the MetroPlus Data Warehouse from the HealthEdge system, has required more time than originally projected due to the complexity of the underlying data structures; and

**WHEREAS**, additional effort has been required to address data integrity checks, data reconciliation, and to resolve issues tied to the complexity of the converted data; and

**WHEREAS**, MetroPlus is requesting additional spending authority to complete the work.

**NOW THEREFORE**, be it

**RESOLVED**, that the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) is hereby authorized to increase the spending authority for the contract with SourcEdge Solutions, LLC (“SourcEdge”) in the amount of \$720,000 for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term.

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## EXECUTIVE SUMMARY

**OVERVIEW:** MetroPlus is seeking additional authority for the Sole Source contract with SourcEdge Solutions LLC (“SourcEdge”) to implement and license their proprietary software solution which provides a real time replication, transformation, and enterprise data hub solution.

**NEED:** SourcEdge was selected in the best interest of MetroPlus. SourcEdge is a current vendor of MetroPlus and is providing data configuration services for Project Edge. This solution was introduced to help with our Data Warehouse. The DataChrome solution provides real-time replication transformation and an enterprise data hub for MetroPlus. It will supply real time operational data to MetroPlus systems, including customer service, portals, claim status, enrollment and the Enterprise Data Warehouse (“EDW”) from the new HealthEdge platform. SourcEdge will implement and integrate the DataChrome solution with MetroPlus’ current environments and the new HealthEdge environments. The reverse conversion process from HRP to the enterprise data warehouse has required more time than originally projected due to the complexity of the underlying data structures. Additional effort is required to address data integrity checks, data reconciliation, and to resolve issues tied to the complexity of the converted data.

**PROPOSAL:** MetroPlus is requesting additional authority in the amount of \$720,000, for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term. The additional authority will allow SourcEdge additional time to complete the reverse conversion work and stabilization activities required to implement and integrate the DataChrome solution to MetroPlus’ current environment and the new HealthEdge environments.

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# Application for Increased Spending Authority | SourcEdge Solutions

**Ganesh Ramratan**

Chief Information Officer

**MetroPlusHealth Finance Committee Meeting**

Wednesday, March 25<sup>th</sup>, 2026

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## BACKGROUND

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- MetroPlus is seeking additional authority for the Sole Source contract with SourcEdge Solutions LLC (“SourcEdge”) to implement and license their proprietary software solution which provides a real time replication, transformation, and enterprise data hub solution.
- The MetroPlus Board of Directors originally approved this resolution on December 12, 2024 for an amount not to exceed \$2,237,000.
- MetroPlus is requesting additional authority in the amount of \$720,000, for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term.
- The additional authority will allow SourcEdge additional time to complete the reverse conversion work and stabilization activities required to implement and integrate the DataChrome solution to MetroPlus’ current environment and the new HealthEdge environments.

## AUTHORITY INCREASE FOR RESOURCE EXTENSION

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- DataChrome was developed by SourcEdge. It has created a solution for real time replication and reverse conversion solution that brings data into the MetroPlus Data Warehouse from HRP.
- The reverse conversion process from HRP to the enterprise data warehouse has required more time than originally projected due to the complexity of the underlying data structures.
- As the work progressed, additional data tables were identified that required mapping, transformation, and validation. This expanded scope has increased the level of effort.
- MetroPlus' data tables and the HRP environment contain highly complex and interdependent data tables, which has required more detailed analysis and testing to ensure accurate and reliable data conversion.
- Following the Wave 1 go-live, stabilization activities have taken longer than anticipated. Additional effort has been required to address data integrity checks, data reconciliation, and to resolve issues tied to the complexity of the converted data.

