

August 21, 2018



Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 • Fax 941-486-2188
SarasotaCountySchools.net

MEMORANDUM

**TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer**

FROM: Carol A. Lichon, CPPO, Director of Materials Management

TITLE: APPROVAL TO AWARD RFP #19-0250 FOR GROUP LIFE AND/OR LONG TERM DISABILITY INSURANCE

Request for Proposals to provide 'Group Life and/or Long Term Disability Insurance' were received from eight proposers on May 30, 2018. The proposal of Hartford Life and Accident Insurance Company was the best value proposal meeting the advertised specifications for Life Insurance. The proposal of Metropolitan Life Insurance Company (MetLife) was the best value proposal meeting the advertised specifications for Long Term Disability Insurance. These proposals are for a three-year period. The funds for these purchases are contained in the budget allocated to the Risk Management Department.

Effective 2019 the rates for the Board-provided basic life insurance for active employees will be developed exclusively on the claim experience and demographics of this group. (Today the life insurance rates for active and retired employees are based on the combined experience of these two populations.) This new practice is consistent with the approach taken by the majority of other school districts and large employers. The life insurance rate is a 7% decrease from the expiring rate; and the long-term disability insurance rate is a 6% decrease from the expiring rate.

Requested by:
Roy Sprinkle

“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: 8/14/2018

Financial Impact:
Life Insurance

- \$.065 per \$1,000 of monthly covered volume

Long Term Disability

- \$.214 per \$100 of monthly covered payroll

Recommended Motion: That the proposal of Hartford Life and Accident Insurance Company for Life Insurance and of Metropolitan Life Insurance Company (MetLife) for Long Term Disability Insurance be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Group Life and/or Long Term Disability Insurance - RFP #19-0250

Proposal Opening: May 30, 2018 at 2:00 p.m.

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address
Florida Combined Life (Florida Blue)	4800 Deerwood Campus Parkway, Bldg 200 Suite 600 Jacksonville, FL 32246	Greg Sutton	904-302-8128	904-866-4152	gsutton@fclife.com
Hartford Life and Accident Insurance Company	One Hartford Plaza Hartford, CT 06155	David Kryzanski	860-547-3888	860-306-1325	david.kryzanski@thehartford.com
Life Insurance Company of North America (Cigna)	2701 N. Rocky Pointe Drive Suite 800 Tampa, FL 33607	Michael Toussaint	813-637-1340	860-298-6596	Michael.Toussaint@cigna.com
Madison National Life Insurance Company Inc	400 Roberts Street N St Paul, MN 55101	Diann Thumser	800-392-7295	651-665-3791	jgrinsteinner@ochsin.com
Metropolitan Life Insurance Company (MetLife)	1200 Abernathy Road NE Bldg 600, Suite 1450 Atlanta, Ga 30328	Michael McDermott	770-407-2474	770-407-2495	mmcdermott3@metlife.com
Minnesota Life Insurance Company (Securian)	400 Robert Street North St. Paul, MN 55101	Susan Munson-Regala	651-665-7822	651-665-1541	susan.munsonregala@securian.com
Standard Insurance Company	1100 SW 6th Avenue Portland, OR 97204	Graeme Queen	971-321-8687	N/A	Graeme.Queen@standard.com
UNUM	1 East Broward Blvd Suite 801 Ft. Lauderdale, FL 33301	John L. Varuolo	954-916-6803	954-916-6868	jvaruolo@unum.com
Recorded by: Vanessa Vidal			Witnessed by: Renee Hayes		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Life and/or Long Term Disability Insurance - RFP #18-0250

Proposal Opening: May 30, 2018 at 2:00 p.m.

FINAL EVALUATION - LIFE INSURANCE						
Proposer	1	2	3	Average	Overall Fee	Total
Florida Combined Life (Florida Blue)	51.00	52.00	51.00	51.33	30.53	81.86
Hartford Life and Accident Insurance Company	51.00	49.00	51.00	50.33	40.00	90.33
Life Insurance Company of North America (Cigna)	55.00	55.00	54.00	54.67	24.68	79.35
Madison National Life Insurance Company Inc						
Metropolitan Life Insurance Company (MetLife)	52.00	56.00	56.00	54.67	29.60	84.27
Minnesota Life Insurance Company (Securian)	60.00	57.00	54.00	57.00	31.27	88.27
Standard Insurance Company	55.00	53.00	54.00	54.00	NA	54.00
UNUM	51.00	52.00	52.00	51.67	30.38	82.05
<p>Note: Madison National Life Insurance did not propose Life Insurance. Standard Insurance Company did not propose the specific scenario the evaluation committee selected. Overall fee includes Board Premiums, Voluntary, and Retiree Premiums.</p>						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Life and/or Long Term Disability Insurance - RFP #18-0250

Proposal Opening: May 30, 2018 at 2:00 p.m.

FINAL EVALUATION - LONG TERM DISABILITY INSURANCE						
Proposer	1	2	3	Average	Overall Fee	Total
Florida Combined Life (Florida Blue)	51.00	52.00	51.00	51.33	29.52	80.85
Hartford Life and Accident Insurance Company	51.00	49.00	51.00	50.33	29.52	79.85
Life Insurance Company of North America (Cigna)	55.00	55.00	54.00	54.67	37.54	92.21
Madison National Life Insurance Company Inc	46.00	53.00	52.00	50.33	37.54	87.88
Metropolitan Life Insurance Company (MetLife)	52.00	56.00	56.00	54.67	40.00	94.67
Minnesota Life Insurance Company (Securian)						
Standard Insurance Company	55.00	53.00	54.00	54.00	29.02	83.02
UNUM						
Note: Minnesota Life Insurance Company (Securian) and UNUM did not propose Long Term Disability Insurance. Overall Fee includes Board Premiums only.						