

**RFP No. 1484 - Health and Welfare Employee Benefits - Stop Loss Only**  
**Kim Baker**

<b>Proposal Evaluation - Stop Loss</b>	<b>Aetna</b>	<b>Blue Cross</b>	<b>Humana</b>	<b>SA Benefit Services</b>	<b>United Healthcare</b>
<b>Minimum Qualifications</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>	<b>PASS</b>
Licensing/Registration	OK	OK	OK	OK	OK
Required 5 years in Business	OK	OK	OK	OK	OK
No outstanding lawsuits/litigation with City during last 5 years	OK	OK	OK	OK	OK
No outstanding regulatory issues last 5 years	OK	OK	OK	OK	OK
References Provided for firm	OK	OK	OK	OK	OK
<b>Technical Proposal (100 points)</b>					
<b>Cost (50 points)</b>					
a) Fixed Costs: includes insurance costs and administrative costs					
b) Variable Costs: costs stated as a percentage of paid claims, cost management (i.e., shifting of more/less workload to City staff)	0	38.6	0	50	0
c) Ability to reduce claims expense					
d) Cost of Stop Loss integration with current third party administrator					
<b>Financial Stability (30 points)</b>					
a) Financial Stability (AM Best or Equivalent Agency Rating)	30	30	29.33	29.67	29.67
<b>Claims Processing (10 points)</b>					
a) Turnaround time excluding medical review of claims					
b) Pended claims procedures					
c) Statistical accuracy					
d) General service procedures	9.67	9.83	9.5	9.83	9.5
e) Dedicated service team					
f) Willingness to contractually establish performance criteria					
<b>Past Performance (10 points)</b>					
a) Active and terminated references	9	9.83	8.67	9.5	9.33
b) Past relationship with the client					
c) Recognitions / reputation of proposer					
<b>Interview - No interview for Stop Loss</b>					
<b>Total</b>	<b>48.67</b>	<b>88.26</b>	<b>47.50</b>	<b>99.00</b>	<b>48.50</b>