



Kenneth W. Jenkins
Westchester County Executive

Karin Hablow
Commissioner of Finance

#113631

DATE: April 16, 2026

TO: Honorable Members of the Board of Acquisition and Contract

FROM: Karin Hablow
Commissioner of Finance

RE: Authority to enter into an agreement with The Segal Group, Inc. for the provision of health insurance plan consulting services commencing on May 1, 2026 and continuing through April 30, 2027, for an amount not to exceed \$234,000.00 payable pursuant to an approved budget, with the County having the sole option to renew and extend the agreement for two additional one year terms each in an amount not to exceed \$80,000.00 and payable pursuant to approved budgets

Authority is respectfully requested for the County of Westchester (the "County"), acting by and through the Department of Finance (the "Department"), to enter into an agreement with The Segal Group, Inc. (the "Consultant") for the provision of employee health insurance plan consulting services (the "Services"), commencing on May 1, 2026, and continuing through April 30, 2027, for an amount not to exceed \$234,000.00 payable pursuant to an approved budget (the "Agreement"), with the County having the option in its sole discretion to renew and extend the Agreement for two additional one-year terms each in an amount not to exceed \$80,000.00.

The Consultant's Services will include but not be limited to, the preparation of a request for proposals for the procurement of a third party administrator for the administration of County health benefits, analysis of proposals received, ongoing consultation support including future health plan amendments or contract extensions, assist in *Mental Health Parity* compliance, *Affordable Health Care Act* affordability analysis, advise as to any and all federal and state healthcare requirements, and propose any potential cost saving measures that can be implemented by the County.

In accordance with the County's Procurement Policy and Procedures, on February 11, 2026, the Department issued a Request for Proposals ("RFP") for the provision of these Services. Four (4) proposals were received by the Department as follows: The Segal Group, Inc., Gallagher, IMA Financial Group, and ALERA Group. After careful review and analysis, it was determined that the Consultant would be the best choice for the provision of these Services. This determination was

based on the Consultant's technical capability, experience in the industry, implementation approach, customer service model, and pricing.

The goals and objectives of the Agreement are to obtain consulting services in order to secure the most advantageous and cost effective health care plans for the County's employees and retirees, and to ensure the County's compliance with state and federal requirements. The Agreement will serve a public purpose and be in the best interest of the County in terms of compliance with health plan administration. Department personnel will track and monitor the goals and objectives of the Agreement.

Accordingly, approval of the attached Resolution is most respectfully requested.

KH/LC

RESOLUTION

Upon a communication from the Commissioner of Finance, be it hereby

RESOLVED, that the County of Westchester (“the County”), acting by and through the Department of Finance is hereby authorized to enter an agreement with The Segal Group, Inc. (the “Consultant”) for the provision of employee health insurance plan consulting services commencing on May 1, 2026, and continuing through April 30, 2027, for an amount not to exceed \$234,000.00 payable pursuant to an approved budget (the “Agreement”), with the County having the option in its sole discretion to renew and extend the Agreement for two additional one-year terms each in an amount not to exceed \$80,000.00 and payable pursuant to approved budgets; and be it further

RESOLVED, that this Agreement shall be subject to County appropriations; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the “State Budget”) proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Consultant, then the Consultant shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee is authorized and empowered to execute all documents and to take all action necessary to accomplish the purposes herein.

Account to be Charged/credited	Year	Fund	Dept.	Major Program Program & Phase Or Unit	Object/ Sub Object	Trust Account	Activity	Dollars
	2026	617	61	0010	1680			234,000 N/E

Budget Funding Year(s): 2026 Start Date: 5/1/2026 End Date: 4/30/27

Tax Dollars: \$234,000
 State Aid: _____
 Federal Aid: _____
 Other: _____

\$234,000
 (Must match resolution)