



Department of Healthcare & Family Services

Health *Choice* Illinois

Your Health. Your Choice.

NextLevel Health

CY2018 – CY2019 Annual Report

Business Enterprise Program

Our Vision

Every day, we work to improve health outcomes through satisfied members and engaged communities.

Our Mission

We serve our community by increasing access to health care, building strong partnerships in the neighborhoods we serve and understanding important local issues.



OVERALL BEP GOAL ACHIEVEMENT FOR THE PERIOD of January 1, 2018 through December 31, 2018

1 st Quarter Results 1/1/18-3/31/18	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	4,879,843.45		\$41,710.94	\$837,995.73		879,706.67
Percentage			1	17		18%

2 nd Quarter Results 2018 4/1/18 – 6/30/18	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	4,756,059.41		\$191,775.82	\$955,349.53		1,147,125.35
Percentage			4	20		24%

3 rd Quarter Results 7/1/18 – 9/3/18	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	3,897,281.31		\$165,014.76	\$777,247.50		\$942,262.26
Percentage			4	20		24%

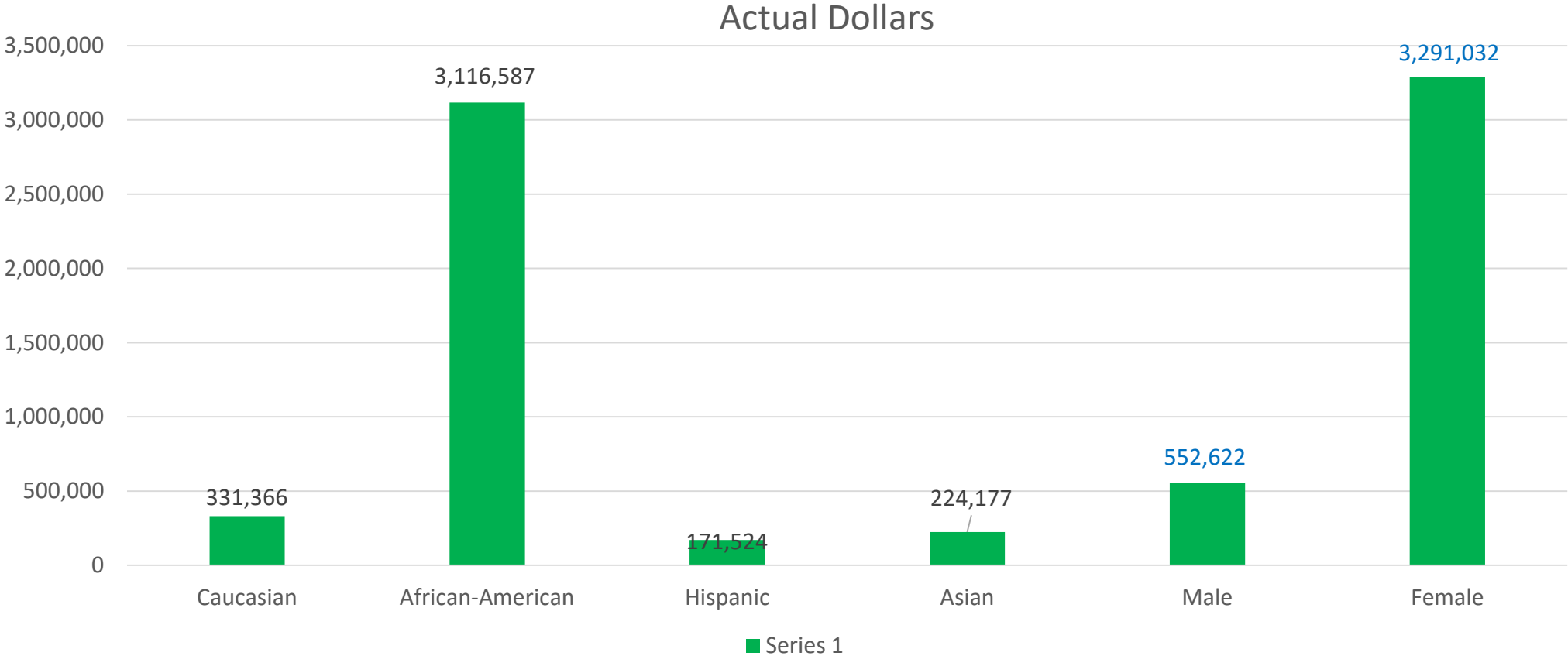
4 th Quarter Results 10/1/18-12/31/18	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	3,344,324.79		\$154,121.24	\$573,395.97		\$727,517.21
Percentage			5	17		22%

Total Contract	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	16,877,508.96		\$552,622.76	\$3,143,988.73		\$3,696,611.49
Percentage			3	19		22%

