


CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: August 20, 2019

FROM: Peter J. Iglesias, P.E.
City Manager



SUBJECT: Award Recommendation
RFP 2019-019 Group Medical
Insurance

At the August 27, 2019 City Commission Meeting an award recommendation for RFP 2019-019 Group Medical Insurance will be included on the agenda. This memorandum (and attached supplemental information) serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation to the City Commission for award of the subject RFP is as follows:

- 1) Accept the recommendation of the Procurement Officer, and in conjunction with the Evaluation/Selection Committee to award the RFP and authorize negotiations with Cigna Health and Life Insurance Company (CHLIC) the highest ranked responsive and responsible proposer, for Group Medical Insurance, RFP 2019-019.
- 2) Should negotiations fail with the top-ranked proposer, authorize the Human Resources Director, after consultation with the Procurement Officer, to negotiate with the next most qualified proposer, up to the second ranked qualified Proposer, until a satisfactory agreement and contract amount that is fair, competitive, and reasonable is reached.

On June 6, 2019, the Procurement Division of Finance formally advertised, issued, and distributed Group Medical Insurance, Request for Proposals (RFP) 2019-019. Thirty-one (31) prospective proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On July 17, 2019, three (3) firms submitted proposals in response to the RFP: Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue; Cigna Health and Life Insurance Company (CHLIC); and Humana, Inc.

On August 20, 2019, the Evaluation Committee convened to evaluate the three (3) responsive proposals and ranked the firms in the following order of preference: Cigna Health and Life Insurance Company (CHLIC); (top-ranked), Humana, Inc. (second ranked); and Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue (third ranked). The Evaluation Committee determined that Cigna Health and Life Insurance Company (CHLIC) was the highest ranked responsive-responsible proposer. The Evaluation Committee further recommended that should negotiations fail with Cigna Health and Life Insurance Company (CHLIC), that negotiations commence with the next ranked firm until an agreement and contract amount acceptable to the City has been reached.

After successful negotiations, a Professional Services Agreement will be executed. A more detailed description of the RFP, proposal response and evaluation results will be provided to you as part of the Agenda package.

Please contact me should you have any questions.

Copy:

Miriam Soler Ramos, Esq., City Attorney

Billy Y. Urquia, City Clerk

Eduardo Santamaria, Assistant City Manager

Karla Green, Human Resources Director

Diana M. Gomez, Finance Director

Celeste S. Walker, Assistant Finance Director for Procurement



**RFP 2019-019
Group Medical Insurance
EVALUATION OF PROPOSALS
COMPOSITE**

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue	Cigna Health and Life Insurance Company (CHLIC)	Humana, Inc.
Experience & Qualifications		30	150			
Company history and description...			50	47	49	44
Proposer's relevant knowledge and experience in providing the services...			75	72	74	68
Qualifications and experience of all proposed key personnel.			25	23	25	23
Experience & Qualifications Total				142	148	135
Proposed Approach and Methodology		40	200			
Proposer's overall detailed approach...			50	35	47	47
Proposer's Provider Network being utilized for the City of Coral Gables...			15	8	15	12
Provided network access report of members with two PCPs...			15	11	15	13
Proposer's lack of restrictions or exclusions imposed.			15	15	15	15
Proposer's offering of an Online Benefit Enrollment system for the Open Enrollment process...			20	6	19	18
Proposer's ability to provide covered individuals access to company professionals...			15	12	15	12
Identified wellness options and Proposer's overall commitment towards health/wellness activities.			20	16	19	18
Comprehensive description of the Proposer's ability to duplicate existing coverage...			50	50	50	46
Proposed Approach and Methodology Total				153	195	181
Past Performance and References		10	50			
Proposer's three (3) references (but no more than five (5)) from public sector agencies, similar in size to the City....			25	22	25	23
Public sector clients, if any, that have discontinued use of Proposer's services within the past two (2) years...			15	4	15	13
Civil, criminal, administrative, other similar proceeding filed or pending...			10	8	9	10
Past Performance and References Total				34	49	46
Overall Cost		20	100			
Proposed pricing on the rating sheets of the premiums being charged for employees, retirees and dependents.			50	29	47	38
Proposer's Medical Trend history and the current factors being used by the company.			15	11	13	6
Additional pricing (if any) for ancillary costs to be added to the program.			15	9	15	13
Proposer's Cost Guarantees or rating caps that can be applied for future rating periods.			20	9	20	16
Overall Cost Total				58	95	73
TOTAL POINTS		100	500	387	487	435
RANKING				3	1	2

Signature: *[Signature]*
 Chairperson: *[Signature]*
 Reviewed By: *[Signature]*

Print Name: Vanessa Flores
 Print Name: YUSBEI GONZALEZ

Date: 8/20/19
8/20/19