



RFP 2024-020
 GROUP MEDICAL INSURANCE SERVICES
 EVALUATION OF PROPOSALS
 COMPOSITE

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Cigna Health and Life Insurance Company	UnitedHealthcare Company
Experience & Qualifications		150			
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			50	48	45
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.			50	48	45
Financial Strength Rating from AM Best, with a minimum of A-, XIV.			25	22	25
Qualifications, copy of applicable licenses/certifications, and experience of all proposed key personnel.			25	25	21
Experience & Qualifications Total				143	136
Proposed Approach and Methodology		75			
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.			20	20	17
Proposer's Provider Network being utilized for the City of Coral Gables.			10	8	9
Provided network access report of members with two PCPs with open panels within a 2-mile range.			5	5	5
Details of the Proposer's lack of restrictions or exclusions imposed.			5	5	5
Proposer's offering of an Online Benefit Enrollment system for the Open Enrollment process, along with the ability to include additional lines of coverage.			5	5	5
Proposer's ability to provide covered individuals access to company professionals to discuss benefit coverage issues, nurse help line and various health topics.			10	9	8
Identified wellness options and Proposer's overall commitment towards health/wellness activities.			10	9	9
Comprehensive description of your proposed ability to duplicate existing coverage for employees, retirees and dependents. Additionally, providing alternate benefit options (as identified in the RFP) for future costs controls.			10	9	8
Proposed Approach and Methodology Total				70	66
Past Performance and References		75			
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 has 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.			40	39	36
Provide a list with contact information of all public sector clients in the last ten (10) years, and include if any that have discontinued use of Proposer's services within the past two (2) years and indicate the reasons for the same. Additionally, please provide any documentation related to performance issues of the current or past contracts to include any non-performance reports or notices to cure. The City reserves the right to contact any reference or current customer identified as part of the evaluation process.			20	20	9
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.			15	14	14
Past Performance and References Total				73	59
Agreement Comments/Exceptions		25			
Review exceptions made by the proposer to the conditions listed in the agreement for the services			25	22	16
Agreement Comments/Exception Total				22	16
Overall Cost		175			
Proposed pricing being charged for employees and dependents			75	61	67
Proposer's Medical Trend history and the current factors being used by the company			25	16	15
Additional pricing (if any) for ancillary costs to be added to the program			25	23	24
Proposer's Cost Guarantees or rating caps that can be applied for future rating periods			25	15	13
Provide two (2) Alternate HMO plans with pricing for employees and dependents			25	23	23
Overall Cost Total				138	142
TOTAL POINTS		500		446	419
RANKING				1st	2nd

Signature: *Neivy Garcia*
 Chairperson
 Reviewed By: *Andrea Fortella*

Print Name: *Neivy Garcia*
Andrea Fortella