## SPENDING AUTHORITY REQUEST

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<b>Original Contract Authority</b>	<b>\$2,237,000</b>
Increased Contract Authority Request	\$720,000
<b>New Total Contract Authority</b>	<b>\$2,957,000</b>

## **BOARD APPROVAL REQUEST**

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- **Increased Authority Request** – \$720,000
- **New Total Contract Authority** – 2,957,000
- **Contract Term** – January 1<sup>st</sup>, 2025- December 31<sup>st</sup>, 2026



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# **New Business**

# MetroPlusHealth

## Finance Committee Meeting

Wednesday, March 25<sup>th</sup>, 2026

# Finance Committee Report

**Lauren Leverich Castaldo**

Chief Financial Officer

Wednesday, March 25<sup>th</sup>, 2026

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# Finance 2025 Year End

## 2025 Q4 UTILIZATION SUMMARY

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- **IP Acute:** Slightly down overall; **HARP SUD** surpassed PY (+6% YoY). MH IP expense PMPM (-17% Q3-Q4 2025) and utilization (-14% Q3-Q4 2025) is trending down post Q2 2025.
- **IP Maternity:** Birth rate rising in **EP** (+37% YoY), **HARP**; dropping in **MCAD** (-10% YoY).
- **OP:** Continued growth, especially **EP** (+16% YoY), **CHP** (+26% YoY), **MCAD** (+6.5% YoY), **HARP** (+5.4% YoY) , **Gold** (+18% YoY).
- **Ambulatory Surgery:** Tracking in line with PY; strong in **MA** (+4%), **SNP** (+9% YoY), QHP (+36% YoY).
- **Emergency Department:** Utilization slightly lower vs PY, **PMPM higher**, driven by **MA, EP, SNP, MPH Gold**. **December flu surge** was especially impactful.
- **Urgent Care:** Seasonal upticks in **MCAD, CHP**; **December flu surge** was especially impactful.
- **Primary & Specialty Care:** Overall OP PCP visits up by (+1% YoY, 3.1 visits per member per year vs benchmark MMCOR 4 visits per member per year).
- **Post-Acute:** **SNF Sub-Acute Rehab** trending down across LOB.
- **LTSS:** **PCS & CDPAS** growth slowing—signs of stabilization.

# RATE UPDATES

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April 2026

## MLTC

- 0.1% decrease from Apr 2025 rate.
- **Primary Driver:** Base and trend updates to reflect material shift from CDPAS to PC services, FI carve-out (eff 8/2024), and NEMT carve-out (eff 3/1/2024).
- **Risk Score Update:** Slight negative decrease to acuity, remains lowest rating in the region.
- **Impact:** \$180K annual decrease.

## MAP

- 3.8% decrease from Apr 2025 rate.
- **Primary Driver:** Base and trend updates to reflect material shift from CDPAS to PC services, FI carve-out (eff 8/2024), and NEMT carve-out (eff 3/1/2024).
- **Risk Score Update:** Slight negative decrease to acuity, remains 2nd lowest rating in the region
- **Impact:** \$1.4M annual decrease.

# RATE UPDATES

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## April 2025 v2

### MCAD & HARP

- 1% and 0.6% increase, respectively. Initial rates were 9.9% and 1.2% increases above the April 2024 rates.
- **Primary Driver:** Statewide Fiscal Intermediary (FI) add-on and fee schedule updates.
- **Impact:** \$21.8M from previous rate.

## April 2024 v2 and Jan 2025

### HIV SNP

- -3% decrease due to post-trend updates (various fee schedule updates) and inclusion of MCO tax.
- **Primary Driver:** Dual population adjustment (count of dual members disenrolled after the unwind are lower than previously estimated by State actuary)
- **Impact:** -\$2.3M from previous rate.

# RISK ADJUSTMENT

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## Medicare Advantage

- Final BY25 Risk Scores increased by 3%, reflecting increased acuity of membership.
- Increased audit focus from CMS is expected to result in revenue "clawbacks" and additional compliance activities for plans.

## QHP

- Demonstrated coding compliance with our most successful RADV audit ever – our fifth year in a row reducing error rates!
- BY25 submission deadline is April 30, 2025. We are actively working to ensure data is accurate prior to submission.

## CHP

- Newly risk adjusted and a focus of provider and member engagement activities.
- Initial risk scores for PY25 were below regional average.

