

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: September 9, 2019

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



SUBJECT: Award Recommendation
RFP 2019-020 Group Dental
Insurance

At the October 8, 2019 City Commission Meeting an award recommendation for RFP 2019-020 Group Dental 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 Humana Insurance Company and CompBenefits Company the highest ranked responsive and responsible proposer, for Group Dental Insurance, RFP 2019-020.
- 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 fourth ranked qualified Proposer, until a satisfactory agreement and contract amount that is fair, competitive, and reasonable is reached.

On June 11, 2019, the Procurement Division of Finance formally advertised, issued, and distributed Group Dental Insurance, Request for Proposals (RFP) 2019-020. Twenty-three (23) prospective proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On July 19, 2019, six (6) firms submitted proposals in response to the RFP: Cigna Health and Life Insurance Company (CHLIC); Florida Combined Life Insurance Company; Humana Insurance Company and CompBenefits Company; Metropolitan Life Insurance Company (Metlife); Solstice Benefits, Inc.; and Standard Insurance Company (The Standard).

On August 21, 2019, the Evaluation Committee convened to evaluate the six (6) responsive proposals and ranked the firms in the following order of preference: Humana Insurance Company and CompBenefits Company (top-ranked); Cigna Health and Life Insurance Company (CHLIC) (second ranked); Metropolitan Life Insurance Company (Metlife) (third ranked); Solstice Benefits, Inc. (fourth ranked); Standard Insurance Company (The Standard) (fifth ranked); and Florida Combined Life Insurance Company (sixth ranked). The Evaluation Committee determined that Humana Insurance Company and CompBenefits Company was the highest ranked responsive-responsible proposer. The Evaluation Committee further recommended that should negotiations fail with Humana Insurance Company and CompBenefits Company, that negotiations commence with the next ranked firm, up to the fourth 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 2019-020
Group Dental Insurance
EVALUATION OF PROPOSALS
COMPOSITE**

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Cigna Health and Life Insurance Company (CHLIC)	Florida Combined Life Insurance Company	Humana Insurance Company and CompBenefits Company	Metropolitan Life Insurance Company (Metlife)	Solstice Benefits, Inc.	Standard Insurance Company (The Standard)
Experience & Qualifications		30	150						
Company history and description...			50	50	39	45	46	36	40
Proposer's relevant knowledge and experience in providing the services...			75	75	66	73	73	64	64
Qualifications and experience of all proposed key personnel.			25	25	22	24	16	19	17
Experience & Qualifications Total				150	127	142	135	119	121
Proposed Approach and Methodology		40	200						
Proposer's overall detailed approach...			50	47	38	49	40	33	36
Proposer's Provider Network being utilized for the City Gables...			25	15	7	25	14	18	22
Provided network access report of members with two PCPs...			25	21	23	21	21	21	19
Proposer's lack of restrictions or exclusions imposed.			15	12	14	14	11	14	10
Proposer's offering of an Online Benefit Enrollment system for the Open Enrollment process...			20	15	13	21	17	13	14
Proposer's ability to provide covered individuals access to company professionals...			15	15	9	10	9	10	10
Comprehensive description of the Proposer's ability to duplicate existing coverage...			50	44	46	49	45	40	46
Proposed Approach and Methodology Total				169	150	189	157	149	157
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	25	23	25	18	25	22
Public sector clients, if any, that have discontinued use of Proposer's services within the past two (2) years...			15	15	13	14	2	13	12
Civil, criminal, administrative, other similar proceeding filed or pending...			10	10	10	10	8	10	10
Past Performance and References Total				50	46	49	28	48	44
Overall Cost		20	100						
Proposed pricing on the rating sheets of the premiums being charged for employees, retirees and dependents.			50	33	34	40	45	36	45
Proposer's Dental Trend history and the current factors being used by the company.			15	9	1	12	8	15	2
Additional pricing (if any) for ancillary costs to be added to the program.			15	11	9	12	12	8	8
Proposer's Cost Guarantees or rating caps that can be applied for future rating periods.			20	15	14	19	9	15	9
Overall Cost Total				68	58	83	74	74	64
TOTAL POINTS		100	500	437	381	463	394	390	386
RANKING				2	6	1	3	4	5

Signature: *Vanessa Flores*
 Chairperson: *Janet Davis*
 Reviewed By: _____

Print Name: Vanessa Flores
 Print Name: Yusuf Gonzalez

Date: 8/21/19
 Date: 8/21/19