MBE/WBE/PBE BREAKDOWN BY ETHNICITY AND GENDER

Period Covering: January 1, 2018 through December 31, 2018

OVERALL CONTRACT RESULTS	CAUCASIAN	AFRICAN-AMERICAN	HISPANIC	ASIAN	MALE	FEMALE
Actual Dollars	331,366.45	\$3,116,587.46	171,523.62	\$224,177.47	\$552,622.76	\$3,291,032.24
Percentage of BEP Goal	9%	81%	4%	6%	14%	86%

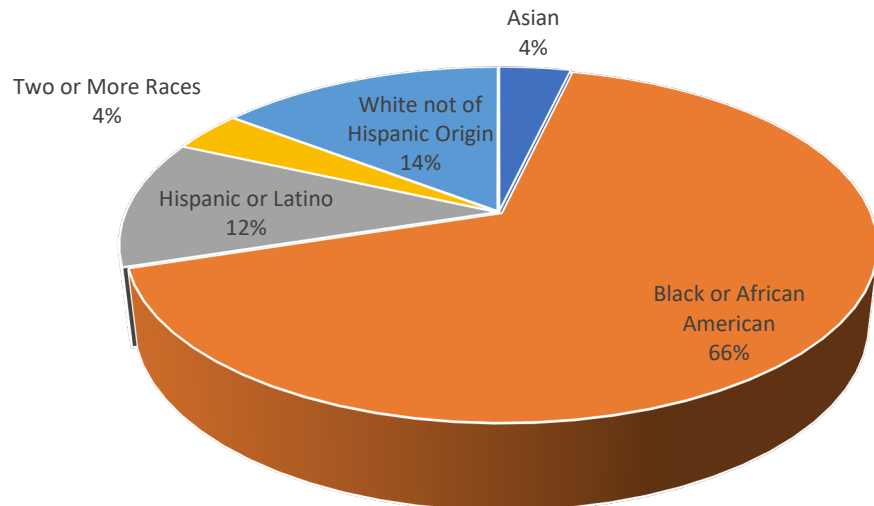


CY2018 Staffing Data

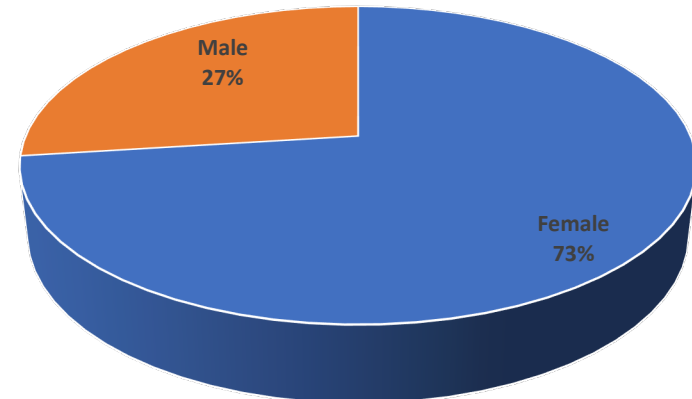
At the end of 2018, NextLevel Health had a total of 137 full time staff employees. Please see breakdown of demographic and gender data below.

	Female	Male	Grand Total
Asian	2	3	5
Black or African American	72	19	91
Hispanic or Latino	13	3	16
Two or More Races	1	4	5
White not of Hispanic Origin	12	8	20
Grand Total	100	37	137

2018 Employees by Race



2018 Employees by Gender



OVERALL BEP GOAL ACHIEVEMENT FOR THE PERIOD of January 1, 2019 through December 31, 2019

