

**The Florida Senate**  
**COMMITTEE MEETING EXPANDED AGENDA**

**BUDGET**  
**Senator Alexander, Chair**  
**Senator Negron, Vice Chair**

**MEETING DATE:** Wednesday, November 16, 2011  
**TIME:** 2:00 —5:00 p.m.  
**PLACE:** *Pat Thomas Committee Room, 412 Knott Building*

**MEMBERS:** Senator Alexander, Chair; Senator Negron, Vice Chair; Senators Altman, Benacquisto, Bogdanoff, Fasano, Flores, Gaetz, Hays, Joyner, Lynn, Margolis, Montford, Rich, Richter, Simmons, Siplin, Sobel, Thrasher, and Wise

TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Presentation on State Employee and Private Industry Health Benefits		Not Considered
2	Presentation on Electronic Time and Attendance System for State Prisons		Presented
3	Presentation on E-mail and Data Center Consolidation		Presented
4	Presentation on Workers' Compensation Medical Costs		Presented
5	Presentation on Florida State Owned Lands and Records Information System (FL-SOLARIS)		Presented
6	Presentation on the MyFloridaMarketPlace Business Case		Presented
Other Related Meeting Documents			

# Tab 1 – no materials

# Electronic Time and Attendance System for State Prisons

Steven Ferst, Chief of Staff  
Department of Corrections

# 2011-2012 Proviso

## General Appropriations Act

### Pages 106-107

---

- From the funds provided in Specific Appropriations 570 through 759, the Department of Corrections shall implement an electronic time and attendance system in all regions. The department shall report installation and operational costs and annual cost savings projections related to the implementation of the electronic time and attendance system to the Speaker of the House of Representatives and the President of the Senate by November 1, 2011.

- From the funds provided in Specific Appropriations 603 through 781, the Department of Corrections shall implement an electronic time and attendance system in all four regions through a contract or contracts resulting from a competitive solicitation process in accordance with Chapter 287, Florida Statutes. The department shall report all implementation costs and cost savings projections related to the implementation of the electronic time and attendance system to the Speaker of the House of Representatives and the President of the Senate by March 1, 2010.

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11/16/11

Meeting Date

Topic Electronic Timekeeping

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Steven Ferst

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title Chief of Staff

Address 501 Calhoun St

Phone 717-3922

Street

Tall 32399

City

State

Zip

E-mail ferst.steven@mail.fl.us

Speaking:  For  Against  Information

Representing Corrections

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

S-001 (10/20/11)

# STATE OF FLORIDA ENTERPRISE PROJECTS

---

Florida Senate Budget Committee

November 16, 2011

AGENCY FOR ENTERPRISE INFORMATION TECHNOLOGY

David W. Taylor, Executive Director

# Enterprise E-mail: Major Project Dates

- July 2009 - Legislature established e-mail as an enterprise IT service
- December 2009 – AEIT Initial Business Case submitted
- Aug 2010 – Mar 2011 – Procurement (ITN)
- June 24, 2011 – Preliminary Migration Plan Approved by LBC
- June 29, 2011 – Contract signed with ACS
- Aug 4 – Sept 12, 2011 – Project planning with agencies
- Sept 19, 2011 – ACS began detailed technical discovery
- **November 2011 (est.) – First agency e-mailbox deployed**
- **December, 2012 – All agency mailboxes in production**



# Solution Highlights

- Complies with the three primary goals in statute
  - Minimize up-front investment, reduce costs, eliminate all agency email systems
- Microsoft Exchange 2010 Private Cloud Solution
- Hosted in a physically secure, commercial data center in Tampa
- Disaster Recovery Site in Virginia
- Criminal Justice & HIPAA Security Compliant
- Full Helpdesk Service by Vendor
- 99.9% Committed System Uptime
- Multi-layered Antivirus and Anti-spam
- Mobile Device Support (iPhone, Blackberry, Android, Win7)
- E-mail Archiving / E-Discovery Portal
- Utility Per-mailbox-per-month Cost Structure

# Cost per Mailbox per Month

Cost Summary	
Feature	Monthly Mailbox Charge
Basic Mailbox (Outlook Web Access)	\$5.43
Archiving	\$1.53
	\$6.96
<b>Optional Add-ons</b>	
Desktop Outlook Client	\$1.15
External Encryption	\$0.98
Blackberry Support	\$3.42 - \$4.95
ActiveSync Support	\$0.11
Additional mailbox storage	\$0.49 per 500 MB
<b>Southwood Shared Resource Center (SSRC)</b>	
<b>Administrative Cost</b> (\$1.24 pm/pm in FY 2011-12)	\$0.20

# Proposed Agency Migration Schedule

Agency	Migration Start	Migration Finish	Agency	Migration Start	Migration Finish
<b>Quarter 2 - FY 2011-12</b>			<b>Quarter 4 - FY 2011-12</b>		
AEIT	11/22/2011	11/23/2011	DOH	4/1/2012	7/11/2012
SSRC	11/22/2011	11/23/2011	DVA	4/16/2012	4/18/2012
DOR	11/27/2011	12/29/2011	FDLE	4/25/2012	5/6/2012
DOT	12/11/11	02/01/12	FWC	4/9/2012	4/23/2012
CIT	12/20/2011	12/22/2011	DOACS	5/16/2012	6/5/2012
DCF	12/20/2011	2/28/2012	DOEA	5/2/2012	5/7/2012
NSRC	12/20/2011	12/22/2011	DFS	5/29/2012	6/13/2012
<b>Quarter 3 - FY 2011-12</b>			EOG	5/29/2012	6/4/2012
AHCA	1/18/2012	1/26/2012	PSC	5/29/2012	5/31/2012
DOL	1/25/2012	1/29/2012	DEP	6/17/2012	7/11/2012
DOS	1/3/2012	1/5/2012	HSMV	6/27/2012	7/23/2012
DEM	2/15/2012	2/19/2012	<b>FY 2012-13</b>		
DMS	2/5/2012	2/7/2012	DJJ	7/9/2012	7/29/2012
DEO	2/7/2012	2/16/2012	DC	8/12/2012	10/21/2012
DOE	2/7/2012	2/20/2012			
APD	3/11/2012	3/18/2012			
GAL	3/12/2012	3/13/2012			
DOAH	3/18/2012	3/20/2012			
DBPR	3/22/2012	4/2/2012			
JAC	3/5/2012	3/7/2012			

# Enterprise E-mail Cost Benefit

- Revised estimated savings over 7 years is \$12.6M recurring.

Cost Category	FY 11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	FY 16-17	FY 17-18	Seven-Year Totals
<b>Projected Cost for Continuation of Current Agency E-mail Systems</b>								
Estimated Direct E-mail Costs	\$8,282,762	\$8,515,399	\$8,856,016	\$9,121,696	\$9,030,480	\$8,759,566	\$8,409,182	\$60,975,101
Estimated Indirect E-mail Costs	\$3,452,990	\$3,452,990	\$3,452,990	\$3,452,990	\$3,452,990	\$3,452,990	\$3,452,990	\$24,170,930
Power costs	139,039	179,292	179,292	179,292	179,292	179,292	179,292	\$1,214,791
Other Related E-mail Costs*	321,041	321,041	321,041	321,041	321,041	321,041	321,041	\$2,247,287
<b>Total Projected Current E-mail Costs</b>	<b>\$12,195,832</b>	<b>\$12,468,722</b>	<b>\$12,809,339</b>	<b>\$13,075,019</b>	<b>\$12,983,803</b>	<b>\$12,712,889</b>	<b>\$12,362,505</b>	<b>\$88,608,109</b>
<b>Average mailbox cost per month</b>	<b>\$9.27</b>	<b>\$9.47</b>	<b>\$9.73</b>	<b>\$9.93</b>	<b>\$9.87</b>	<b>\$9.66</b>	<b>\$9.39</b>	<b>\$9.62</b>
<b>Projected Cost to Migrate to Statewide E-mail Service</b>								
Current e-mail system (pro-rated)	\$7,879,645							\$7,879,645
New e-mail service**	\$3,521,370	11,289,543	10,236,206	10,236,206	10,236,206	10,236,206	10,236,206	\$65,991,946
Cost to migrate historical archive data		1,595,108	97,011	97,011	97,011	97,011	97,011	\$2,080,161
<b>Total Projected Cost for Statewide E-mail Service</b>	<b>\$11,401,016</b>	<b>\$12,884,652</b>	<b>\$10,333,217</b>	<b>\$10,333,217</b>	<b>\$10,333,217</b>	<b>\$10,333,217</b>	<b>\$10,333,217</b>	<b>\$75,951,752</b>
<b>Average mailbox cost per month</b>	<b>\$8.66</b>	<b>\$9.79</b>	<b>\$7.85</b>	<b>\$7.85</b>	<b>\$7.85</b>	<b>\$7.85</b>	<b>\$7.85</b>	<b>\$8.24</b>
<b>Projected Net E-mail Costs</b>	<b>-\$794,816</b>	<b>\$415,929</b>	<b>-\$2,476,122</b>	<b>-\$2,741,802</b>	<b>-\$2,650,586</b>	<b>-\$2,379,672</b>	<b>-\$2,029,288</b>	<b>-\$12,656,357</b>

\*Other related e-mail costs include plant and facilities costs, infrastructure replacement at PDC, SSRC indirect costs covered by e-mail service.

\*\*Mailbox counts for new e-mail service calculations were adjusted for prison privatization (DOC) and incorrectly reported mailbox count (DOH).

# Other Benefits of Enterprise E-mail

- Single e-mail archive system improves public record access
- Common e-mail addressing standard improves citizen access
- Common multi-agency calendaring and enterprise-wide communication improves employee efficiency
- Unique contract model addresses major risks with typical IT contracts
  - No up front investment and no payments until product is accepted reduces risk of cost over runs and additional payments to vendor
  - “Pay only for what is used” model reduces wasteful consumption
  - Fixed pricing provides budget predictability and transparency
  - Opportunity for additional savings during and at the end of the contract due to this consolidation of email

# Data Center Consolidation Update

- Florida Parole Commission, Juvenile Justice and Business Professional Regulation are complete.
- Corrections, Children & Families, and Transportation are complete. Education will complete this month, Highway Safety completes in March 2012.
- AHCA, Revenue, DEM, Health, and Env. Protection are scheduled for completion by December 31<sup>st</sup>, 2012.
- Economic Opportunity, Fish and Wildlife, Veterans Affairs, Elder Affairs, EOG, Financial Services, Agriculture and Legal Affairs scheduled for consolidation in FY 2013-14.

# Exemption Requests

- Florida Department of Law Enforcement is scheduled to be consolidated into NSRC by March 30, 2013, but is seeking exemption in statute.
- Department of Lottery provided a business case requesting exemption from data center consolidation. The AEIT has recommended approval of the exemption, until re-procurement of the gaming contract.
- Department of Financial Services (DFS) has indicated preference to not consolidate into a PDC and proposes to host Department of Agriculture & Consumer Services' and Department of Legal Affairs' data centers in the existing DFS data center facility.

# Data Center Consolidation Savings

- Numbers are actual budget reductions – “net savings.”
- FY 2010-11 consolidations produced a net recurring cost savings of approximately **\$491,000**.
- FY 2011-12 consolidations produced a net recurring savings of approximately **\$10.6 million**.
- FY 2012-13 consolidation savings estimates are not yet available.
- In 2008, Senate study by Gartner estimated a total recurring savings from data center consolidation at up to \$100 million.



