



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
MATERIALS MANAGEMENT DEPARTMENT
101 OLD VENICE ROAD • OSPREY, FLORIDA 34229
TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD RFP #14-0250 FOR LIFE AND LONG TERM
DISABILITY INSURANCE

Proposals to provide 'Life and Long Term Disability Insurance' were received from ten vendors on July 23, 2013. The proposals of Minnesota Life for life insurance and Life Insurance Company of North America (Cigna) for long term disability insurance were the best proposals meeting the advertised specifications. The proposal of Prudential Insurance Company of America is non-responsive to the requirement to submit a signed certification page. The effective date of the contracts is January 1, 2014 and the rates are guaranteed for a minimum of three years. The funds for these purchases are contained in the budget allocated to the Risk Management Department.

Requested by:
Lynn Peterson

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 8-27-2013

Fiscal Impact:

Not to exceed
\$975,000.00

Recommended Motion: That the proposals of Minnesota Life to provide life insurance and Life Insurance Company of North America (Cigna) to provide long term disability insurance in an amount not to exceed \$975,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Life And Long Term Disability Insurance - RFP #14-0250

Proposal Opening: July 23, 2013 at 2:00 p.m.

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address	Federal ID #
Aetna Life Insurance Company	151 Farmington Avenue Hartford, CT 06156	James D. Juliano	860-273-3146	860-952-2024	julianojd@aetna.com	066033492
Florida Combined Life	4800 Deerwood Campus Parkway, DC2-6 Jacksonville, FL 32246	Greg Sutton	904-302-8128	904-866-4102	gsutton@flife.com	592876465
Hartford Life and Accident Insurance Company	200 Hopmeadow Street Simsbury, CT 06089	David Kryzanski	860-624-0397	860-380-1833	david.kryzanski@thehartford.com	060838648
Liberty Life Assurance Company of Boston	3550 Buschwood Park Drive Tampa, FL 33618	Kevin Broderick	800-282-6218 x 2348	813-969-2002	kevin.broderick@libertymutual.com	046076039
Life Insurance Company of North America (Cigna)	2701 North Rocky Point Drive, Ste 800 Tampa, FL 33607	Caroline Boyle	813-637-1288	813-637-1294	caroline.boyle@cigna.com	231503749
Metropolitan Life Insurance Company (MetLife)	4010 West Boy Scout Blvd Tampa, FL 33607	Cynthia Coverson	813-673-3525	800-578-6576	tremus@metlife.com	135581829
Minnesota Life	400 Robert Street North St. Paul, MN 55101	Brian C. Anderson	651-665-6308	651-665-1541	brian.anderson@minnesotalife.com	410417830
ReliaStar Life Insurance Company	20 Washington Avenue S Minneapolis, MN 55401	Denise Lofgren	612-342-3092	612-342-3056	denise.lofgren@us.ing.com	410451140
Standard Insurance Company	1100 SW Sixth Avenue Portland, OR 97204	Brian Holman	971-321-8687	971-321-5932	brian.holman@standard.com	931253576
The Prudential Insurance Company of America	Non-responsive to the requirement of submitting a signed certification page.					
Recorded by: Nikki Brock			Witnessed by: Carol A. Lichon			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Life And Long Term Disability Insurance - RFP #14-0250

Proposal Opening: July 23, 2013 at 2:00 p.m.

POINTS AWARDED FOR FEE BID - LIFE INSURANCE		
With the lowest fee for a qualifying bidder of:	\$478,140	With the lowest fee for a qualifying bidder for additional work:
Proposer	Proposed Fee	Points Awarded
Aetna Life Insurance Company	\$544,018	35.16
Florida Combined Life	\$698,557	27.38
Hartford Life and Accident Insurance Company	\$592,699	32.27
Liberty Life Assurance Company of Boston	\$698,130	27.40
Life Insurance Company of North America (Cigna)	\$639,433	29.91
Metropolitan Life Insurance Company (MetLife)	\$535,064	35.74
Minnesota Life	\$478,140	40.00
ReliaStar Life Insurance Company	\$524,162	36.49
Standard Insurance Company	\$588,781	32.48
Note: Liberty Life Assurance Company of Boston proposal is contingent upon placing life and long-term disability coverage together. This option does not present the best value to the District.		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Life And Long Term Disability Insurance - RFP #14-0250

Proposal Opening: July 23, 2013 at 2:00 p.m.

