

Dr. Francisco Durán
Superintendent
Arlington Public Schools
2110 Washington, Blvd.
Arlington, Virginia 22204

RE: Contract 30FY2015 - Health Care Service for Arlington Public Schools

Dear Superintendent Durán:

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (“Kaiser”), respectfully requests that Arlington Public Schools (“Schools” or “APS”) reconsider its decision to non-renew Contract 30FY015 – Health Care Services for Arlington Public Schools (“Contract”), which was communicated to Kaiser in Notice of Non-Renewal letter dated September 13, 2023. Kaiser currently provides coverage for over 3800 members of APS including subscribers and family members. We have served the schools continuously since 1986 under a sole source contract, and we are concerned about the disruption of health care services for the Schools’ Kaiser members (“Members”).

The Contract was amended in 2022 to include three one-year extensions. In a letter dated January 18, 2023, the Procurement Office confirmed the second extension of the Contract for the 2023 calendar year but did not communicate APS’ intent to non-renew the Contract at the end of extension period.

We ask that APS maintain Kaiser coverage to ensure ongoing continuity of care for employees and families and avoid the need to select new doctors and specialists.

The value of the Kaiser integrated delivery system is unparalleled and has demonstrated its ability to improve health outcomes for APS employees and families. We note that, under our care, Members’ results met or exceeded Kaiser regional or industry average rates this year for:

- Childhood immunization and flu vaccination as well as preventive care screenings, including breast, cervical, and colorectal cancer;
- Adult and childhood overweight or obesity;
- Undesirable blood pressure ($\geq 140/90$); and
- Smoking.

Under our care, both new¹ and renewing² Members also met or exceeded Kaiser regional or industry average rates for registering for electronic medical record access, staying up to date on preventive screenings and immunizations, seeking care, and actively working to improve their health by using our healthy lifestyle programs and wellness coaching services as well as completing our health risk assessment. In fact, 50% of APS active employees and retirees report that they choose KP because of how easy it is to access their immunization records and their medical histories through our electronic medical record and their KP.org member portal.

¹ Defined as a Member covered for one year or less.

² Define as a Member covered for more than one year.



Given our years of service to APS and the excellent care we have provided to your employees, we respectfully ask that APS reconsider its decision, rescind its Notice, and exercise the last one (1) year renewal option under the Contract so that APS employees and their families can continue to receive the high-quality, cost-effective health care services they deserve.

We stand ready, willing, and able to serve APS employees and their families. My Vice President of Marketing, Sales, and Business Development Gracelyn McDermott and I would welcome an opportunity to speak with you to discuss our commitment to the relationship and any possibility of retaining the extension for the 2024 plan year. We thank you for your consideration and look forward to your response.

Sincerely,

A handwritten signature in black ink that reads "Ruth E. Williams-Brinkley".

Ruth E. Williams-Brinkley
Regional President, Mid Atlantic-States

CC: Gracelyn McDermott
Sam Abunassar