# Contact Information

David W. Taylor

Executive Director and State CIO

4030 Esplanade Way, Suite 135

Tallahassee, FL 32399-0950

850-922-7502

[david.taylor@aeit.myflorida.com](mailto:david.taylor@aeit.myflorida.com)

<https://aeit.myflorida.com>

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date \_\_\_\_\_

Topic EMAIL + DATA CENTER CONSTRUCTION

Bill Number \_\_\_\_\_  
*(if applicable)*

Name DAVID TAYLOR

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title C.I.O

Address 3046 Feeney CT

Phone 850 528 4232

*Street*  
Tallahassee FL 32309  
*City State Zip*

E-mail David.Taylor@AETI.com  
MyPlanet.com

Speaking:  For  Against  Information

Representing Agency For Enterprise IT

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**



CHIEF FINANCIAL OFFICER  
**JEFF ATWATER**

FLORIDA DEPARTMENT OF FINANCIAL SERVICES

Florida's Risk Management Program  
State Workers' Compensation Program Cost Drivers

*Presentation to the Senate Budget Committee*

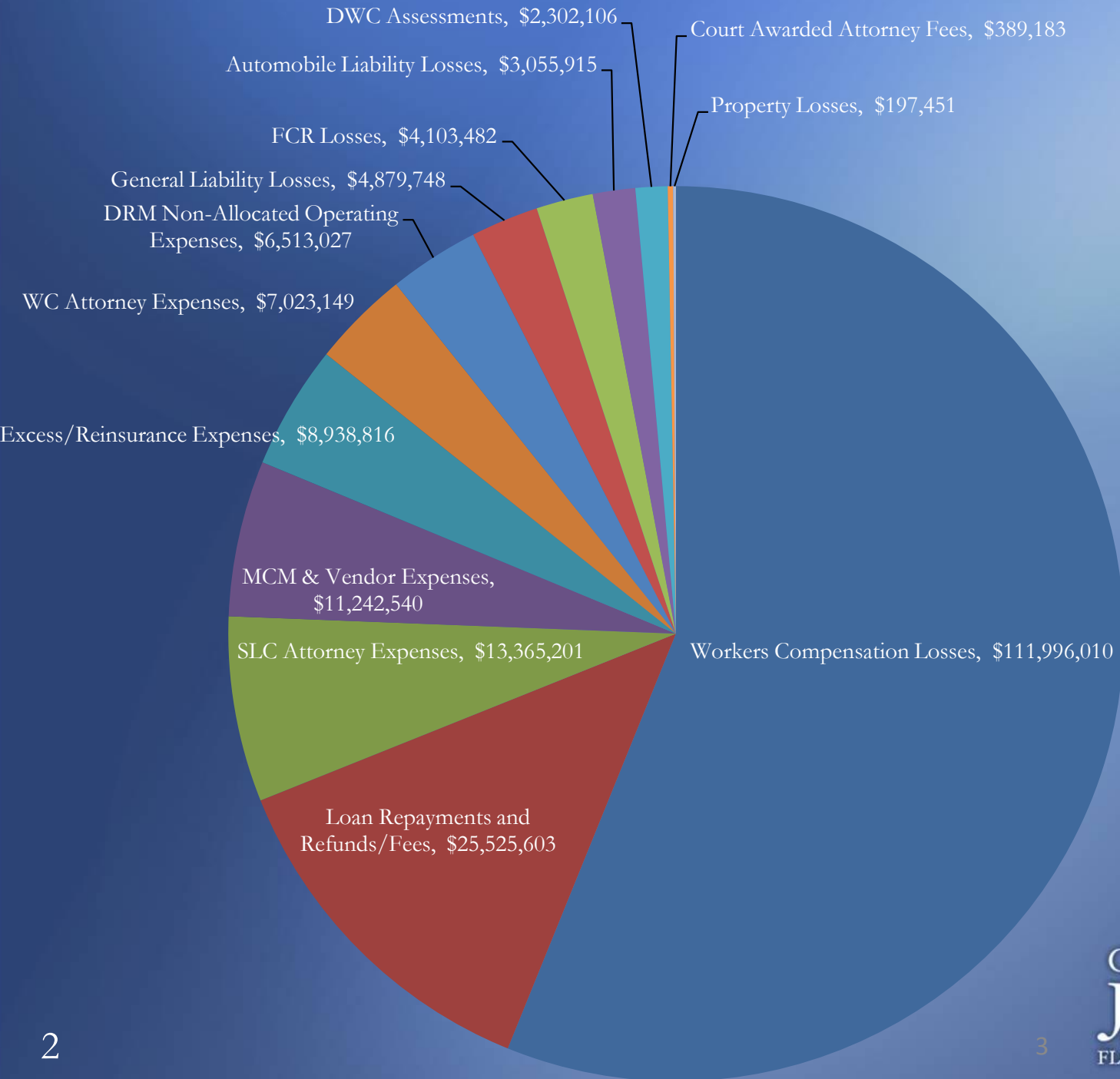
*November 16, 2011*

## Risk Management Program Overview

- Florida's self-insurance program for property and casualty risks administered by the Department of Financial Services.
- The program was designed to administer certain claims of state agencies and provide them with loss prevention guidance.
- Accordingly, it covers the Executive, Legislative, and Judicial branches of Florida government, as well as the State Universities.
- The program is funded by yearly assessments to participating state agencies.



# FY 2010-2011 DRM Total Expenditures of \$199,532,231 by Major Category



- Workers' Compensation Benefit Costs comprise about two-thirds of the costs for the State Risk Management Program.

- \$16 Million of the \$111,996,010 in benefit costs was spent on pharmacy benefits.

## Workers' Compensation Benefit Payments for the Last Three Fiscal Years

- FY 2008-2009: 13,842 new claims reported and \$109,646,128 in loss payments
- FY 2009-2010: 14,900 new claims reported and \$118,915,603 in loss payments
- FY 2010-2011: 14,367 new claims reported and \$111,996,010 in loss payments

## Specific Claims Cost Drivers

1. Rising medical costs including pharmaceutical costs: Repackaged drugs increase pharmacy and administrative costs necessary to address billing for repackaged drugs.
2. Substantially lower recoveries on claims: These have decreased from \$19.2M in FY 2007-2008, to \$4.4M in FY 2009-2010, and \$7.2M in FY 2010-2011.
3. Current law: Presumption Claims (112.18, F.S.), have accounted for over \$30M in additional costs since implementation of this law in 2003.
4. Mandated “Cost of Living” supplement on Permanent Total Disability (PTD) claims of 3-5% per year.
5. Occasional and unexpected large awards for civil rights violation claims.

# Drug Repackaging

- DFS' Division of Workers' Compensation serves as a compliance resource for stakeholders, administers and oversees the provisions of Chapter 440, F.S., and provides real-time workers' comp information.
- Over the last couple of years, drug repackaging has become a "hot topic" in the workers' compensation insurance marketplace.
- Drug repackagers are currently licensed by the Department of Business and Professional Regulation.
- Current law allows prescription drugs to be reimbursed at the "average wholesale price" (AWP) plus a \$4.18 dispensing fee, or a contract rate, whichever is lower. There is no uniform definition of AWP.
- Although drug repackagers do not alter the drugs, they do sell them in different quantities. In doing so, a new AWP is assigned.
- In 2010, HB 5603 was vetoed by Gov. Crist. That bill would have continued to allow the repackaging of prescription drugs, but it strictly limited the reimbursement amount to the AWP of the original manufacturer, plus the \$4.18 dispensing fee.



## Drug Repackaging, *continued*

- The National Council on Compensation Insurance (NCCI)\*, estimated that HB 5603 (2010) would have decreased overall workers' comp costs by 1.1%, or \$34 million, in Florida.
- Last session, SB 1068 (2011) similarly revised requirements for determining the reimbursement amount for repackaged drugs for workers' compensation claimants. It limited the reimbursement amount for a repackaged drug by multiplying the number of units dispensed by the per-unit AWP set by the original manufacturer, plus a \$ 4.18 dispensing fee, or the contracted rate negotiated by DMS.
- NCCI estimated that SB 1068 would have had a -2.5% impact, or in other words, would have saved over \$60 million in workers' comp costs.



### ANALYSIS OF FLORIDA SB 1068 - PROPOSAL TO REVISE REIMBURSEMENT RULES FOR REPACKAGED OR RELABELED PRESCRIPTION DRUGS AND ANALYSIS OF PROPOSAL TO REVISE DRUG DISPENSING FEE EFFECTIVE JULY 1, 2011

Average proposed reimbursement = Total Paid (less \$4.18 dispensing fee) divided by Total Units  
 Proposed Dispensing Fee = \$4.28 (Scenario 1) OR \$2.00 (Scenario 2)

The current and proposed reimbursements are summed over all the transaction-level data to obtain total current and total proposed costs. The estimated direct impact on drug costs is the ratio of total proposed costs to total current costs.

Note that the AWP is not subject to any law or regulation. Therefore, there are no requirements for the AWP to reflect the price of any actual sale of drugs by a manufacturer. In addition, since there is a lack of control over the AWP, it may be subject to significant upward pricing pressures. For these reasons, limiting the reimbursement for repackaged drugs to the AWP set by the manufacturer may result in less savings than anticipated.

The impact on total prescription drugs due to the above proposals is summarized in the table below:

Type of Prescription Drug	Cost Distribution <sup>2</sup>	Impact (Scenario 1)	Impact (Scenario 2)
Repackaged	39.8%	-56.3%	-58.1%
Non-Repackaged	60.2%	+0.1%	-2.6%
Total Prescription Drugs	100.0%	-22.3%	-24.7%

The above impacts on total prescription drugs are then multiplied by the Florida percentage of medical costs that are prescription drugs (16.0%<sup>3</sup>) to arrive at an impact on medical costs. The resulting impacts on medical costs are then multiplied by the percentage of Florida benefit costs that are medical (68.3%<sup>3</sup>) to yield the impact on Florida overall workers compensation system costs.

NCCI estimates that the combination of SB 1068 and revising the dispensing fee from \$4.18 to \$4.28 would result in an impact of -2.5% (\$-62M<sup>1</sup>) on overall workers compensation costs in Florida. NCCI estimates that the combination of SB 1068 and revising the dispensing fee from \$4.18 to \$2.00 would result in an impact of -2.7% (\$-67M<sup>1</sup>) on overall workers compensation costs in Florida.

CHIEF FINANCIAL OFFICER  
**JEFF ATWATER**  
 FLORIDA DEPARTMENT OF FINANCIAL SERVICES

6 \* NCCI manages the largest database of workers' comp insurance information. In Florida, NCCI files for rates on behalf of workers' comp insurers.

## Repackaging vs. Dispensing: The Distinction

- Although related, dispensing and repackaging are distinct.
- Physician *dispensing* is the practice of providing prescription medication to patients in a doctor's office. This can offer a convenience to patients.
- *Repackaging* is the practice of assigning a different cost to the prescriptions by changing the quantity or label of the prescription. By relabeling or repackaging a prescription, a new National Drug Code is assigned, which triggers the assignment of a new and different AWP.
- Neither HB 5603 nor SB 1068 altered the ability of physicians to *dispense*; rather, they limited the associated costs of *repackaging* to the formula currently allowable for pharmacies.

FL Repackaged and Non-Repackaged Drugs Dispensed by Physician, Pharmacies and Other – For Service Year 2009

	Average Unit Price		Difference in %
	Repackaged Drugs	Nonrepackaged Drugs	
	(1)	(2)	(3) = (1)/(2) - 1
CARISOPRODOL	4.21	0.54	679.6%
MELOXICAM	5.70	3.04	87.5%
RANITIDINE HCL	3.77	1.32	185.6%
TRAMADOL HCL	1.63	0.78	109.0%
LIDODERM®	13.69	7.32	87.0%
NAPROXEN	2.10	1.09	92.7%
OMEPRAZOLE	7.53	3.85	95.6%
HYDROCODONE-ACETAMINOPHEN	1.28	0.39	228.2%
ETODOLAC	2.81	1.40	100.7%
SKELAXIN®	5.41	3.72	45.4%
OXYCODONE-ACETAMINOPHEN	3.43	0.49	600.0%
CYCLOBENZAPRINE HCL	1.95	1.05	85.7%
CEPHALEXIN	3.01	0.66	356.1%
ZOLPIDEM TARTRATE	6.81	3.72	83.1%
IBUPROFEN	0.65	0.33	97.0%

## Dispensing & Repackaging Costs

- NCCI published this illustration of price differentials between repackaged and non-repackaged drugs.
- Again, this difference is typically due to the assignment of a new AWP.
- Our Division of Risk Management has previously estimated that the impact of repackaging reform to the State, based on its administration of workers' compensation claims for state employees, would be approximately \$400,000-\$500,000/annually.
- A recent study of the Division of Risk Management's pharmacy costs reflects that actual costs associated with repackaged drugs have increased from \$12K in 2008 to \$1.2M in 2010.

