

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

Kim Baker

Proposal Evaluation - Stop Loss	Aetna	Blue Cross	Humana	SA Benefit Services	United Healthcare
Minimum Qualifications	PASS	PASS	PASS	PASS	PASS
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
Technical Proposal (100 points)					
Cost (50 points)					
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					
Financial Stability (30 points)					
a) Financial Stability (AM Best or Equivalent Agency Rating)	30	30	29.33	29.67	29.67
Claims Processing (10 points)					
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					
Past Performance (10 points)					
a) Active and terminated references					
b) Past relationship with the client	9	9.83	8.67	9.5	9.33
c) Recognitions / reputation of proposer					
Interview - No interview for Stop Loss					
Total	48.67	88.26	47.50	99.00	48.50