

RFP No. 1484 - Health and Welfare Employee Benefits

Kim Baker

Proposal Evaluation - Medical	Fully Insured Medical + Pharmacy			Self-Insured Medical Options			
	Aetna - fully insured medical + pharmacy	Blue Cross - fully insured medical + pharmacy	United HealthCare - fully insured medical + pharmacy	Aetna - self insured medical	Blue Cross - self insured medical	United Healthcare - self insured medical	Humana - self insured medical
<b>Minimum Qualifications</b>	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Licensing/Registration							
Required 5 years in Business							
No outstanding lawsuits/litigation with City during last 5 years							
No outstanding regulatory issues last 5 years							
References Provided for firm							
<b>Technical Proposal (100 points)</b>	<b>88.36</b>	<b>97.67</b>	<b>93.37</b>	<b>90.87</b>	<b>98.17</b>	<b>88.37</b>	<b>77.02</b>
Cost (30 points)							
Cost Containment (20 points)							
Claims Processing (15 points)							
Reporting (10 points)							
Integrated Systems / Technology Initiative (10 points)							
Past Performance (10 points)							
Communication (5 points)							
<b>Interview</b>							
<b>Interview (10 points)</b>	<b>6.00</b>	<b>9.33</b>	<b>7.17</b>	<b>5.83</b>	<b>9.50</b>	<b>7.67</b>	
Cost							
Cost Containment							
Claims Processing							
Reporting							
Integrated Systems / Technology Initiative							
Past Performance							
Communication							
<b>Total (Max 110)</b>	<b>94.36</b>	<b>107.00</b>	<b>100.54</b>	<b>96.70</b>	<b>107.67</b>	<b>96.04</b>	

Self-Insured Pharmacy Options

<b>Proposal Evaluation - Pharmacy</b>	<b>Aetna - self insured pharmacy</b>	<b>Blue Cross - self insured pharmacy</b>	<b>CVS Health - self-insured pharmacy</b>	<b>Magellan - self-insured pharmacy</b>	<b>United Healthcare - self insured pharmacy</b>	<b>Express Scripts self insured pharmacy</b>	<b>Humana - self insured Pharmacy</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration							
Required 5 years in Business							
No outstanding lawsuits/litigation with City during last 5 years							
No outstanding regulatory issues last 5 years							
References Provided for firm							
<b>Technical Proposal (100 points)</b>	<b>89.49</b>	<b>91.09</b>	<b>99.00</b>	<b>87.69</b>	<b>89.99</b>	<b>68.39</b>	<b>89.38</b>
Cost (30 points)							
Cost Containment (20 points)							
Claims Processing (15 points)							
Reporting (10 points)							
Integrated Systems / Technology Initiative (10 points)							
Past Performance (10 points)							
Communication (5 points)							
<b>Interview</b>							
<b>Interview (10 points)</b>	<b>5.17</b>	<b>6.83</b>	<b>10.00</b>	<b>8.00</b>	<b>4.50</b>		
Cost							
Cost Containment							
Claims Processing							
Reporting							
Integrated Systems / Technology Initiative							
Past Performance							
Communication							
<b>Total (Max 110)</b>	<b>94.66</b>	<b>97.92</b>	<b>109.00</b>	<b>95.69</b>	<b>94.49</b>		

<b>Proposal Evaluation - Dental</b>	<b>Aetna - Self-insured</b>	<b>Blue Cross - Self-insured</b>	<b>Standard - Self-insured</b>	<b>United Healthcare - Self-insured</b>	<b>United Concordia Dental - Self-insured</b>	<b>Humana - Self-insured</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration						
Required 5 years in Business						
No outstanding lawsuits/litigation with City during last 5 years						
No outstanding regulatory issues last 5 years						
References Provided for firm						
<i>Technical Proposal (100 points)</i>						
Cost (30 points)						
Cost Containment (20 points)						
Claims Processing (15 points)						
Reporting (10 points)						
Integrated Systems / Technology Initiative (10 points)						
Past Performance (10 points)						
Communication (5 points)						
<b>Interview - no interview for Dental</b>						
<b>Total</b>	<b>95.50</b>	<b>92.42</b>	<b>66.16</b>	<b>87.03</b>	<b>66.83</b>	<b>90.60</b>