### Top Physician-Dispensed Drugs in Florida

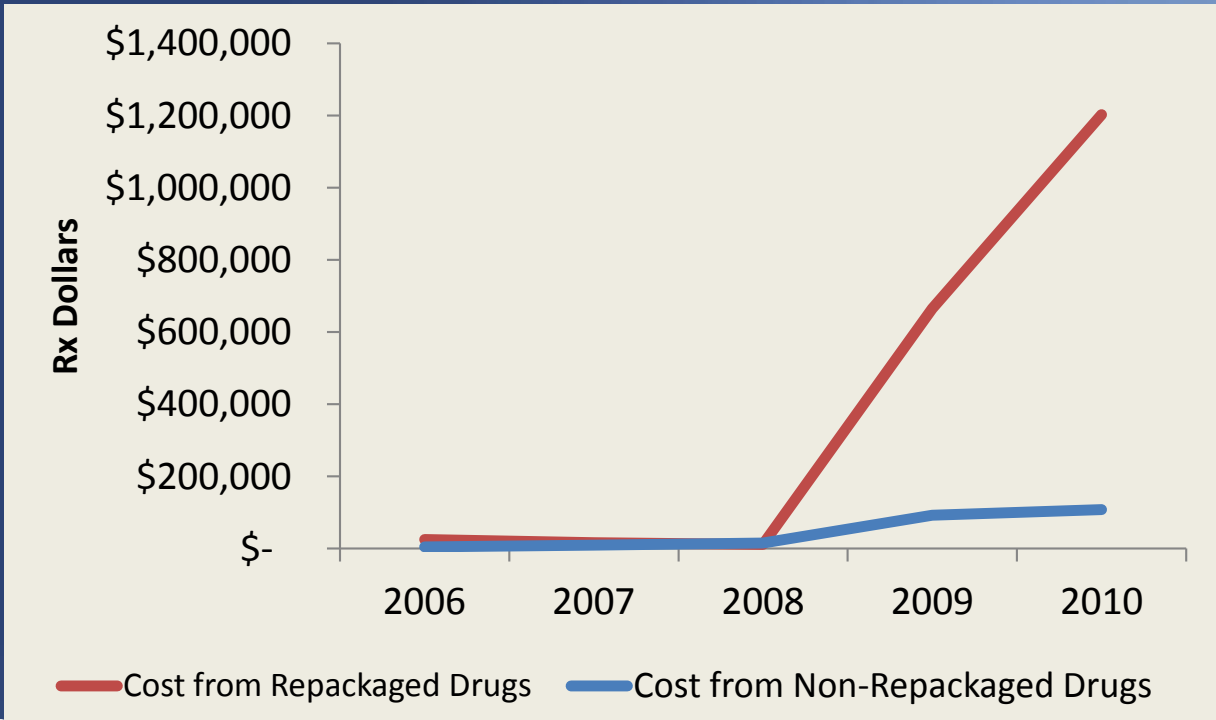
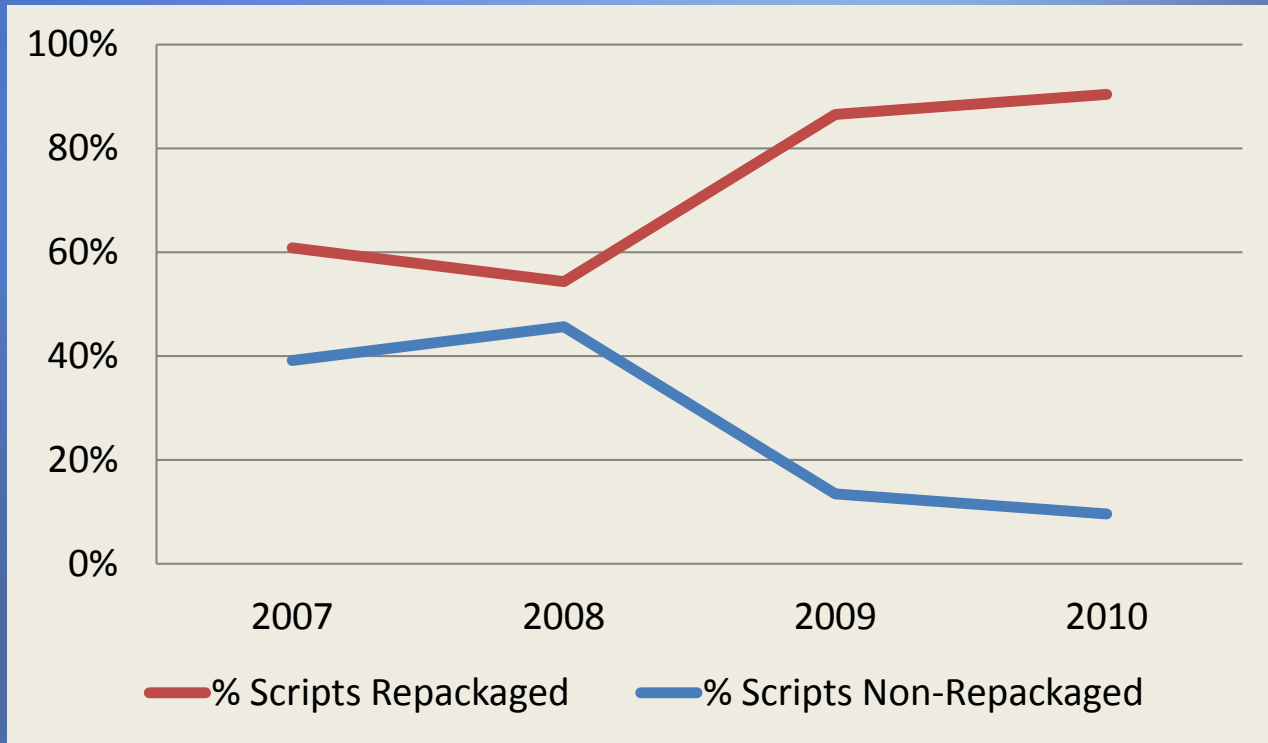
2005		2009	
Drug Name	Price Per Script	Drug Name	Price Per Script
1 CARISOPRODOL	\$118	MELOXICAM	\$192
2 NAPROXEN	\$35	CARISOPRODOL	\$272
3 CEPHALEXIN	\$52	TRAMADOL HCL	\$80
4 TRAMADOL HCL	\$35	OMEPRAZOLE	\$279
5 SKELAXIN®	\$50	RANITIDINE HCL	\$175
6 IBUPROFEN	\$12	LIDODERM®	\$502
7 RANITIDINE HCL	\$92	NAPROXEN	\$57
8 ETODOLAC	\$52	HYDROCODONE-ACETAMINOPHEN	\$50
9 CYCLOBENZAPRINE HCL	\$28	CYCLOBENZAPRINE HCL	\$63
10 DICLOFENAC SODIUM	\$56	ETODOLAC	\$126

Source: Derived from sample data provided by carriers  
Ranks are by total dollars paid



The chart to the right shows physician dispensing of repackaged drugs for the Division of Risk Management. Since 2009, physicians have dispensed nearly 90% repackaged drugs.

\*Based on a study by HealthCare Solutions.



Additionally, the chart to the left shows that costs associated with repackaged drugs borne by the Division have increased from \$12,000 in 2008 to \$1.2million in 2010.

\*Based on a study by HealthCare Solutions.

CHIEF FINANCIAL OFFICER  
**JEFF ATWATER**  
 FLORIDA DEPARTMENT OF FINANCIAL SERVICES

QUESTIONS?

CHIEF FINANCIAL OFFICER  
**JEFF ATWATER**  
FLORIDA DEPARTMENT OF FINANCIAL SERVICES



National  
Council on  
Compensation  
Insurance, Inc.

# Florida Workers Compensation Market

**Lori Lovgren**

**[Lori Lovgren@NCCI.com](mailto:Lori_Lovgren@NCCI.com)**

**561-893-3337**

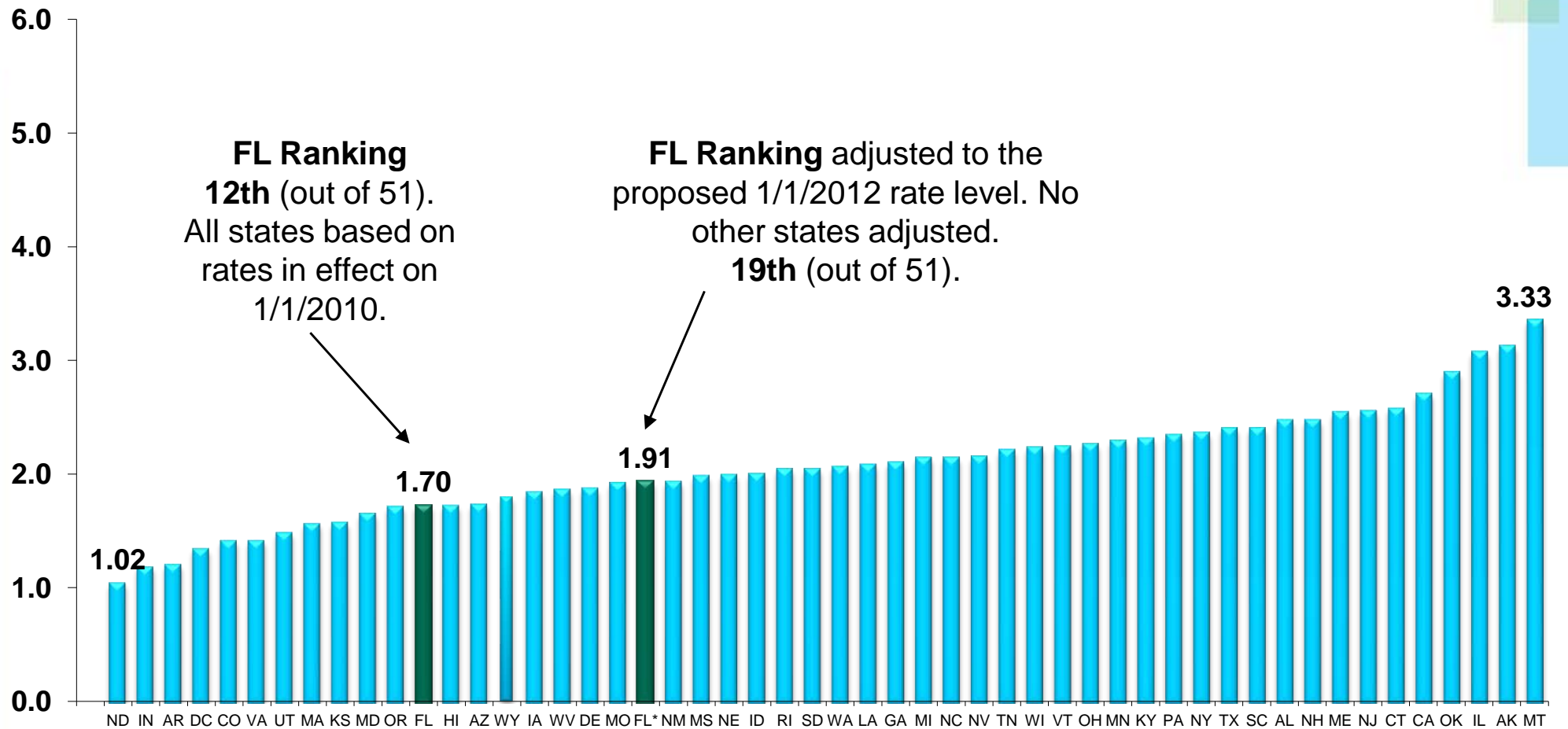
# Florida Workers Compensation Rates

	<b>1/1/2012</b>	<b>10/1/2003 to 1/1/2012</b>
Manufacturing	+ 9.6%	-54.0%
Contracting	+ 8.7%	-61.5 %
Office & Clerical	+ 7.0%	-59.9%
Goods & Services	+ 9.9%	-57.2%
Miscellaneous	+ 8.5%	-56.5%
<b>Overall Average</b>	<b>+8.9%</b>	<b>-58.6%</b>



# Workers Compensation Premium Rate Ranking

## Premium Rate Index per \$100 of Payroll



Source: 2010 Oregon Workers' Compensation Premium Rate Ranking Summary  
Indexes based on rates in effect on January 1, 2010





# Florida Workers Compensation— In Summary

- Year-over-year improvements in loss experience seen since the 2003 reform stopped in 2006
- Post-reform improvements could not continue indefinitely
- **Adjusting forecasts from very optimistic to “new normal” has resulted in upward pressure on rates**
- Increasing drug costs not helping
- Addressing medical reimbursements legislatively would help towards the goal of stabilizing workers compensation rates for Florida employers

