



RFP 2024-021
 GROUP LIFE INSURANCE WITH AD&D
 EVALUATION OF PROPOSALS
 COMPOSITE

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Standard Insurance Company	Securian Insurance Company
Experience & Qualifications		120			
	Proposer's qualifications including, but not limited to, company history and description, number of years in business, size, number of employees, office location where work is to be performed, licenses/certifications, credentials, capabilities and capacity to meet the City's needs.		40	36	34
	Proposer's relevant knowledge and experience in providing the services described in the "Scope of Services" to public sector agencies similar in size to the City of Coral Gables.		40	37	36
	Financial Strength Rating from AM Best, with a minimum of A-, XIV.		20	18	20
	Qualifications, copy of applicable licenses/certifications, and experience of all proposed key personnel.		20	17	18
Experience & Qualifications Total				108	108
Proposed Approach and Methodology		80			
	Proposer's overall detailed understanding, approach and methodology to perform the services solicited herein. Understanding of the RFP scope and requirements, implementation plan, strategies for assuring assigned work is completed on time, communication with City staff, and Proposer's intent to work with the City positively and innovatively in providing the services outlined in this RFP.		40	30	36
	Proposer's lack of restrictions or exclusions imposed.		20	17	17
	Comprehensive description of the Proposer's ability to duplicate existing coverage for employees.		20	18	18
Proposed Approach and Methodology Total				65	71
Past Performance and References		40			
	Proposer's three (3) references (but no more than five (5) similar in size to the City of Coral Gables, for which Proposer has provided the services described in the RFP AND list all contracts for which the Proposer as performed (past and present) as a PRIME for the City of Coral Gables. The City will review all contracts the Proposer has performed for the City. Any and all Proposer's performance records (satisfactory and unsatisfactory) will be utilized in the evaluation process regardless of the type of work performed for the city.		24	22	19
	List with contact information of public sector clients, if any, that have discontinued use of Proposer's services within the past two (2) years and indicate the reasons for the same. The City reserves the right to contact any reference as part of the evaluation process.		8	8	3
	Incidents within the last five (5) years where (a) a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFP.		8	7	7
Past Performance and References Total				37	29
Agreement Comments/Exceptions		20			
	Review exceptions made by the proposer to the conditions listed in the agreement for the services		20	14.5	10
Agreement Comments/Exception Total				14.5	10
Overall Cost		140			
	Proposed pricing being charged for employees and dependents.		120	116	88
	Proposer's Cost Guarantees including multi-year guarantees that can be applied for future rating periods.		20	19	19
Overall Cost Total				135	107
TOTAL POINTS		400		359.50	325
RANKING				1st	2nd

Signature:

Chairperson

Reviewed By

Print Name:

Print Name:

Neivy Garcia
Andrea Fortella

Neivy Garcia
 Andrea Fortella