

**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 2019-021 Group Vision  
Insurance

---

At the October 8, 2019 City Commission Meeting an award recommendation for RFP 2019-021 Group Vision 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 the highest ranked responsive and responsible proposer, for Group Vision Insurance, RFP 2019-021.
- 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 12, 2019, the Procurement Division of Finance formally advertised, issued, and distributed Group Vision Insurance, Request for Proposals (RFP) 2019-021. Twenty-three (23) prospective proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On July 22, 2019, six (6) firms submitted proposals in response to the RFP: Avesis Incorporated; Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue; Humana Insurance Company; Metropolitan Life Insurance Company (Metlife); Superior Vision Services, Inc.; and VSP.

On August 22, 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 (top-ranked); Metropolitan Life Insurance Company (Metlife (second ranked); Superior Vision Services, Inc.; (third ranked); VSP (fourth ranked); Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue (fifth ranked); and Avesis Incorporated (sixth 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, that negotiations commence with the next ranked firm, up to the second 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 2019-021  
Group Vision Insurance  
EVALUATION OF PROPOSALS  
COMPOSITE**

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Avisis Incorporated	Blue Cross and Blue Shield of Florida, Inc. dba Florida Blue	Humana Insurance Company	Metropolitan Life Insurance Company (Metlife)	Superior Vision Services, Inc.	VSP
<b>Experience &amp; Qualifications</b>		30	150						
Company history and description...			50	34.5	40.5	43.5	43	35	38
Proposer's relevant knowledge and experience in providing the services...			75	60.5	59.5	73.5	67.5	61	66
Qualifications and experience of all proposed key personnel.			25	21	24	24	22	22	20
<b>Experience &amp; Qualifications Total</b>				<b>116</b>	<b>124</b>	<b>141</b>	<b>132.5</b>	<b>118</b>	<b>124</b>
<b>Proposed Approach and Methodology</b>		40	200						
Proposer's overall detailed approach...			50	35	35	48	44.5	34	37.5
Proposer's Provider Network being utilized for the City Gables...			25	14	17	23	22	17	18
Provided network access report of members with two PCPs...			25	15	19	18	18	19	18
Proposer's lack of restrictions or exclusions imposed.			15	12	13	14	13	13	12
Proposer's offering of an Online Benefit Enrollment system for the Open Enrollment process...			20	14	15	21	18	15	15
Proposer's ability to provide covered individuals access to company professionals...			15	10	11	14	14	10	14
Comprehensive description of the Proposer's ability to duplicate existing coverage...			50	34	35.5	49.8	40.3	36.8	37
<b>Proposed Approach and Methodology Total</b>				<b>134</b>	<b>145.5</b>	<b>187.8</b>	<b>169.8</b>	<b>144.8</b>	<b>151.5</b>
<b>Past Performance and References</b>		10	50						
Proposer's three (3) references (but no more than five (5)) from public sector agencies, similar in size to the City....			25	16.5	16.5	23.7	15.4	16.5	16.5
Public sector clients, if any, that have discontinued use of Proposer's services within the past two (2) years...			15	10	8	17	9	14.8	14.8
Civil, criminal, administrative, other similar proceeding filed or pending...			10	9	7.5	9.8	7.5	10	10
<b>Past Performance and References Total</b>				<b>35.5</b>	<b>32</b>	<b>50.5</b>	<b>31.9</b>	<b>41.3</b>	<b>41.3</b>
<b>Overall Cost</b>		20	100						
Proposed pricing on the rating sheets of the premiums being charged for employees, retirees and dependents.			50	43	36	43	47	46	16
Proposer's Vision Trend history and the current factors being used by the company.			15	10	6	14	11	5	9.5
Additional pricing (if any) for ancillary costs to be added to the program.			15	8	10	11	10	10	11
Proposer's Cost Guarantees or rating caps that can be applied for future rating periods.			20	14	15	17.5	10	16.8	16.8
<b>Overall Cost Total</b>				<b>75</b>	<b>67</b>	<b>85.5</b>	<b>78</b>	<b>77.8</b>	<b>53.3</b>
<b>TOTAL POINTS</b>		<b>100</b>	<b>500</b>	<b>361</b>	<b>369</b>	<b>465</b>	<b>412</b>	<b>382</b>	<b>370</b>
<b>RANKING</b>				<b>6</b>	<b>5</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>

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

Print Name: Vanessa Flores  
 Print Name: Leticia Y Smith

Date: 8/22/19  
 Date: 8/22/19