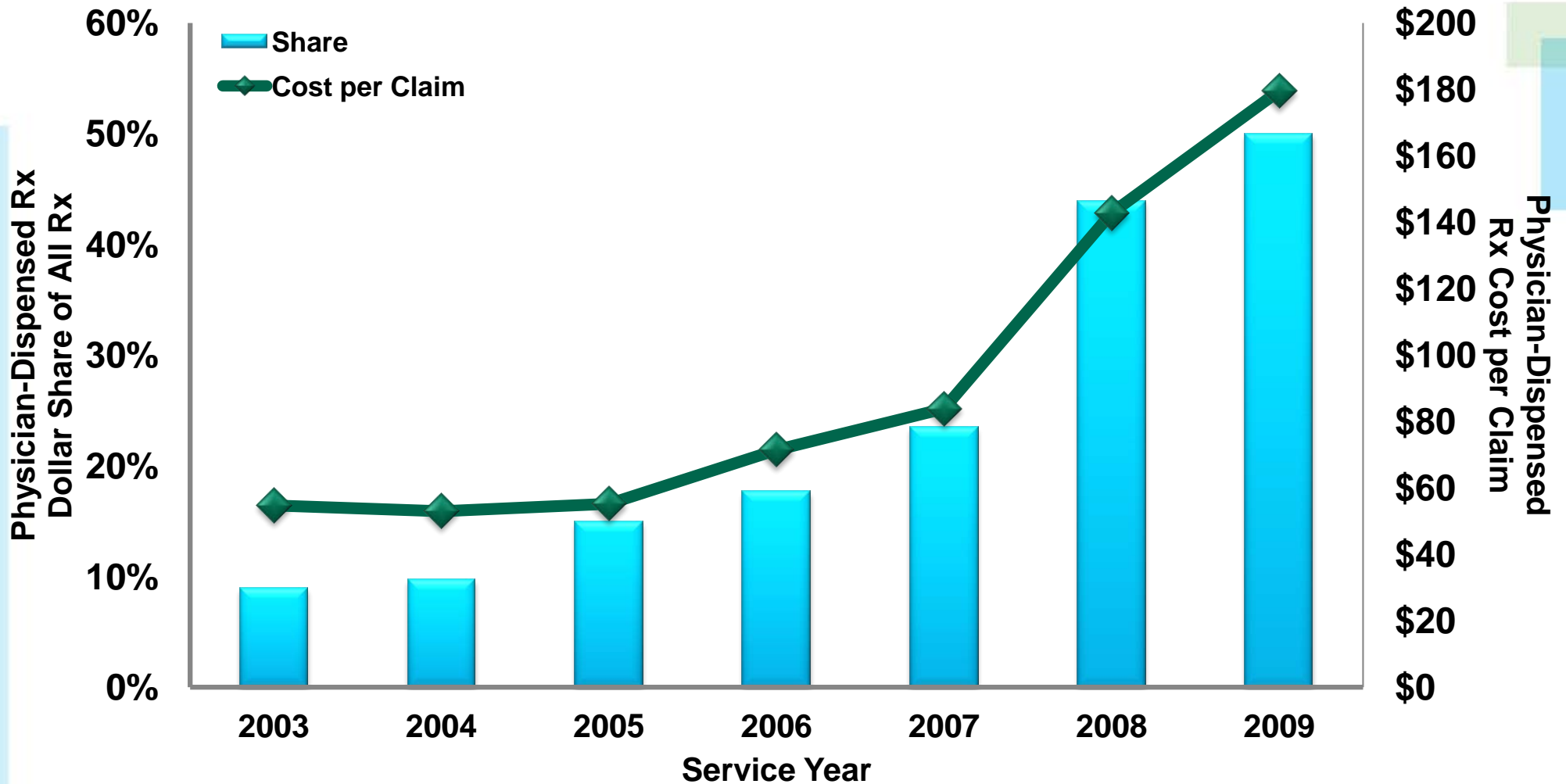


# What Could Be Done to Address Florida Workers Comp Cost Pressures?

- Reimbursement of repackaged drugs is growing problem countrywide and was not resolved in Florida by the Pill Mill Bill
- Pill mill bill banned physician dispensing of certain drugs—drugs in two banned categories amount to 4.4% of total Florida workers compensation drug prescriptions or 5.4% of Florida workers compensation drug costs
- Physician dispensing is not the issue in workers compensation
- Issue is markup of repackaged drugs
- Physicians may make up for lost income from banned drugs by increasing markup of other repackaged drugs which can be dispensed
- Capping reimbursement of repackaged drugs to original **manufacturer's AWP would reduce rates by an estimated 2.5% (\$62M)**



# Physician Dispensing Is Recently on the Rise

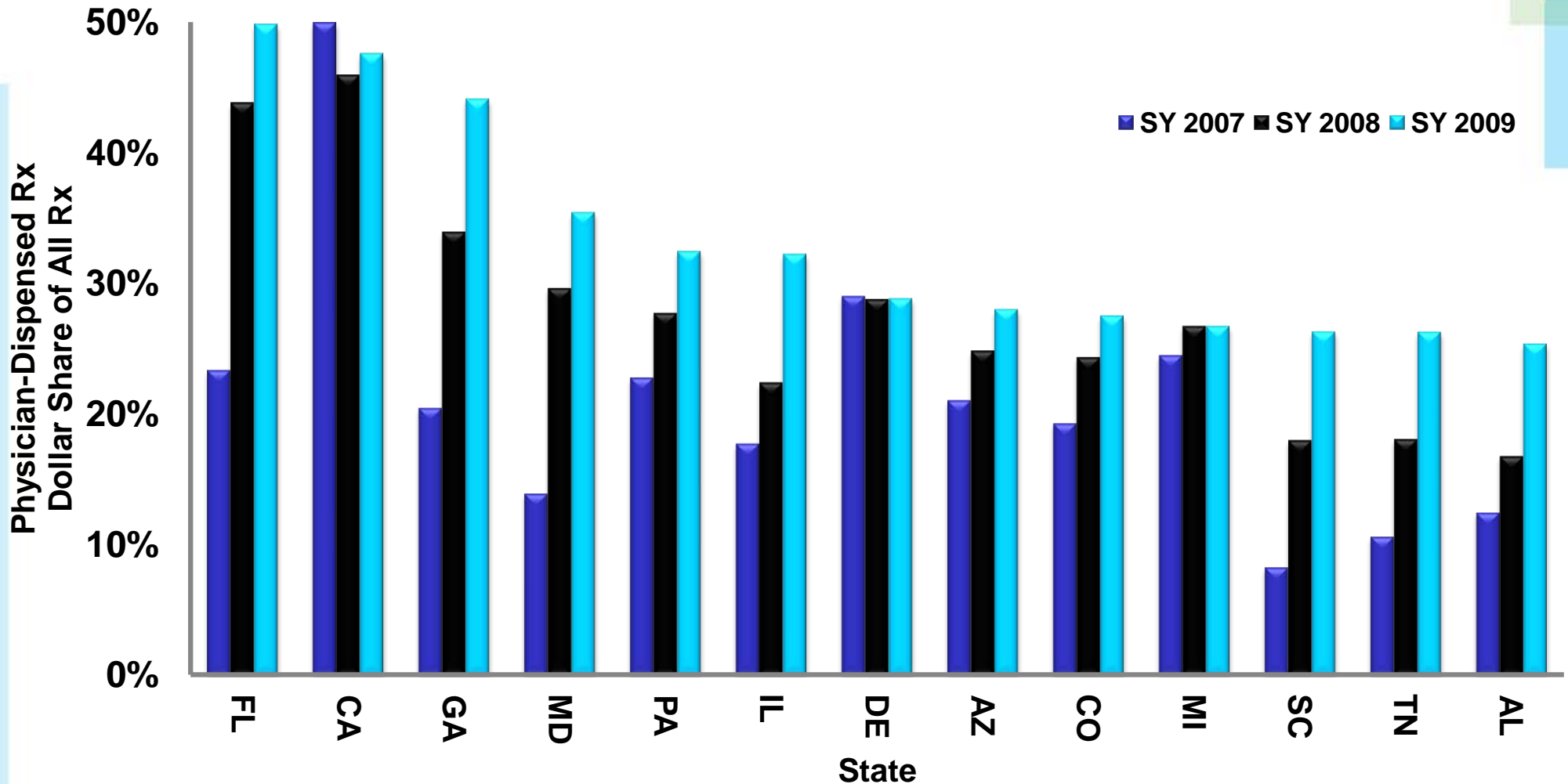


Source: Derived from sample data provided by carriers  
 1st through 10th relative service year  
 Average cost per claim with physician-dispensed drugs  
 State: Florida only



# Florida Now Has Highest Rate of Physician Dispensing

Higher Share States (top 13 of 46 state study)



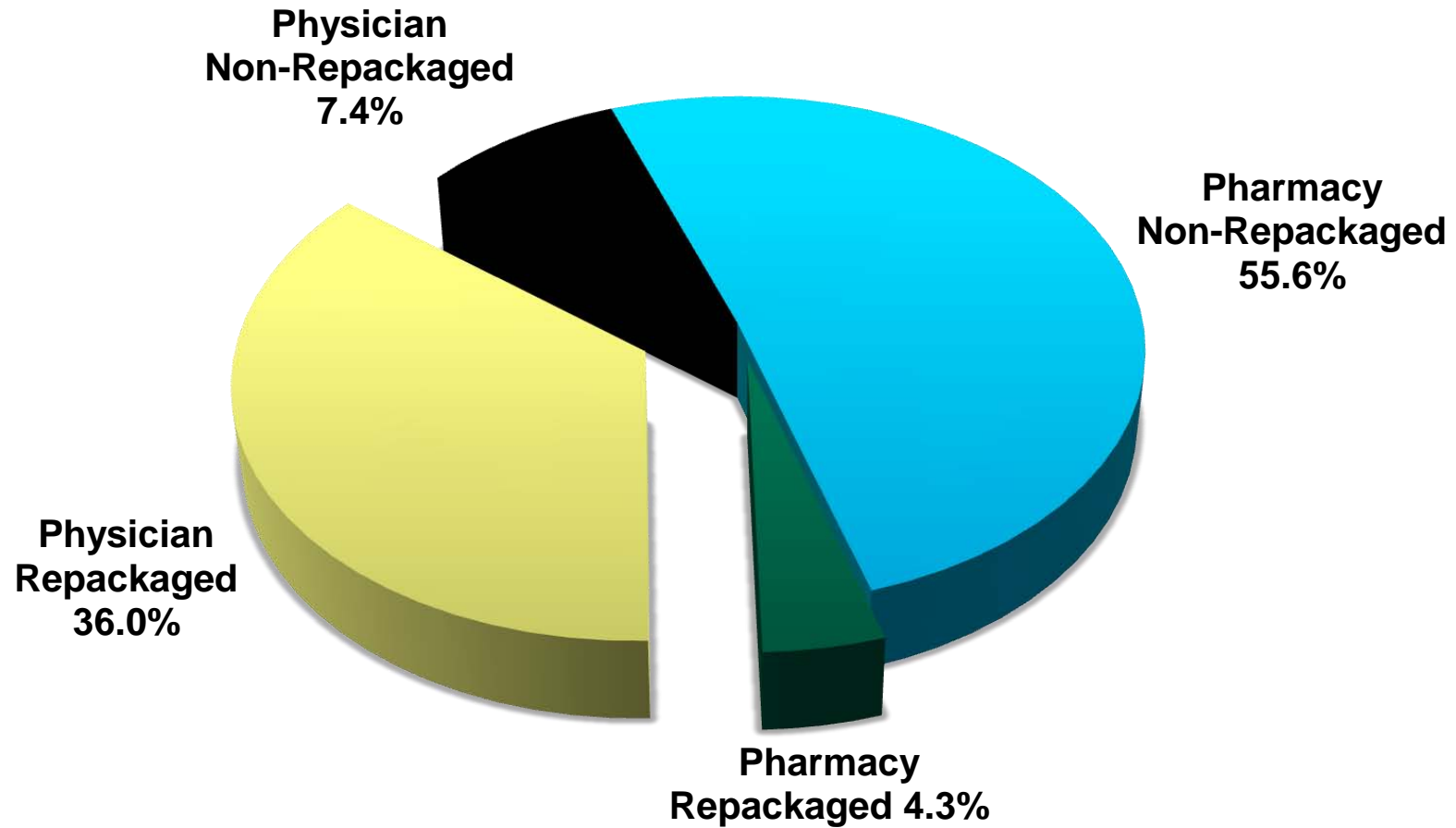
Source: Derived from sample data provided by carriers  
1st through 10th relative service year

Statistics are based on at least \$150,000 paid Rx for each state service year combination