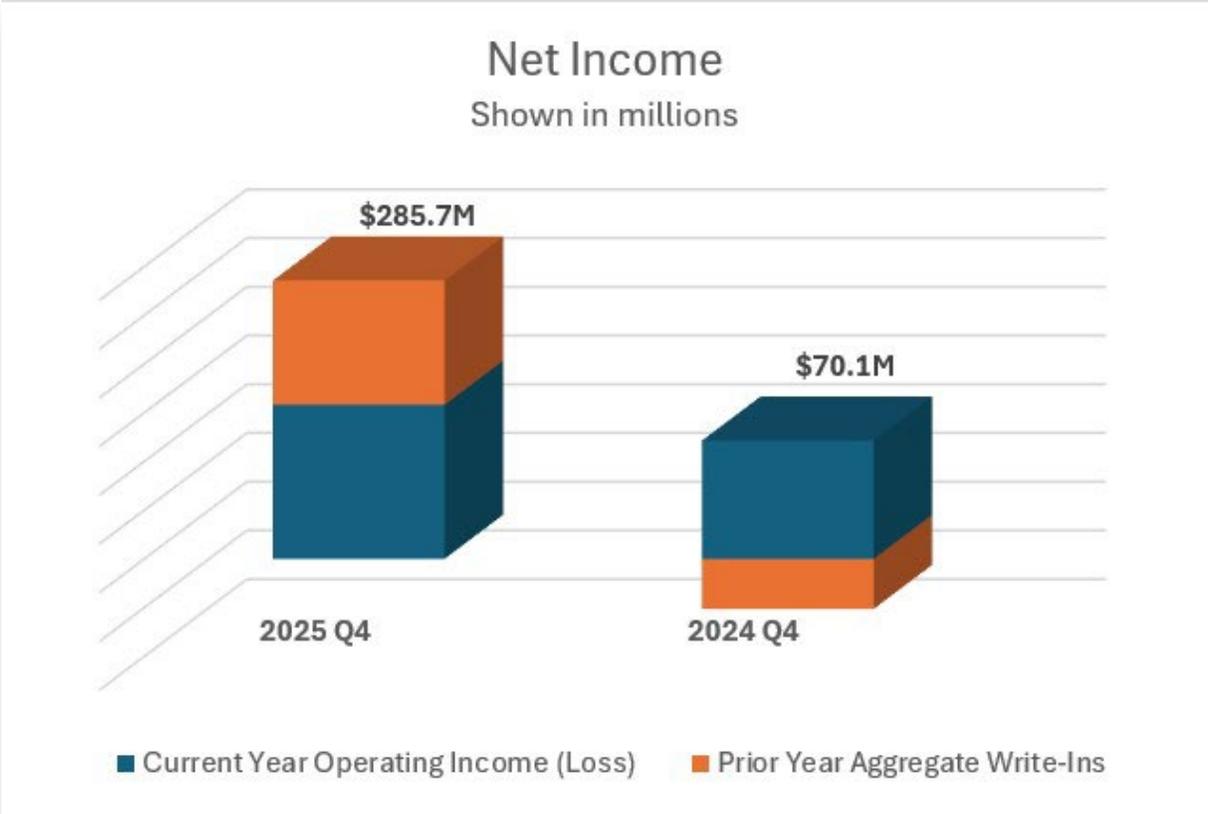
## Medicaid/HARP

- Increased engagement and data sharing with H+H expected to yield improved patient data and more accurate data submission to NYS.
- Risk scores for PY26 expected soon.

## Essential Plan

- Risk score increases for PY26 reflecting strong partnership with H+H on member engagement activities and improved data submission to NYS.

# NET INCOME BY LINE OF BUSINESS



## Strong Performance Year-over-Year

2025 performance included positive current year results plus favorable prior year adjustments

Top contributors – MetroPlus Gold, Medicaid, and Essential Plan lines of business.

Prior-year adjustments reflected improved claims experience and updated premium and encounter reconciliation outcomes.