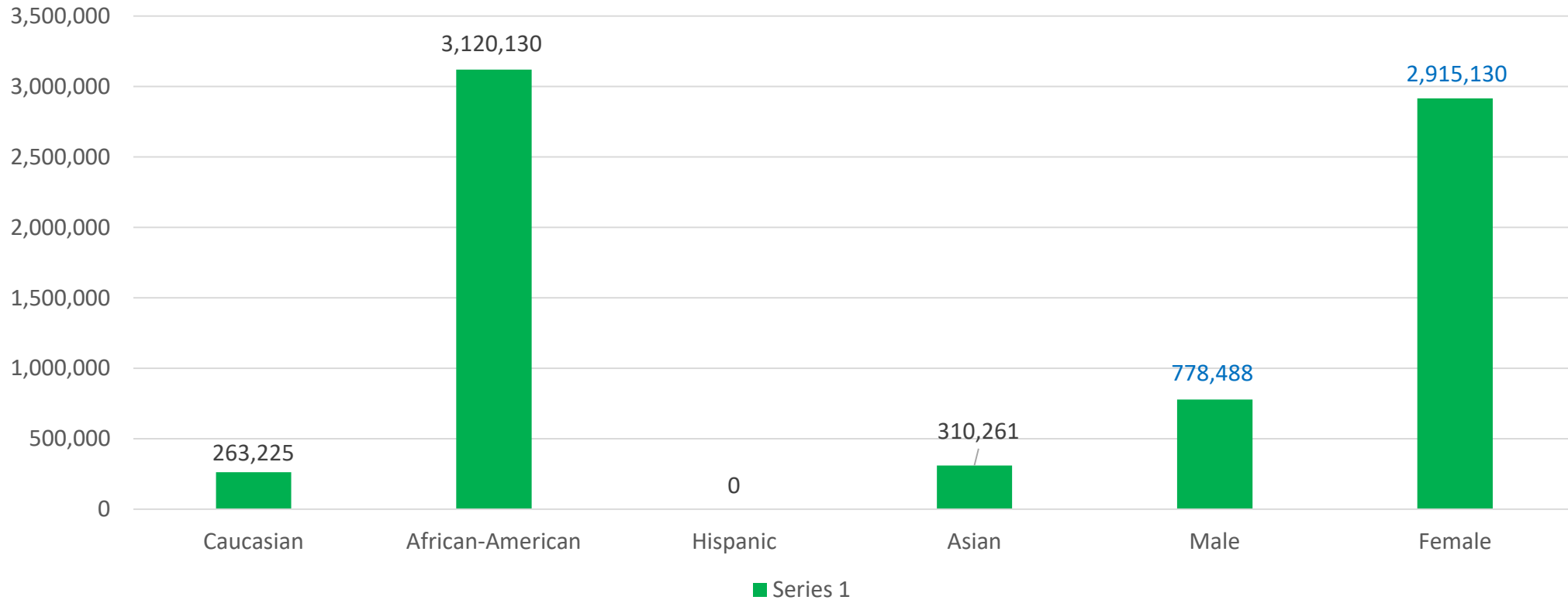
1 st Quarter Results 1/1/19-3/31/19	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	3,648,915.00		1,200,295.29	80,108.99		1,280,404.28
Percentage			33	2		35%
2 nd Quarter Results 4/1/19- 6/30/19	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	3,735,642.00		821,138.71	66,934.52		888,073.23
Percentage			22	2		24%
3 rd Quarter Results 7/1/19-9/30/19	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	4,120,422.00		774,676.00	69,439.19		844,115.19.00
Percentage			19	2		21%
4 th Quarter Results 10/1/19- 12/31/19	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	4,554,369.00		634,282.43	46,743.25		681,025.68
Percentage			14	1		15%
Total Contract	Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
Actual Dollars	16,059,348.00		3,430,392.43	263,225.95		3,693,618.38
Percentage			21	2		23%

MBE/WBE/PBE BREAKDOWN BY ETHNICITY AND GENDER

Period Covering: January 1, 2019 through December 30, 2019

OVERALL CONTRACT RESULTS	CAUCASIAN	AFRICAN-AMERICAN	HISPANIC	ASIAN	MALE	FEMALE
Actual Dollars	263,225.95	3,120,130.62	0.00	310,261.81	778,487.85	2,915,130.53
Percentage of BEP Goal	7%	85%	0%	8%	21%	79%

