



AN INITIATIVE OF SPANY

Eastern NY Purchasing Collaborative

Medicare Retiree Health Coverage · Regional Market Review

A REGIONAL OPPORTUNITY FOR PUBLIC EMPLOYERS

WE ARE STRONGER TOGETHER

Unlock Better Medicare Retiree Health Coverage Through Collective Purchasing Power

THE CHALLENGE WE ALL FACE

Public employers across New York face the same difficult challenge: **how to protect Medicare-eligible retiree health benefits while managing rising costs, budget pressure, and long-term uncertainty.**

ABOUT THE EASTERN NEW YORK PURCHASING COLLABORATIVE

PURPOSE

Help preserve collectively bargained Medicare retiree health benefits while pursuing more competitive pricing, meaningful savings, and long-term rate stability through **combined purchasing strength.**

An informal regional market review coordinated by SPANY. **This Alliance is NOT a consortium** and does not impose mutual fees, intermunicipal agreements, early-exit penalties, or financial commitments on participating employers.

Participation allows each employer to be included in a regional market review alongside other public entities — creating a **stronger collective purchasing opportunity** without binding obligations.

WHY REGIONAL PURCHASING POWER WORKS

The Broome County Purchasing Alliance (BCPA) has generated over \$30 Million in savings since inception. When public employers come to market together, **carriers respond differently.** A combined opportunity gives the region a stronger voice and may create:

- ✓ **Better pricing** through enhanced leverage
- ✓ **Stronger plan options** when carriers see regional demand
- ✓ **More competitive rates** than groups secure alone
- ✓ **Meaningful savings** for budgets and retirees
- ✓ **Long-term sustainability** for bargained benefits
- ✓ **Rate stability** through multi-year commitments

WHO IS ELIGIBLE TO PARTICIPATE

RATING REGIONS

EASTERN NY

Warren · Washington · Saratoga · Rensselaer · Schenectady · Albany · Schoharie · Greene · Columbia

SOUTHEASTERN NY

Ulster · Dutchess · Orange · Sullivan · Putnam · Westchester · Rockland

ELIGIBLE ENTITIES

Counties · Cities · Towns · Villages · School Districts · BOCES · Public Authorities

ZERO RISK. ZERO OBLIGATION.

This is a **market check** — not a commitment. Evaluate first, then decide.

- ✓ **NO annual fees**
- ✓ **NO contracts**
- ✓ **NO penalties**
- ✓ **NO obligation to change**

The SPANY Solution · Regional Purchasing Power

Beginning June 2026, SPANY, in collaboration with Albany County, will organize an **informal competitive bid process for Medicare-eligible retiree health coverage** in Eastern New York, drawing on the proven framework of the **Broome County Purchasing Alliance**.

Interested public employers are brought together and the combined opportunity is submitted to regional carriers. By pooling census data and current plan designs, participating groups are evaluated **collectively** — not individually.

GET STARTED

Join an Informational Zoom Meeting

Briefings cover the RFQ process & timeline, census information, submission instructions, and live Q&A for participating public employers.

SELECT A DATE · ALL SESSIONS HELD IN THE MORNING

MON 22 JUNE	WED 24 JUNE	MON 29 JUNE	WED 01 JULY
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WHAT TO EXPECT

Anticipated Timeline

PHASE	TIMEFRAME
Census & Coverage Data Collection	June – July 15, 2026
Combined Opportunity Submission	July 15, 2026
Carrier Competitive Review	Late Summer 2026
Proposal Review & Summary	September, 2026
Decision, Communication & Enrollment	October 15, 2026
TARGET EFFECTIVE DATE	January 1, 2027

We are Stronger Together.

Collectively, we can work toward a more sustainable and affordable Medicare retiree health insurance program for public employers across Eastern New York.

CONTACT & LEADERSHIP

PRIMARY CONTACT

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