FINAL EVALUATION - LIFE INSURANCE						
Proposer	1	2	3	Average	Overall Fee	Total
Aetna Life Insurance Company	34.00	45.00	45.00	41.33	35.16	76.49
Florida Combined Life	23.00	36.00	34.00	31.00	27.38	58.38
Hartford Life and Accident Insurance Company	35.00	47.00	49.00	43.67	32.27	75.94
Liberty Life Assurance Company of Boston	34.00	43.00	37.00	38.00	27.40	65.40
Life Insurance Company of North America (Cigna)	24.00	42.00	44.00	36.67	29.91	66.58
Metropolitan Life Insurance Company (MetLife)	32.00	46.00	44.00	40.67	35.74	76.41
Minnesota Life	45.00	52.00	58.00	51.67	40.00	91.67
ReliaStar Life Insurance Company	34.00	49.00	50.00	44.33	36.49	80.82
Standard Insurance Company	32.00	45.00	45.00	40.67	32.48	73.15
<p>Note: Liberty Life Assurance Company of Boston proposal is contingent upon placing life and long-term disability coverage together. This option does not present the best value to the District.</p>						

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RFP Tabulation for Life And Long Term Disability Insurance - RFP #14-0250

Proposal Opening: July 23, 2013 at 2:00 p.m.

POINTS AWARDED FOR FEE BID - LONG TERM DISABILITY INSURANCE		
With the lowest fee for a qualifying bidder of:	\$425,899	With the lowest fee for a qualifying bidder for additional work:
Proposer	Proposed Fee	Points Awarded
Aetna Life Insurance Company	\$1,065,786	15.98
Florida Combined Life	\$789,471	21.58
Hartford Life and Accident Insurance Company	\$571,328	29.82
Liberty Life Assurance Company of Boston	\$425,899	40.00
Life Insurance Company of North America (Cigna)	\$473,683	35.96
Metropolitan Life Insurance Company (MetLife)	\$592,103	28.77
Minnesota Life	Did not propose Long Term Disability	N/A
ReliaStar Life Insurance Company	\$893,349	19.07
Standard Insurance Company	\$768,695	22.16
<p>Note: Liberty Life Assurance Company of Boston proposal is contingent upon placing life and long-term disability coverage together. This option does not present the best value to the District.</p>		

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RFP Tabulation for Life And Long Term Disability Insurance - RFP #14-0250

Proposal Opening: July 23, 2013 at 2:00 p.m.

FINAL EVALUATION - LONG TERM DISABILITY INSURANCE						
Proposer	1	2	3	Average	Overall Fee	Total
Aetna Life Insurance Company	39.00	47.00	32.00	39.33	15.98	55.32
Florida Combined Life	20.00	37.00	34.00	30.33	21.58	51.91
Hartford Life and Accident Insurance Company	27.00	45.00	43.00	38.33	29.82	68.15
Liberty Life Assurance Company of Boston	31.00	51.00	52.00	44.67	40.00	84.67
Life Insurance Company of North America (Cigna)	39.00	49.00	52.00	46.67	35.96	82.63
Metropolitan Life Insurance Company (MetLife)	43.00	42.00	40.00	41.67	28.77	70.44
Minnesota Life	N/A	N/A	N/A	N/A	N/A	N/A
ReliaStar Life Insurance Company	36.00	45.00	37.00	39.33	19.07	58.40
Standard Insurance Company	32.00	45.00	38.00	38.33	22.16	60.50
Note: Liberty Life Assurance Company of Boston proposal is contingent upon placing life and long-term disability coverage together. This option does not present the best value to the District.						