# ALL LOB REVIEW

## All Lines of Business

All LOBs	2025 Year End	Forecast
Membership	690,008	695,797
Member Months	8,236,957	8,349,564
	<b>PMPM</b>	
Revenue	\$561.60	\$538.91
Expenses	\$457.36	\$456.72
Value Based Payment (VBP)	\$50.85	\$31.56
Administrative Expenses	\$45.05	\$47.41
Investment Income	\$8.66	\$8.14
State-Directed Payments/MCO Tax	\$2.21	\$1.49
Net Operating Income	\$19.20	\$12.85
Aggregate Write-Ins (PY)	\$15.48	
Net Income	\$34.69	

- Seeing an increase to Revenue due to unanticipated DOH rate change on Medicaid
- No material deviation to expense from total forecast
- Risk surplus increases driven by favorable H+H experience on Medicaid and Gold relative to forecast

## **ADMINISTRATIVE EXPENSE | BUDGET VS. ACTUAL**

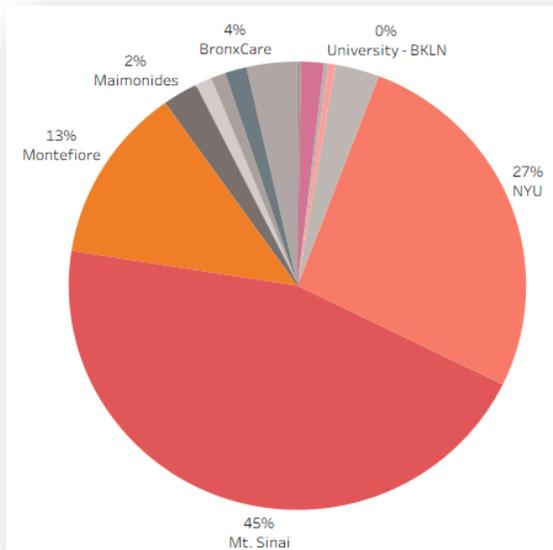
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- For the **12 months ending December 31, 2025**, the total administrative expenses of **\$369.5M** were **\$26.3M (6.6%) favorable** to budget, **\$14.2M** of which was driven by PS and **\$12.1M** of which was driven by OTPS.
- PS favorability was driven by a reduction in non-essential vacancies.
- OTPS favorability was driven by delayed timing on several H&H collaborations and favorable to forecast printing and postage charges.