# Most Repackaged Drug Costs Come From Physicians

Florida—Service Year 2009



Source: Derived from sample data provided by carriers

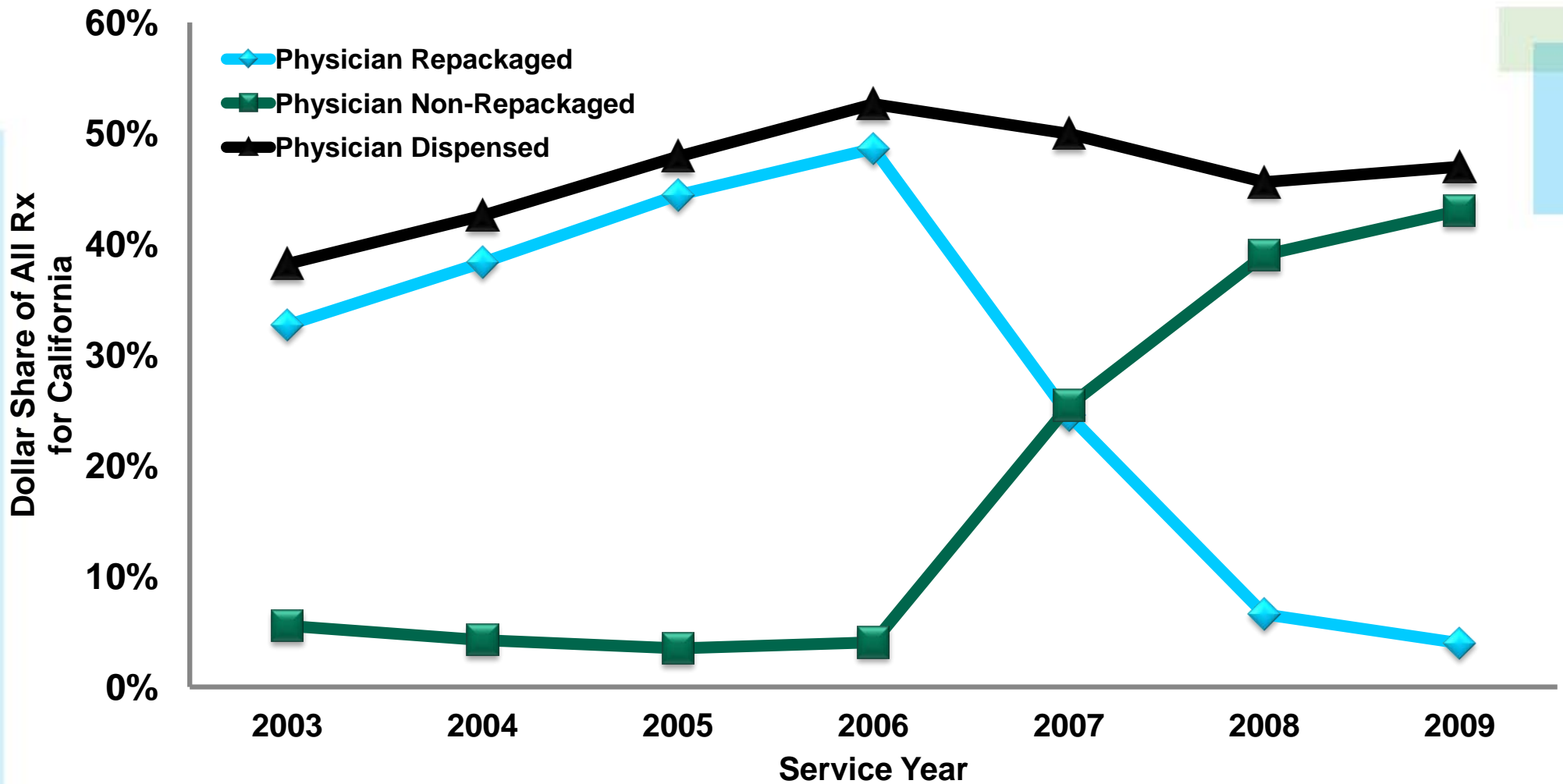


# Florida Repackaged and Non-Repackaged Drugs Dispensed by Physicians, Pharmacies, and Other—For Service Year 2009

## Average Unit Price

	Repackaged Drugs	Nonrepackaged Drugs	Difference in %
	(1)	(2)	(3) = (1)/(2) - 1
CARISOPRODOL	4.21	0.54	679.6%
MELOXICAM	5.70	3.04	87.5%
RANITIDINE HCL	3.77	1.32	185.6%
TRAMADOL HCL	1.63	0.78	109.0%
LIDODERM®	13.69	7.32	87.0%
NAPROXEN	2.10	1.09	92.7%
OMEPRAZOLE	7.53	3.85	95.6%
HYDROCODONE-ACETAMINOPHEN	1.28	0.39	228.2%
ETODOLAC	2.81	1.40	100.7%
SKELAXIN®	5.41	3.72	45.4%
OXYCODONE-ACETAMINOPHEN	3.43	0.49	600.0%
CYCLOBENZAPRINE HCL	1.95	1.05	85.7%
CEPHALEXIN	3.01	0.66	356.1%
ZOLPIDEM TARTRATE	6.81	3.72	83.1%
IBUPROFEN	0.65	0.33	97.0%

# California Reform Reduced Physician-Dispensed Repackaged Drugs



Source: Derived from sample data provided by carriers  
Unidentifiable drugs are excluded  
1st through 10th relative service year



THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11.16.11  
Meeting Date

Topic Risk Mgmt / workers Comp

Bill Number N/A  
*(if applicable)*

Name Ashley Mayer

Amendment Barcode N/A  
*(if applicable)*

Job Title Dir. Policy Research & Affairs

Address Capitol  
Street

Phone 413-4938

Tallahassee FL  
City State Zip

E-mail ashley.mayer@myfloridato.com

Speaking:  For  Against  Information

Representing DFS

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11/16/11  
Meeting Date

Topic Workers Comp. Costs - Risk Management Bill Number \_\_\_\_\_  
(if applicable)

Name R. J. Castellanos Amendment Barcode \_\_\_\_\_  
(if applicable)

Job Title Director, Division of Risk Management, DFS

Address 200 E. Gaines St. Phone 413-4938  
Street

Tallahassee FL 32312 E-mail r.j.castellanos@mycfo  
City State Zip

Speaking:  For  Against  Information

Representing Department of Financial Services

Appearing at request of Chair:  Yes  No Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

This form is part of the public record for this meeting. S-001 (10/20/11)

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date \_\_\_\_\_

Topic Workers Comp

Bill Number \_\_\_\_\_  
*(if applicable)*

Name LORI LOVOREN

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title STATS RELATIONS EXEC

Address \_\_\_\_\_

Phone 561 251 8333

*Street*

BOCA RATON FL 33487

*City*

*State*

*Zip*

E-mail LORI LOVOREN

@NCCI.COM

Speaking:  For  Against  Information

Representing NATIONAL COUNCIL COMPENSATION INSURANCE

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

***This form is part of the public record for this meeting.***

S-001 (10/20/11)

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date \_\_\_\_\_

Topic Workers Comp - Repackaged Drugs

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Tom Panza

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title Panza, Maurer & Maynard

Address 215 So. Monroe, St. 320

Phone 850-681-0980

Street

Tallahassee, FL 32308

E-mail \_\_\_\_\_

City

State

Zip

Speaking:  For  Against  Information

Representing Automated Health Care Systems

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

S-001 (10/20/11)



# Florida Department of Environmental Protection Florida Department of Management Services

## Florida State-Owned Land Records Information System Disposition of State Lands and Facilities 2011 Annual Report

Senate Budget Committee  
Senator J.D. Alexander, Chair  
November 16, 2011





# Florida State-Owned Lands and Records Information System (FL-SOLARIS)



## **Authority: Ch. 2008-229, LOF (SB 542)**

- DEP to develop inventory of all state lands purchased with *P2000* or *Florida Forever* funds
- Land Information Tracking System (LITS)

## **Authority: Ch. 2010-280, LOF (SB 1516)**

- Requires one complete inventory of lands and facilities -
- LITS expanded to include facilities and public lands inventory
- Name changed to Florida State-Owned Lands and Records Information System (FL-SOLARIS)

