



**City of Coral Gables
CITY COMMISSION MEETING
September 24, 2024**

ITEM TITLE:

A resolution accepting the recommendation of the Chief Procurement Officer to award RFP 2024-022 Group Dental Insurance to Humana Insurance Company the highest ranked responsive and responsible proposer, pursuant to Section 2-763 of the Procurement Code entitled "Contract Award" and Request for Proposal (RFP) 2024-022.

DEPARTMENT HEAD RECOMMENDATION:

Approval.

BRIEF HISTORY:

The purpose of this RFP is to establish a contract with a qualified and experienced professional firm ("Proposer") to provide group dental insurance to the City.

On June 6, 2024, the Procurement Division of Finance formally advertised, issued and distributed RFP 2024-022. Twenty-one (21) prospective proposers were notified through INFOR, the City's web-based e-Procurement system.

On July 18, 2024, seven (7) firms submitted proposals, including one (1) no proposal, in response to the RFP: Cigna Health and Life Insurance Company, Delta Dental Insurance Company, Humana Insurance Company, KNL, Inc., Solstice Benefits, Inc., Standard Insurance Company, and United Healthcare Insurance Company.

The responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RFP. During the review, it was determined by Procurement, after consulting with the City Attorney's Office, that United Healthcare Insurance Company, would be deemed non-responsive based on their failure to provide the required business references.

On September 6, 2024, the Evaluation Committee convened to evaluate the five (5) responsive and responsible proposals and ranked the firms in the following order of preference: Humana Insurance Company, (top ranked), Delta Dental Insurance Company (second ranked), Cigna Health and Life Insurance Company (third ranked), Solstice Benefits, Inc., (fourth ranked), and Standard Insurance Company (fifth ranked). The Evaluation Committee determined that Humana Insurance Company, was the highest ranked responsive-responsible proposer.

The Evaluation Committee further recommended that should negotiations fail with Humana Insurance Company, negotiations could be conducted with the next two (2) ranked firms, Delta Dental Insurance Company, and Cigna Health and Life Insurance Company.

The Chief Procurement Officer recommends accepting the Evaluation Committee's recommendation to award and negotiate an agreement with Humana Insurance Company for RFP 2024-022 Group Dental Insurance for an initial period of three (3) years with the option to renew for two (2) additional one (1) year periods exercisable at the option of the City Manager in an amount not to exceed the available budget.

FINANCIAL INFORMATION:

| No. | Amount | Account No. | Source of Funds |
|---------------|---------------------|---------------------|-----------------|
| 1. | \$250,000.00 | 1-550-9915-590-2300 | Insurance Funds |
| Total: | \$250,000.00 | | |

Fiscal Impact:

The dental insurance coverage is available to the City's full-time employees, including City executives, elected and appointed employees, non-union general employees, Teamster's union general employees, retirees, and their eligible dependents.

The dental insurance coverage helps the City improve employee health outcomes, attract and retain personnel, boost employee morale, and provide a supportive work environment for our employees.

ATTACHMENT(S):

1. Resolution