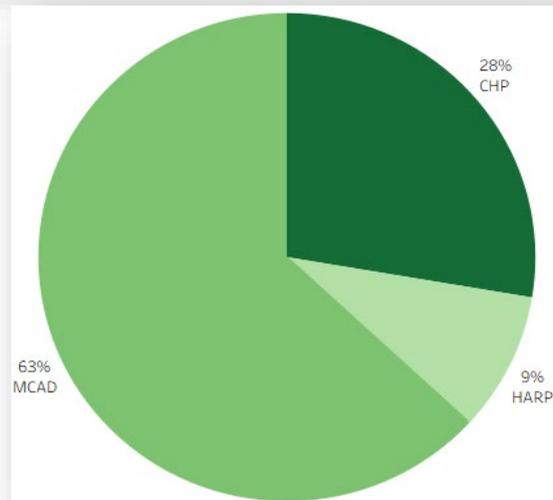
# VBP Performance

# METROPLUS VBP | Q4 2024 VS Q4 2025

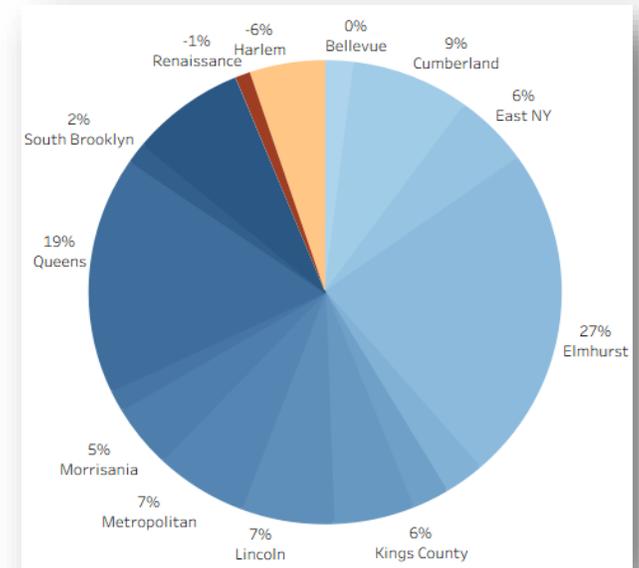
Risk Network <small>AZ</small>	Timeframe	
	Q4 2024	Q4 2025
H+H	\$51.04	\$60.49
MetroPlus	\$-91.58	\$-38.15
SOMOS	\$7.94	\$20.67
Total	\$34.36	\$43.82