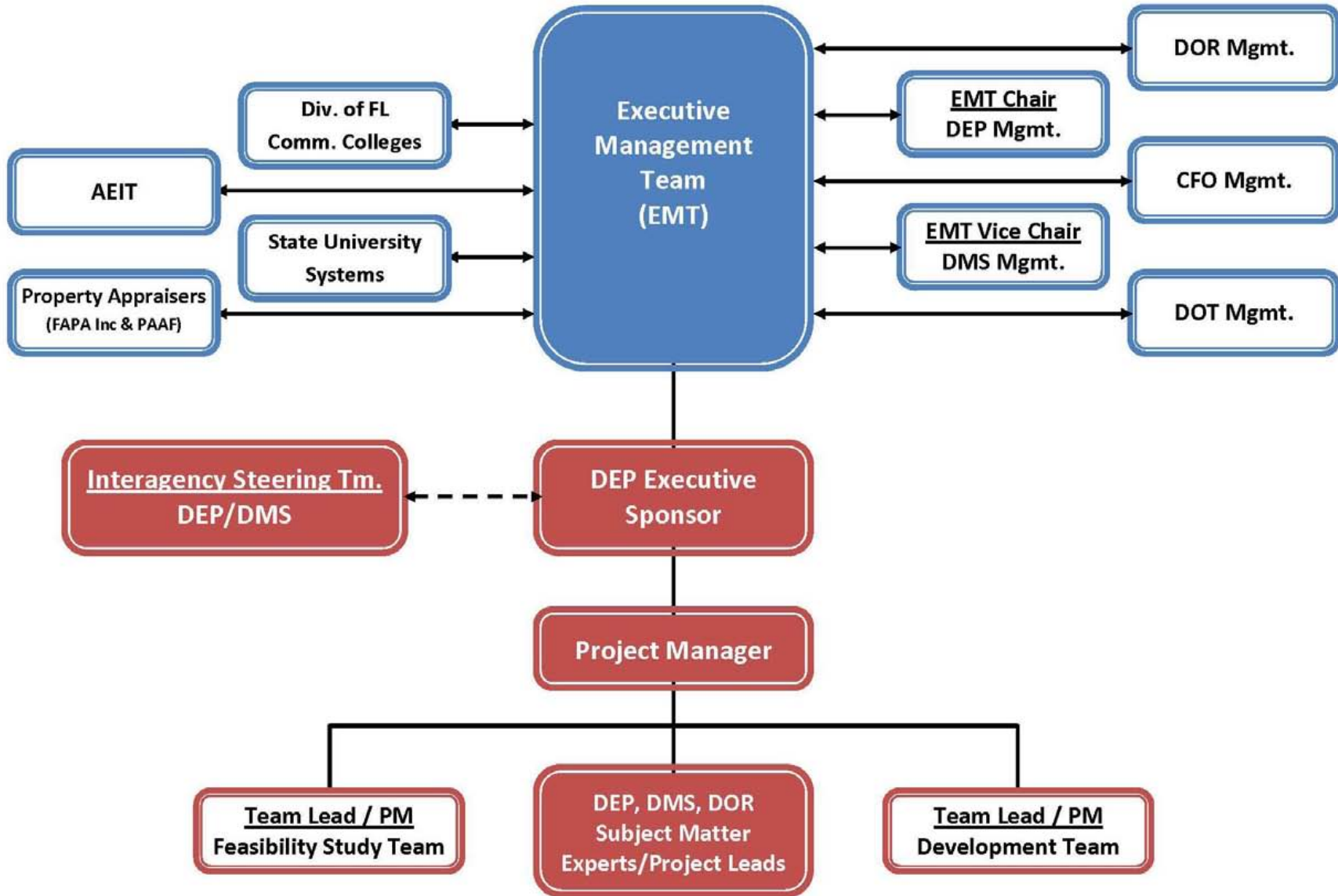


# Partnership

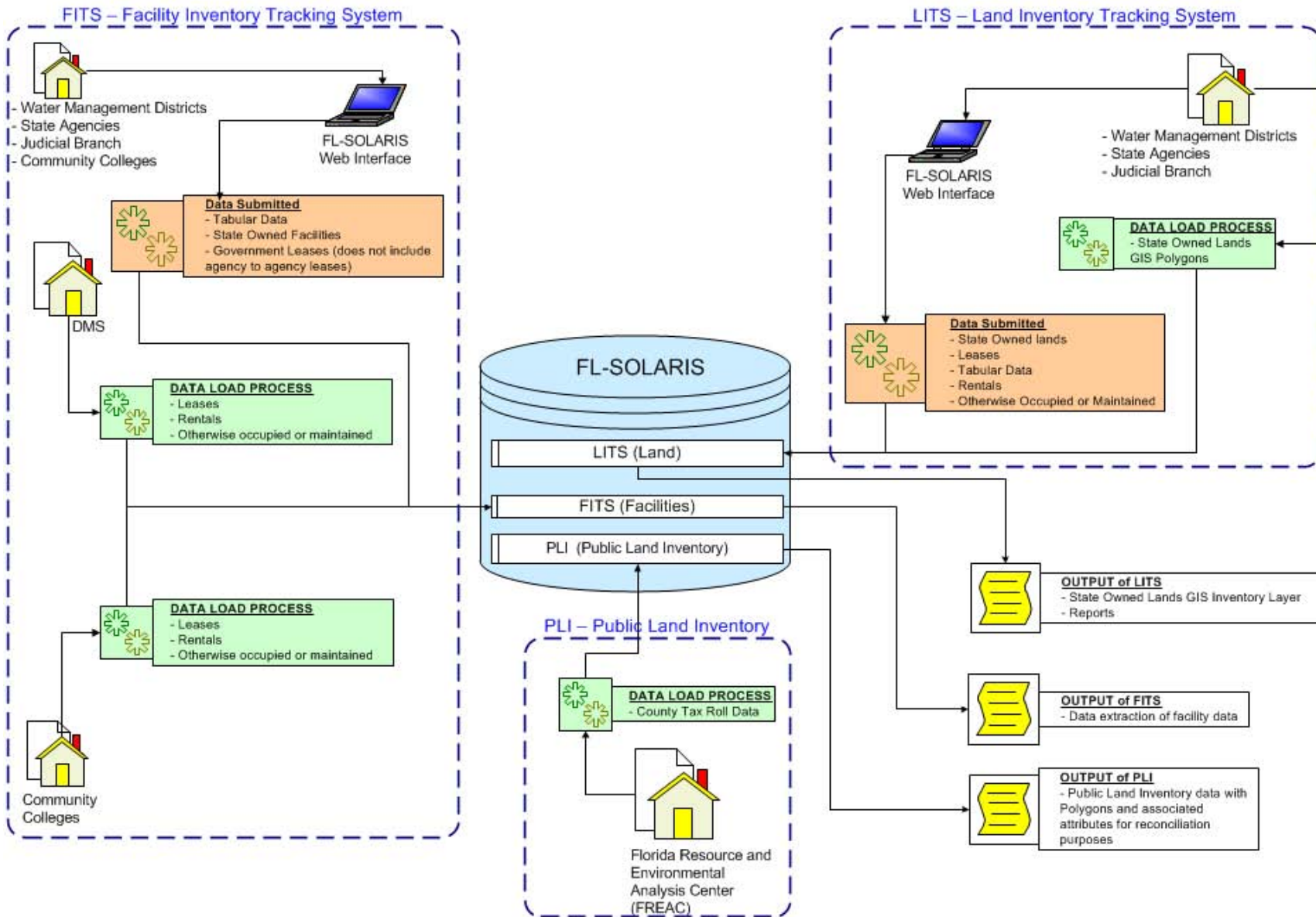


Bright People. Right Skills. Brilliant Solutions.



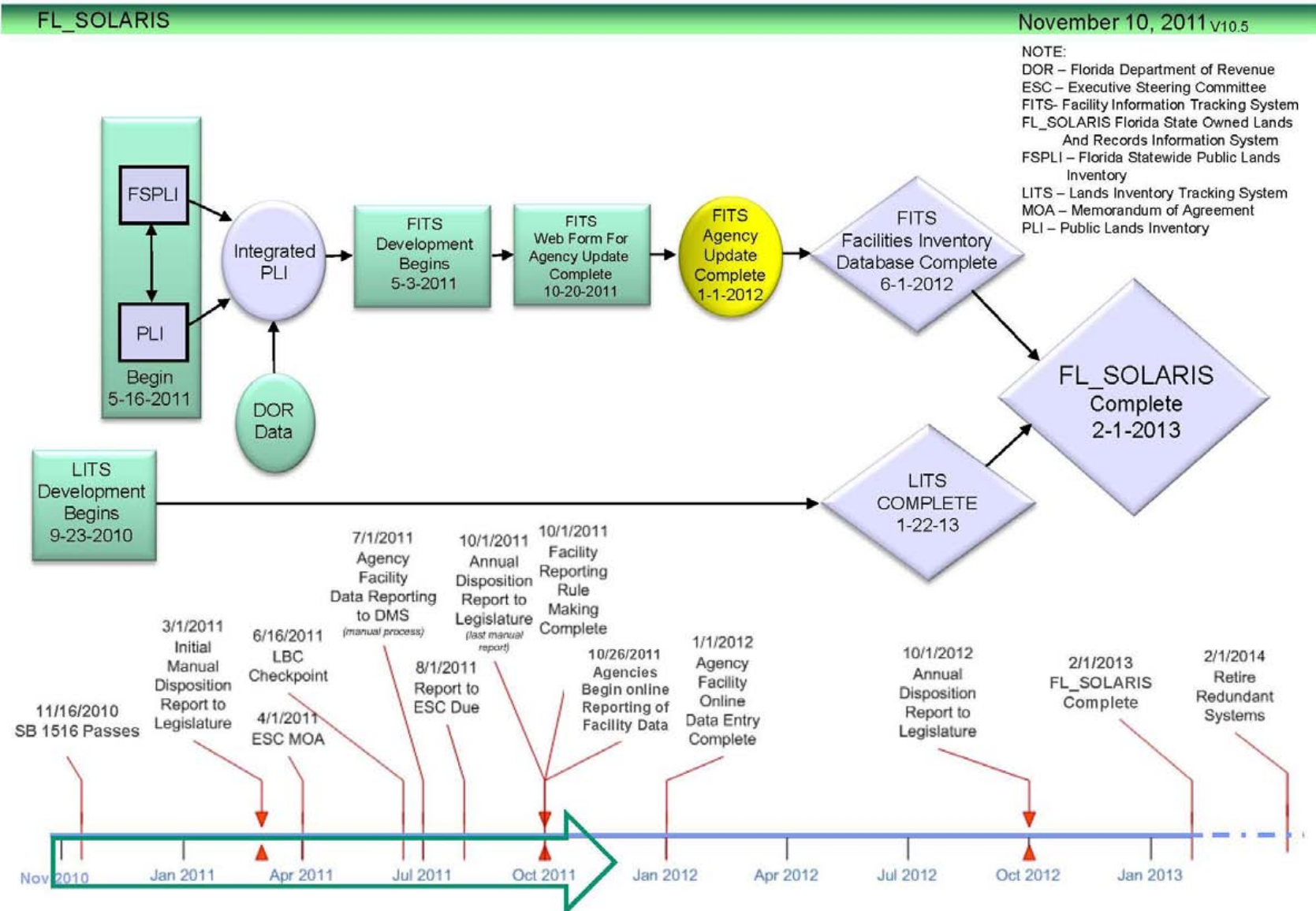


# FL-SOLARIS High Level Process Overview



# Timeline

## Florida State Owned Lands And Records Information System Timeline



- Managing the quality of data entry by agencies
- Providing system maintenance and upkeep over time
- Managing and responding to requests for system changes/enhancements
- Determining if redundant systems exist and effecting their retirement within a year of FL-SOLARIS



# Florida State-Owned Lands



## Disposition of State Lands and Facilities 2011 Annual Report





# Property Evaluated for Surplus



Proactively review state-owned property for potential surplus or by request by governmental entities or private party

- Non-Conservation property no longer needed
- Conservation property no longer needed for conservation purposes
- Murphy Act lands
- Swamp and Overflow lands
- Lands acquired by donation or litigation
- School lands

## Conservation Lands

- Ch. 253, F.S., and Rule 18-2, F.A.C., and Article X, Section 18, Fla. Constitution
- Notice governmental entities
- Acquisition and Restoration Council (ARC) review
- Valuation
- Marketing (Sale or Bid)
- Contract
- Board of Trustees Approval

## Non-Conservation Lands

- Ch. 253, F.S., and Rule 18-2, F.A.C.
- Notice governmental entities
- ARC Review not required
- Valuation
- Marketing (Sale or Bid)
- Contract
- Board of Trustees Approval

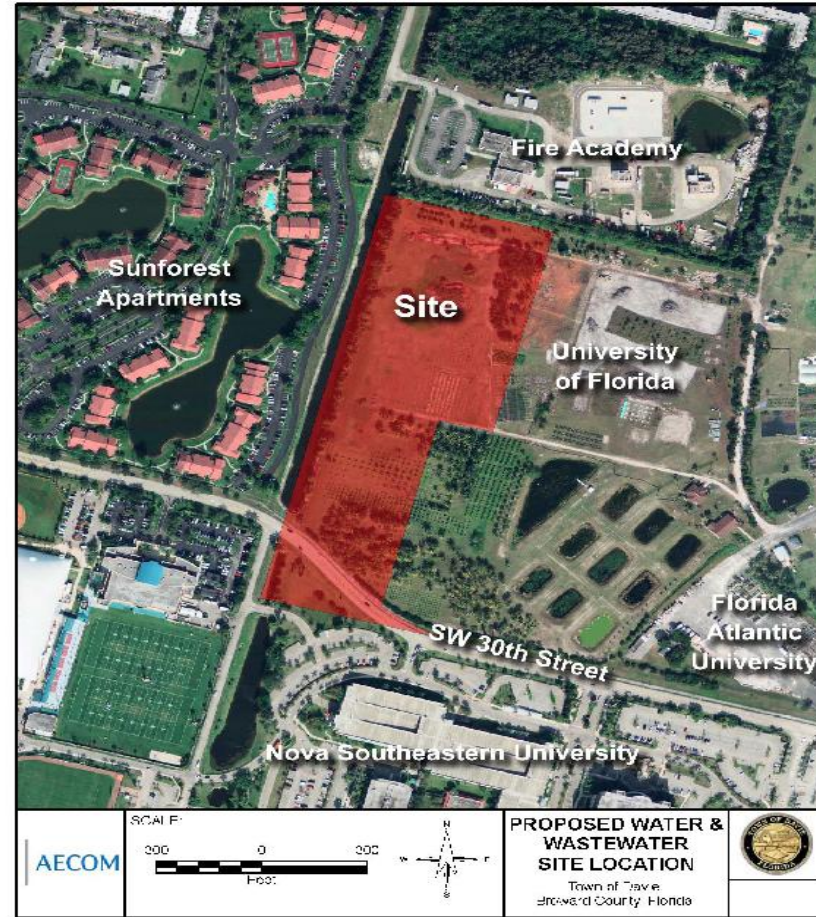
DSL surplus lands [http://www.dep.state.fl.us/lands/buy\\_sale.htm](http://www.dep.state.fl.us/lands/buy_sale.htm)



# Surplus Properties



Currently offered for sale by  
complete bid.  
Proceeds to IITF.



Non-Conservation property  
Parcel purchased by Town of Davie  
Proceeds to UF/IFAS

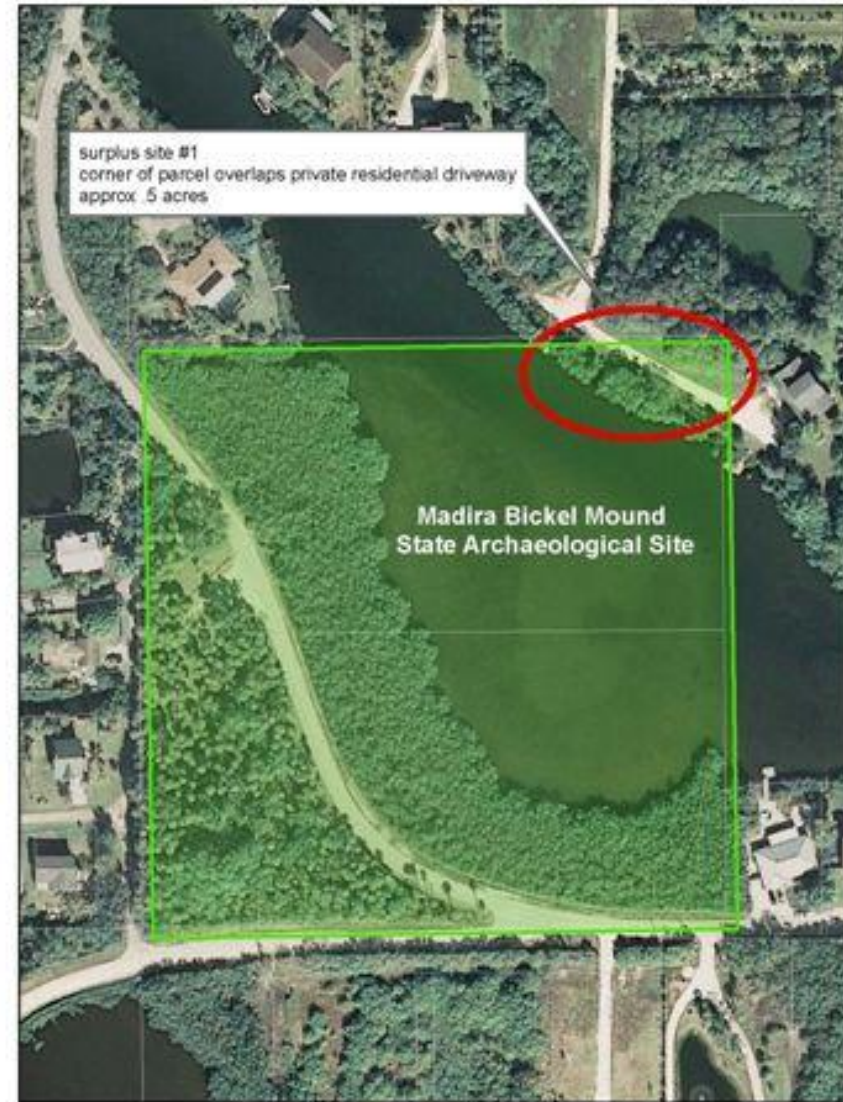


# Conservation Property Evaluated for Surplus

Atlantic Ridge Preserve State Park (DRP)