#Note Standard did not provide claims repricing as required so they were deemed non responsive

\*Note AETNA WANTS TO REPRICE DENTAL IF THEY DON'T GET MEDICAL

<b>Proposal Evaluation - Dental</b>	<b>Aetna - Fully-insured</b>	<b>Ameritas - Fully insured</b>	<b>Blue Cross - Fully-insured</b>	<b>Delta Dental - Fully-insured</b>	<b>Metlife - Fully Insured</b>	<b>United Healthcare - Fully-insured</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration						
Required 5 years in Business						
No outstanding lawsuits/litigation with City during last 5 years						
No outstanding regulatory issues last 5 years						
References Provided for firm						
<i>Technical Proposal (100 points)</i>						
Cost (30 points)						
Cost Containment (20 points)						
Claims Processing (15 points)						
Reporting (10 points)						
Integrated Systems / Technology Initiative (10 points)						
Past Performance (10 points)						
Communication (5 points)						
<b>Interview - no interview for Dental</b>						
<b>Total</b>	<b>91.66</b>	<b>88.92</b>	<b>96.23</b>	<b>98.17</b>	<b>89.82</b>	<b>91.67</b>

<b>Proposal Evaluation - COBRA</b>	<b>ASI</b>	<b>Aetna</b>	<b>Blue Cross</b>	<b>United Healthcare</b>	<b>Humana</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration					
Required 5 years in Business					
No outstanding lawsuits/litigation with City during last 5 years					
No outstanding regulatory issues last 5 years					
References Provided for firm					
<i>Technical Proposal (100 points)</i>					
Cost (30 points)					
Cost Containment (20 points)					
Claims Processing (15 points)					
Reporting (10 points)					
Integrated Systems / Technology Initiative (10 points)					
Past Performance (10 points)					
Communication (5 points)					
<b>Interview - no interview for COBRA</b>					
<b>Total</b>	<b>86.44</b>	<b>89.17</b>	<b>99.00</b>	<b>84.85</b>	<b>60.91</b>

<b>Proposal Evaluation - Basic Life / ADD / Optional Life</b>	<b>Dearborn National</b>	<b>Metlife</b>	<b>Securian</b>	<b>Standard</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration				
Required 5 years in Business				
No outstanding lawsuits/litigation with City during last 5 years				
No outstanding regulatory issues last 5 years				
References Provided for firm				
<i>Technical Proposal (100 points)</i>				
<b>Cost (30 points)</b>				
Cost Containment (20 points)				
Claims Processing (15 points)				
Reporting (10 points)				
Integrated Systems / Technology Initiative (10 points)				
Past Performance (10 points)				
Communication (5 points)				
<b>Interview - no interview for Life Ins</b>				
<b>Total</b>	<b>98.66</b>	<b>82.44</b>	<b>93.76</b>	<b>95.16</b>

<b>Proposal Evaluation - LTD</b>	<b>Dearborn National</b>	<b>Metlife</b>	<b>Ochs</b>	<b>Standard</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration				
Required 5 years in Business				
No outstanding lawsuits/litigation with City during last 5 years				
No outstanding regulatory issues last 5 years				
References Provided for firm				
<b>Technical Proposal (100 points)</b>				
Cost (30 points)				
Cost Containment (20 points)				
Claims Processing (15 points)				
Reporting (10 points)				
Integrated Systems / Technology Initiative (10 points)				
Past Performance (10 points)				
Communication (5 points)				
<b>Interview - No interview for LTD</b>				
<b>Total</b>	<b>79.60</b>	<b>73.21</b>	<b>96.33</b>	<b>79.37</b>