

# District School Board of Pasco County

## Bid Recommendation

<b>RFP Title</b>	Life Insurance		<b>Number of Vendors Notified</b>	126
<b>RF# Number</b>	06-049-AZ		<b>Number of Proposals Distributed</b>	21
<b>Date Solicited</b>	June 23, 2005		<b>Number of Vendors Responding</b>	11
<b>Date Opened</b>	July 13, 2005		<b>Number of Vendors Not Proposing</b>	0
<b>Date Board Presentation</b>	October 4, 2005		<b>Number of Vendors Proposing</b>	11
<b>Total Savings</b>	N/A		<b>Grand Total of Proposal</b>	<b>\$1,169,392.00</b>

**Recommendation:** Recommend acceptance of RFP per the attached tabulation. Acceptance of Minnesota Life as the highest-ranked firm will enable the Employee Benefits and Risk Management Department to finalize life insurance information for calendar year 2006 open enrollment.

**Term of Contract:** This RFP is a five-year contract, renewable annually based on the mutual consent of the parties. Rates have been guaranteed for a three (3)-year period. The first year term will be January 1, 2006 – December 31, 2006.

**Notations and Exceptions:** Metropolitan Life Insurance Co. was disqualified at the proposal opening for failure to properly execute the signature document. Upon review after the opening, AIG Life Insurance's proposal specifically stated that they would not accept our terms and conditions, and that a separate contract would need to be negotiated. Both these proposals were therefore deemed non-responsive and were eliminated from committee consideration.

The Phase I RFP responses from the compliant proposers were independently evaluated by the Committee members noted below, with all scores being totaled and averaged. Two (2) firms were invited to interview with the committee on July 27, 2005. The firms were again scored by the committee members after the interviews, with Phase I scores weighted at 60% and Phase II scores weighted at 40%. It is the consensus of the committee that Minnesota Life be chosen to provide life insurance services for the District. Prices quoted are the same as the District is currently paying with Unum Provident Life Insurance, administered by Fringe Benefits Management Co.

**Bids Evaluated By:**

Patricia Bartz, Employee Benefits Specialist

James Ciadella, USEP Representative

Patricia Howard, Employee Benefits Specialist

Michael Hudson, Employee Benefits and Risk Manager

**Bids Prepared By:**

Arlene Zimney, CPPB, C.P.M., Buyer

**Reviewed and Authorized By:**

Kendra Goodman, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: July 13, 2005						
Proposal Title: Life Insurance	Aetna Life Insurance Co.	Cigna Group Insurance	Florida Combined Life Insurance Co.	The Hartford	Humana Insurance Co.	Minnesota Life
RFP #06-049-AZ	151 Farmington Ave.	3101 W. MLK Jr. Blvd., Ste 200	5011 Gate Pkwy, Bldg 200, Ste 300	One Urban Ctr, 4830 W. Kennedy Blvd.	500 West Main St.	400 Robert St. N.
<b>**BOARD MEETING OCTOBER 4, 2005**</b>	Hartford, CT 06156	Tampa, FL 33607	Jacksonville, FL 32256	Tampa, FL 33609	Louisville, KY 40202	St. Paul, MN 55101
Cost	6.660	13.880	2.208	4.432	17.776	19.440
Coverage	16.660	10.405	3.455	12.490	6.930	24.305
Service	11.795	8.320	5.540	19.440	14.575	22.915
Financial stability of insurer	24.000	23.000	24.000	25.000	23.000	25.000
<b><u>PHASE I TOTAL</u></b>	<b>59.115</b>	<b>55.605</b>	<b>35.203</b>	<b>61.362</b>	<b>62.281</b>	<b>91.660</b>
<b><u>PHASE I TOTAL WEIGHTED 60%</u></b>	<b>35.469</b>	<b>33.363</b>	<b>21.122</b>	<b>36.817</b>	<b>37.369</b>	<b>54.996</b>
<b><u>PHASE II (INTERVIEW) TOTAL</u></b>						<b>18.750</b>
<b><u>PHASE II TOTAL WEIGHTED 40%</u></b>						<b>7.500</b>
<b><u>GRAND TOTAL</u></b>						<b>62.496</b>

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: July 13, 2005					
Proposal Title: Life Insurance	Standard Insurance Co.	Unicare Life & Health Insurance Co.	Unum Life Insurance Co. of America		
RFP #06-049-AZ	4350 W. Cypress St., Ste 702	6850 Versar Center	2211 Congress St.		
<b>**BOARD MEETING OCTOBER 4, 2005**</b>	Tampa, FL 33607	Springfield, VA 22151	Portland, ME 04101		
					<b>RANKING ORDER FOR INTERVIEWS</b>
Cost	25.000	13.328	4.992		
Coverage	22.915	10.405	16.660		1) Minnesota Life Ins. 2) Standard Insurance
Service	17.355	23.610	5.958		3) Unicare 4) Humana
Financial stability of insurer	24.000	24.000	23.000		5) Hartford 6) Aetna
					7) Cigna
					8) Unum
<b><u>PHASE I TOTAL</u></b>	<b>89.270</b>	<b>71.343</b>	<b>50.610</b>		9) Florida Combined Life
<b><u>PHASE I TOTAL WEIGHTED 60%</u></b>	<b>53.562</b>	<b>42.806</b>	<b>30.366</b>		
<b><u>PHASE II (INTERVIEW) TOTAL</u></b>	<b>18.750</b>				
<b><u>PHASE II TOTAL WEIGHTED 40%</u></b>	<b>7.500</b>				
<b><u>GRAND TOTAL</u></b>	<b>61.062</b>				