Madira Bickel Mound State Archaeological Site (DRP)





# Property Sales



Murphy Act Lands  
Ocala, Marion County  
Within and surrounded by private property



Murphy Act Lands  
Archer Community in Alachua County  
(Two red triangles)

## DMS Reached Out to 74 State Government Entities

- 5 Entities Provided Disposition Candidates
- 56 Total Disposition Candidates
- \$ 49 Million in Property Appraiser Assessed Value
- \$23.1 Million in Known Building Deficiencies
- \$3.1 Million in Operating Cost

Facilities identified as Disposition Candidates are incorporated within the DEP surplus land disposition process

- With the FL-SOLARIS FITS module now in place, DMS has started development of 2012 data entry rule making
- Between January 12 and July, 2012, agencies will report and augment state-owned facility information within FL-SOLARIS. The additional data collected will include:
  - Data masked and rules to improve quality of data entry
  - GPS data and linkage to land parcels
  - Design personnel capacity for facilities
  - Sublet space clarification (listings of tenants & rent revenues)
- Agency leasing data from DMS will be integrated into new FITS search and report functionality



# Questions?



## **Mike Long**

Assistant Director

DEP Division of State Lands

[Mike.Long@dep.state.fl.us](mailto:Mike.Long@dep.state.fl.us)

850.245.2555

## **Tom Berger**

Director

DMS Division of Real Estate

Development and Management

[Tom.Berger@dms.myflorida.com](mailto:Tom.Berger@dms.myflorida.com)

850.487.9921

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

16-11-11

Meeting Date

Topic FL-SOLARIS + Disposition Report

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Michael Long

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title Asst. Director D.V. State Land DEP

Address \_\_\_\_\_  
*Street*

Phone 950-245-2556

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail mike.Long@DEP.state.fl.us

Speaking:  For  Against  Information

Representing DSL/DEP

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**



THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

1/16/11  
Meeting Date

Topic State owned Land and Record Imaging System Bill Number \_\_\_\_\_  
(if applicable)  
Name Tom Berger Amendment Barcode \_\_\_\_\_  
(if applicable)  
Job Title Director, Real Estate DMS  
Address 4050 Esplanade Way Phone 487-9921  
*Street*  
Tallahassee FL 32312 E-mail tom.berger@dms.myflorida.com  
*City State Zip*

Speaking:  For  Against  Information

Representing Department of Management Services

Appearing at request of Chair:  Yes  No Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

This form is part of the public record for this meeting.

S-001 (10/20/11)



# **MyFloridaMarketPlace (MFMP)**

## **Business Case**

**November 16, 2011**

**Senate Budget Committee**



# Summary of State Procurement

- **Where We Are:**
  - Less than 50% of spend under management. \$1.7B of \$3.8B of addressable spend, or 43%
  - Strategic sourcing has not been a focus, though it drives significant savings
  - Usage and processes are inconsistent across agencies
- **Where We Need to Be:**
  - Fully managed “Procure-to-Pay” (P2P) process with 80% (\$3B+) or more of addressable spend actively managed - \$100M+ ROI
  - Dramatically improve spend visibility and demand management
  - Achieve best value for the state through strategic sourcing, standard contracts, standard processes
  - Maximize usage and participation in the program by agencies, and capture other eligible users (OEU) that account for 60-80% of State Term Contract (STC) spend
  - Achieve administrative efficiencies through a Procure-to-Pay model with electronic order delivery, approvals, and invoice presentment and payment
- **How We Get There:**
  - Negotiate a flexible MFMP support contract with options for partial in-sourcing where appropriate, and optimizations
  - Conduct process analysis to standardize and identify requirements for the long range vision
  - Sunset redundant systems, optimize the current solution and capture the ROI



# Where We Need to Be



## Spend Visibility

- Achieve >80% spend under management; \$1.5B to \$2B increase
- Improve spend analysis and data quality
- Standardize commodity codes and end-to-end use of MFMP



## Strategic Sourcing

- Drive strategic sourcing for key categories with greatest spend
- Focus on management of top agency spend



## Best Value

- Standardize contracts and processes (ex. P-Card, invoicing)
- Demonstrated best value will further encourage usage/compliance



## Usage/ Compliance

- Maximized agency usage/participation
- Capture OEU (Other Eligible Users) : 60-80% of STC spend, through outward facing catalogs and improved ease-of-use
- Improve consistency of usage of MFMP for entire P2P process



## Administrative Efficiency

- Simplify and standardize processes, policy, rule, and law
- Consolidated operations (Shared Services model)
- Enhanced self-service and use of time-saving automation (ex. e-Quote, e-Invoice)

The State of Florida  
may be leaving  
**\$100 Million**  
or more of  
**annual**  
**recurring**  
savings  
on the table by  
failing to optimize  
procurement



## What We've Done

- Brought in new leadership, restructuring competency and staff
- Objectives, goals, and timelines will be detailed once the competitive solicitation is accomplished, for:
  - Increasing agency utilization and participation
  - Capturing greater Other Eligible User spend
  - Greater spend being managed (analyzed and strategically sourced)
  - Better spend data quality
  - Lower operational costs

We Have the Right Tools and Capability



## MyFloridaMarketPlace

- Feb 2000 - Legislatively funded business case study to recommend an approach to replace the state's aging purchasing system completed by KPMG.
- Study recommended best-of-breed replacement strategy.
- March 2001 – Issued a competitive ITN for an eProcurement Program – joint effort between DMS, DFS, STO, and AG.
- Entered into negotiations with KPMG and Accenture, and selected Accenture and the Ariba eProcurement system.
- Signed contract with Accenture in October of 2002.



## What is MyFloridaMarketPlace (MFMP)?

### *A Business Process Outsourcing Arrangement – Includes:*

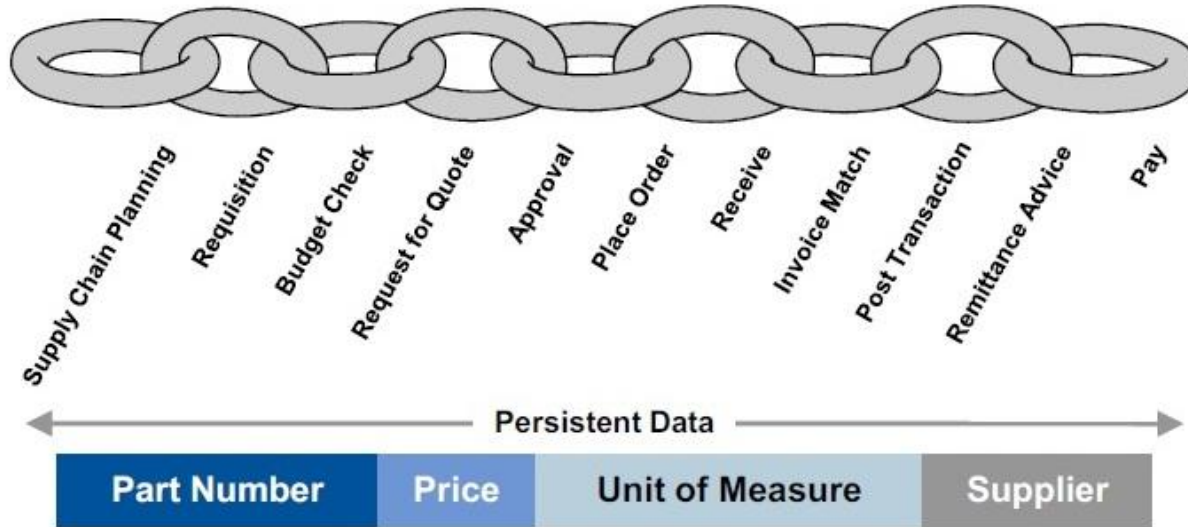
- Ariba Procure-to-Pay (P2P) Application Suite – hardware, software, maintenance, and support
- Real-Time system integration with FLAIR
- Vendor Registration system – development, maintenance, and support. Feeds FLAIR Statewide Vendor File and other systems in the state
- Fee Billing and Collection system – development, maintenance, and support
- An investment in the e-procurement software, and up-to-date hardware
- Vendor and Minority registration support
- 1% Fee Billing and Collection operation
- Help Desk – for all agencies and vendors
- Sourcing Support – performing strategic sourcing events and use of Sourcing tool
- Catalog and Content Enablement – loading line item catalogs according to contracts, and ordering instructions
- Program Support – Review and ensure Finance and Accounting accuracy, monitor service levels and program performance, test and ensure recoverability
- Information Management – creating and delivering reports for agency requests, tracking and reporting on all spend and operational metrics





# Procure-to-Pay and Ariba

## Gartner - Best Practice Procurement



Source: Gartner (January 2011)

## Gartner Magic Quadrant



## Agency Usage

Ariba Module	Number of Agencies Currently Using
Buyer	
Purchase Order	33
Invoice	28
Receiving	29
On-line Catalog	33
Contract Compliance	18
Original eQuote	15
Analysis	32
Sourcing	DMS plus



# MFMP Use

- 33 Agencies use the MFMP system today
  - Agriculture and Consumer Services - exempt, but uses the vendor file from Vendor Registration
  - Children and Families – now sun-setting their ARTS system and moving fully to MFMP
  - Persons with Disabilities – recently used ARTS with DCF, but has moved fully to MFMP
  - Corrections – uses pre-requisition system (PRS) in addition to MFMP
- 152,000 Vendors and locations have registered thru Vendor Registration
- FY10/11 POs                                      Count: 152,000                      Amount: \$1.67 Billion
- FY10/11 Invoices                                      Count: 311,000                      Amount: \$0.75 Billion
- Catalogs In Place: 595                      SKUs: 324,801                      Punch-Out Catalogs: 19
- Strategic Sourcing Savings FY10/11: in excess of \$41 Million
- Help Desk Calls FY10/11: 27,480                      Approx. 2,300 per month
- Customer Satisfaction

Year	Purchasing	F&A Integration	Overall
2009	93%	95%	94%
2010	97%	96%	97%



# Current Contract and End Date

- Paid To Current Vendor – Accenture:

FY03-04	5.6M
FY04-05	13.4M
FY05-06	15.5M
FY06-07	17.8M
FY07-08	18.3M
FY08-09	16.7M
FY09-10	14.8M fixed
FY10-11	14.8M fixed
FY11-12	14.8M fixed (planned)

Includes amortization of:

- Initial software licenses
- Hardware including recent refresh
- Real-Time Integration with FLAIR customization
- Customizations for agency specific needs
- Development of Vendor Registration and Billing & Collection systems

- Contract with Accenture Ends: **December 8, 2012**

- **WE CAN DO BETTER.**

MFMP is operationally stable and sound. A competitive solicitation and negotiation will result in savings.



# The MyFloridaMarketPlace Business Case 2011



## Business Case

### Proviso:

The Division of Purchasing shall submit a business case plan as defined in section 287.0571, Florida Statutes, for the competitive solicitation of the state purchasing system (known as MyFloridaMarketPlace) by August 15, 2011. The plan shall include a detailed cost benefit analysis of options as defined in section 287.0571, Florida Statutes, as well as a transition plan in the event a new vendor is selected. Upon approval of the business case plan by the Legislative Budget Commission, the department shall competitively solicit a contract for operation of the state purchasing system pursuant to section 287.057, Florida Statutes.



## Business Case

Hired consulting company North Highland to assist with the creation of the business case to satisfy Proviso and meet the requirements of section 287.0571, Florida Statutes, relating to projects of \$10M or more.