Retained Risk Loss Attribution



SOMOS

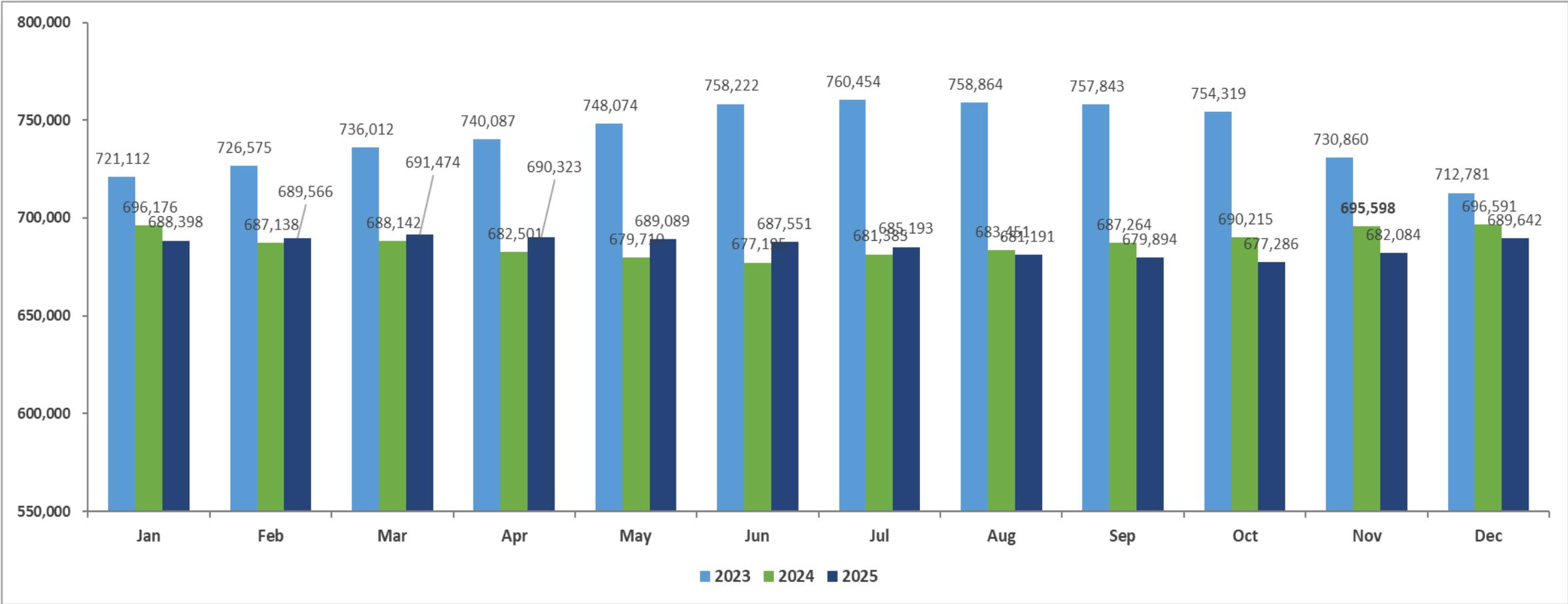


H+H Attribution

# Membership

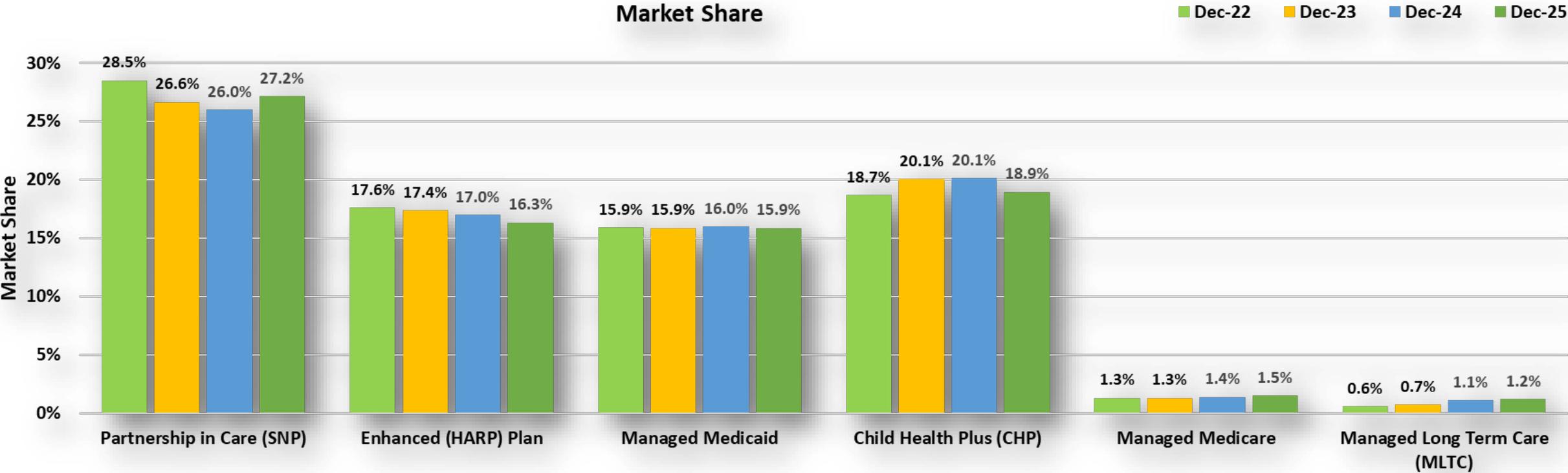
# MEMBERSHIP

Total membership is at 689k as of December 2025.



# MARKET SHARE

- SNP, Medicare and MLTC market has seen slight growth in Q4 2025.
- Medicaid, CHP and HARP has seen slight declines in Q4 2025.



# Procurement

# PROCUREMENT | SOLICITATIONS IN PIPELINE

Procurement Name	RFP Release Date	Anticipated Contract Start Date	Contract Term
EDI Transactions	Q3 2026	1/1/2027	TBD
PBM Services	Q2 2026	1/1/2028	3 years + Two 1 Year Renewal Options
Credentialing	Q2 2026	TBD	TBD
SIU Services	Q3/Q4 2026	2/1/2028	3 years + Two 1 Year Renewal Options
Marketing and Advertising Services	Postponed		

# Provider Contracting

## PROVIDERS ADDED TO THE NETWORK DURING Q4 2025

	Current Network Practitioners*	Q4 added 2025	Q4 adds as % Overall
<b>NY</b>	<b>32,088**</b>	<b>1,164***</b>	<b>3.63%</b>
<b>Brooklyn</b>	10,051	313	3.11%
<b>New York</b>	11,239	303	2.70%
<b>Bronx</b>	7,992	172	2.15%
<b>Staten Island</b>	2,092	114	5.45%
<b>Queens</b>	7,180	262	3.65%

*\*Does not include Dentists (DentaQuest network).  
\*\*includes 2504 practitioners in counties outside NYC.  
\*\*\* Only those in NYS counties.*