Actual Dollars

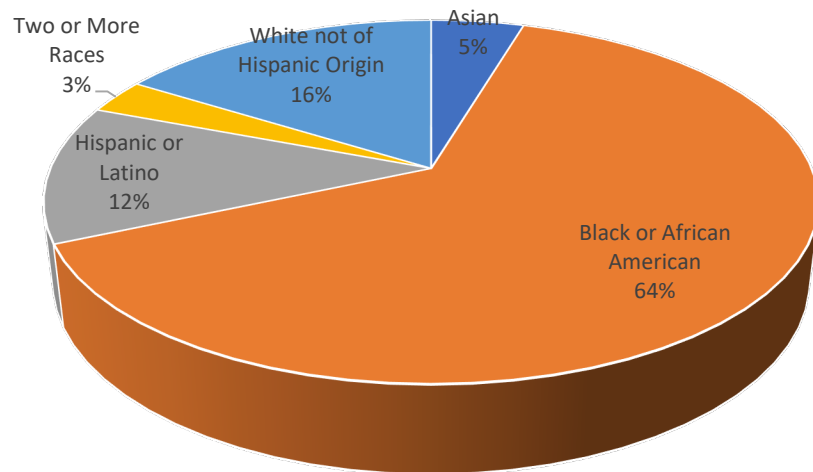


CY2019 Staffing Data

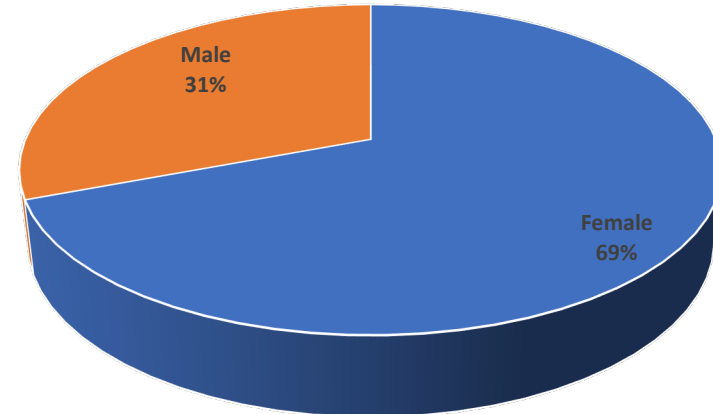
At the end of 2019, NextLevel Health had a total of 130 full time staff employees. Please see breakdown of demographic and gender data below.

	Female	Male	Grand Total
Asian	2	4	6
Black or African American	62	21	83
Hispanic or Latino	11	5	16
Two or More Races	1	3	4
White not of Hispanic Origin	14	7	21
Grand Total	90	40	130

2019 Employees by Race



2019 Employees by Gender



Money spent with non-BEP certified minority-owned, women-owned businesses & non-profits serving minority communities

NextLevel Health (NLH) has always supported and worked with minority-owned and women-owned businesses regardless of BEP certification status. In addition to the previously reported spend with BEP certified vendors, NLH spent \$523,300 in CY2018 and \$780,915 in CY019 with other minority-owned and women-businesses not certified with the CMS BEP program.

NextLevel Health believes that being a part of the fabric of the community is a must. We are committed to the neighborhoods we serve and work with an array of stakeholders to strengthen and serve our members and our community. Partnering with non-profit organizations who serve the predominantly minority communities we serve is important to us. NextLevel Health spent \$160,557 in CY2018 with nonprofit community based organizations who predominantly serve minority communities, and spent \$99,497 in CY2019.



NextLevel Health recommendations for increasing expenditures with minority-owned and women-owned businesses

NextLevel has always prioritized contracting with minority-owned and women-owned businesses. From the very beginning of our existence, we made sure to build consideration of our level of contracting with minority-owned and women-owned businesses into our business model. Our leadership reviews and assesses the status of our contracting levels with MBE and WBE businesses regularly, including assessing the option and availability to contract with an MBE and/or WBE entity when seeking new vendors to provide services in areas where MBE and WBE businesses are an option.

We have had a dedicated [BEP webpage](#) that states our commitment to contracting with BEP certified vendors and explains to vendors how to qualify as a BEP certified vendor and the steps to take to let NextLevel know if they are interested in doing business with us.

NextLevel recommends the following practices for increasing expenditures with minority-owned and women-owned businesses:

- ✓ Commitment from senior leadership to make contracting with minority-owned and women-owned businesses a company priority
- ✓ Incorporating consideration of BEP vendors a mandatory part of the contract decision making process
- ✓ Dedication of staff resources to continually assess the level of BEP contracting and seek new and additional BEP vendors providing services in relevant arenas
- ✓ Market and promote information about the company's dedication to utilizing BEP vendors, how one can become BEP certified, and what the company's process is for a vendor to communicate their desire to do business



NextLevel Health has sought and/or utilized BEP vendors in the following service arenas

Architecture/Design/GM services
Business Supplies Services
Catering Services
Communications & Media Related Services
Government Relations Consulting Services
Healthcare / Medicaid SME consulting services
Human Resources, Relations / Management Consulting
Interior Design
IT - Cloud based hosting services
IT - program and application design services
Janitorial Services
Legal Services
Medical Transportation
Office Supplies
Pest Control
Pharmacy Services
PR consulting
Printing/Collateral Ordering Services
Security Services
Temporary & Permanent Staffing
Translation Services
Web Design/Graphic Design/IT



Minority Certifications Accepted and Point of Contact

NextLevel Health (NLH) has always supported and worked with minority-owned and women-owned businesses regardless of certification status. For purposes of fulfilling BEP goal requirements contained in our contract with the Illinois Department of Healthcare and Family Services (HFS), an entity must be certified with the [Illinois Department of Central Management Services \(CMS\)](#) as a BEP vendor. Whenever NLH has worked with minority and/or woman-owned businesses who were not already certified with CMS as a BEP vendor, we have taken the time to educate our vendors on becoming certified with CMS and provide assistance and support with doing so.

Please contact Jessica Pickens at Jessica.Pickens@nlhpartners.com with any questions regarding NLH.