The Business Case included:

- Assessment of current market trends and conditions
- Assessment of existing operations
- Descriptions of available options
- Summary findings of the options
- A cost-benefit analysis and estimated schedule for each option



# Business Case - Options

## Options considered in the Business Case

1. Execute a single-source contract with Accenture to deliver a reduced/redefined set of support services to MFMP
2. Insource all MFMP services to an internal DMS division staffed entirely by state employees filling newly-established FTE positions
3. Conduct a competitive procurement (ITN) from qualified vendors, including Accenture, for a new 4-year contract for MFMP support services
4. Support MFMP through a mixture of insourced and outsourced services, a combination of options 2 and 3.





# Business Case - Results

Following is the estimated cost results of the Business Case:

-- in millions --

MFMP Support Option	Year 1 With Trans (12/13)	Year 2 With Trans (13/14)	Annually Yrs. 3 & 4 each (14/15 & 15/16)	Total for 4 Years
1. Single Source to Accenture	\$13.80	\$12.70	\$12.70	\$51.90
2. Insource All to State	\$19.34	\$18.39	\$8.40	\$54.53
3. Conduct a Competitive Procurement (ITN) for Outsourced Services	\$17.90	\$9.76	\$9.76	\$47.18
4. In/Outsource Mix	\$21.50	\$11.85	\$10.55	\$54.45

*Until a competitive procurement and negotiation is completed, the accuracy of the vendor labor count and rate assumptions is unknown. The potential to lower outsourcing costs through the competitive procurement process and contract negotiations have not been factored in.*



## Business Case - Recommendation

It is recommended that the Department of Management Services conduct a competitive procurement for a newly structured MFMP support services contract.

This contract would provide visibility and control over fixed and variable support costs and be modularized to provide the freedom to modify or remove services components - e.g. help desk, billing and collection – at will.

# MFMP and Business Case



## QUESTIONS

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11/16/11  
Meeting Date

Topic My Florida Marketplace Business <sup>case</sup> Bill Number \_\_\_\_\_  
(if applicable)  
Name John P. Miles "Jack" Amendment Barcode \_\_\_\_\_  
(if applicable)  
Job Title Secretary, Dept. Management Services  
Address 4050 Esplanade way Phone 850-  
Tallahassee FL 32399 E-mail jack.miles@dms.myflorida.com  
Street City State Zip

Speaking:  For  Against  Information

Representing Department of Management Services

Appearing at request of Chair:  Yes  No Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11/16/11  
Meeting Date

Topic MyFloridaMarket Place

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Joe Wright

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title CIO

Address 4050 Esplanade Way  
*Street*

Phone 413-9169

Tallahassee FL 32399  
*City State Zip*

E-mail joe.wright@dms.myflorida.com

Speaking:  For  Against  Information

Representing Dept of Agent Services

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

# CourtSmart Tag Report

**Room:** KN 412  
**Caption:** Senate Budget Committee

**Case:**  
**Judge:**

**Type:**

**Started:** 11/16/2011 2:03:40 PM  
**Ends:** 11/16/2011 4:57:15 PM      **Length:** 02:53:36

2:03:58 PM	Sen. Alexander (Chair)
2:06:08 PM	TAB 2 - Electronic Time & Attendance System for State Prisons
2:07:18 PM	Steven Ferst, Chief of Staff, Dept. of Corrections
2:11:43 PM	Sen. Alexander
2:11:50 PM	S. Ferst
2:11:52 PM	Sen. Alexander
2:11:58 PM	S. Ferst
2:12:24 PM	Sen. Alexander
2:12:39 PM	S. Ferst
2:12:59 PM	Sen. Alexander
2:13:23 PM	TAB 6 - MyFloridaMarketPlace Business Case
2:13:39 PM	Secretary Jack Miles, Dept. of Management Services
2:20:49 PM	Sen. Montford
2:21:50 PM	J. Miles
2:22:24 PM	Sen. Montford
2:22:43 PM	Sec. Miles
2:23:08 PM	Sen. Montford
2:23:20 PM	J. Miles
2:24:34 PM	Sen. Hays
2:25:17 PM	J. Miles
2:26:50 PM	Sen. Hays
2:27:14 PM	J. Miles
2:30:05 PM	Sen. Hays
2:30:30 PM	J. Miles
2:31:36 PM	Sen. Alexander
2:32:06 PM	J. Miles
2:32:51 PM	Sen. Alexander
2:33:53 PM	J. Miles
2:35:27 PM	Sen. Alexander
2:35:38 PM	J. Miles
2:35:50 PM	Sen. Sobel
2:36:20 PM	J. Miles
2:37:57 PM	Sen. Gaetz
2:39:26 PM	J. Miles
2:41:08 PM	Sen. Gaetz
2:42:30 PM	J. Miles
2:43:45 PM	Sen. Gaetz
2:45:20 PM	Sen. Siplin
2:46:12 PM	J. Miles
2:47:59 PM	Sen. Siplin
2:48:37 PM	J. Miles
2:49:26 PM	Sen. Siplin
2:50:07 PM	Sen. Alexander
2:51:20 PM	Sen. Lynn
2:53:02 PM	J. Miles
2:53:42 PM	Sen. Alexander
2:53:45 PM	Sen. Rich
2:54:26 PM	J. Miles
2:55:39 PM	Sen. Alexander
2:56:47 PM	J. Miles
2:57:38 PM	Sen. Simmons
2:59:14 PM	J. Miles



2:59:57 PM Sen. Alexander  
3:00:34 PM Sen. Hays  
3:00:58 PM TAB 3 - E-mail and Data Center Consolidation  
3:01:18 PM David Taylor, Executive Director, Agency for Enterprise Information Technology  
3:11:45 PM Sen. Lynn  
3:11:49 PM D. Taylor  
3:13:14 PM Sen. Lynn  
3:13:59 PM D. Taylor  
3:14:25 PM Sen. Alexander  
3:15:44 PM Sen. Montford  
3:16:13 PM D. Taylor  
3:17:07 PM Sen. Montford  
3:17:34 PM Sen. Alexander  
3:20:36 PM D. Taylor  
3:24:43 PM Joe Bourassa, Citizen of Florida  
3:31:26 PM TAB 5 - Florida State Owned Lands and Records Information System  
3:31:30 PM Mike Long, Assistant Director, Division of State Lands, Dept. of Environmental Protection  
3:40:03 PM Sen. Altman  
3:40:42 PM M. Long  
3:41:24 PM Sen. Alexander  
3:41:38 PM M. Long  
3:42:11 PM Sen. Alexander  
3:42:15 PM M. Long  
3:42:35 PM Sen. Lynn  
3:43:26 PM M. Long  
3:44:01 PM Sen. Lynn  
3:44:54 PM M. Long  
3:45:24 PM Sen. Montford  
3:46:01 PM Sen. Alexander  
3:49:18 PM M. Long  
3:54:55 PM Sen. Alexander  
3:55:21 PM M. Long  
3:56:09 PM Sen. Lynn  
3:57:24 PM Sen. Alexander  
3:59:20 PM M. Long  
3:59:48 PM Sen. Lynn  
4:00:53 PM Sen. Alexander  
4:03:38 PM Tom Berger, Director, Division of Real Estate Development and Management, Dept. of Management Services  
4:09:49 PM Sen. Alexander  
4:11:47 PM T. Berger  
4:14:01 PM Sen. Hays  
4:14:19 PM Sen. Alexander  
4:15:39 PM TAB 4 - Worker's Compensation Medical Costs  
4:16:09 PM Ashley Mayer, Director of Policy, Research, and Legislative Affairs, Dept. of Financial Services  
4:17:24 PM R.J. Castellanos, Director, Division of Risk Management, Dept. of Financial Services  
4:20:40 PM Sen. Negron  
4:20:48 PM R. Castellanos  
4:21:20 PM Sen. Negron  
4:21:36 PM R. Castellanos  
4:21:40 PM Sen. Negron  
4:22:12 PM R. Castellanos  
4:22:19 PM Sen. Negron  
4:22:26 PM R. Castellanos  
4:23:19 PM Sen. Negron  
4:24:04 PM R. Castellanos  
4:27:51 PM Sen. Negron  
4:28:14 PM R. Castellanos  
4:32:32 PM Sen. Negron  
4:33:38 PM R. Castellanos  
4:34:17 PM Sen. Lynn  
4:34:32 PM R. Castellanos

4:35:07 PM Sen. Lynn  
4:35:18 PM R. Castellanos  
4:35:39 PM Sen. Lynn  
4:35:46 PM R. Castellanos  
4:35:56 PM Sen. Lynn  
4:36:42 PM Sen. Negron  
4:36:50 PM Sen. Lynn  
4:36:53 PM Sen. Negron  
4:36:59 PM Sen. Lynn  
4:37:31 PM Sen. Sobel  
4:37:54 PM A. Mayer  
4:38:35 PM Sen. Sobel  
4:39:10 PM Sen. Negron  
4:39:16 PM Sen. Sobel  
4:39:21 PM Sen. Negron  
4:39:32 PM Sen. Sobel  
4:40:02 PM A. Mayer  
4:41:23 PM Sen. Negron  
4:41:31 PM A. Mayer  
4:43:47 PM Sen. Negron  
4:44:20 PM Sen. Thrasher  
4:44:48 PM Sen. Montford  
4:45:20 PM A. Mayer  
4:45:40 PM Sen. Montford  
4:45:47 PM Sen. Negron  
4:45:59 PM Lori Lovgren, State Relations Executive, National Council on Compensation Insurance  
4:50:16 PM Sen. Negron  
4:50:21 PM L. Lovgren  
4:52:30 PM Sen. Negron  
4:53:11 PM Tom Panza representing Automated Health Care Systems  
4:55:21 PM Sen. Negron  
4:55:50 PM Sen. Hays  
4:56:21 PM Sen. Montford  
4:56:38 PM Sen. Negron  
4:57:03 PM



# THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

COMMITTEES:  
Judiciary, *Chair*  
Budget  
Budget - Subcommittee on Education Pre-K - 12  
Appropriations  
Commerce and Tourism  
Communications, Energy, and Public Utilities  
Governmental Oversight and Accountability  
Reapportionment  
Rules

## SENATOR ANITERE FLORES

*Majority Whip*  
38th District

OK JB  
9/7/11

September 1, 2011

The Honorable JD Alexander  
Chair of Committee on Budget  
201 The Capitol  
404 South Monroe Street  
Tallahassee, FL 32399-1100

Dear Chairman Alexander:

I respectfully request to be excused from the Committee on Budget during the months of September, October and November. I have been informed by my doctor that I should refrain from travel until after I have given birth which is expected to be at the end of October.

Please do not hesitate to contact me should you have any questions.

Sincerely,

Anitere Flores

CC: Ms. Terry Rhodes, Staff Director, Committee on Budget

REPLY TO:

- 10691 North Kendall Drive, Suite 309, Miami, Florida 33176 (305) 270-6550
- 316 Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5130

Senate's Website: [www.flsenate.gov](http://www.flsenate.gov)

MIKE HARIDOPOLOS  
President of the Senate

MICHAEL S. "MIKE" BENNETT  
President Pro Tempore



## THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

COMMITTEES:  
Budget - Subcommittee on Transportation, Tourism,  
and Economic Development Appropriations,  
*Vice Chair*  
Reapportionment, *Vice Chair*  
Banking and Insurance  
Budget  
Budget - Subcommittee on Finance and Tax  
Communications, Energy, and Public Utilities  
Criminal Justice  
Governmental Oversight and Accountability  
Rules

### SENATOR GWEN MARGOLIS

35th District

November 16, 2011

Chair Alexander,

Please excuse my absence from the Budget Committee meeting. I am still home recovering from hip replacement surgery.

My Legislative staff will be in Tallahassee in my absence and should you need anything, please do not hesitate to contact them.

I look forward to seeing you at the next committee meeting.

Thank you again for your continued support and understanding.

Sincerely,

A handwritten signature in cursive script that reads "Senator Gwen Margolis".

Gwen Margolis  
State Senator

Handwritten initials "OK" above a signature that appears to be "GPO".

REPLY TO:

- 3050 Biscayne Boulevard, Suite 600, Miami, Florida 33137 (305) 571-5777
- 414 Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5121

Senate's Website: [www.flsenate.gov](http://www.flsenate.gov)

MIKE HARIDOPOLOS  
President of the Senate

MICHAEL S. "MIKE" BENNETT  
President Pro Tempore

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

11/16/2011  
Meeting Date

Topic BUDGET / PUBLIC COMMENT

Bill Number \_\_\_\_\_  
*(if applicable)*

Name JOE BOURASSA

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title RETIRED

Address 301 LEWIS DRIVE  
*Street*  
DAYTONA BEACH, FL 32117  
*City State Zip*

Phone 386-253-9017

E-mail BOURASSAJOE@GMAIL.COM

Speaking:  For  Against  Information

Representing COMMON PEOPLE

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**