THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

FINANCIAL SERVICES DEPARTMENT

M_E_M_O_R_A_N_D_U_M

TO: Al Weidner, Deputy Chief Financial Officer

FROM: Bert Palmer, Risk Manager

DATE: October 2, 2008

SUBJECT: 2008 Group Term & Voluntary Life Insurance – RFP #8032

Background

The district, in cooperation with Aon Consulting, Inc., prepared and released a Request for Proposals (RFP) for the base group term life insurance program and the voluntary life program. The base [core] program provides $50,000 term life insurance to all full-time appointed employees. The RFP was released on August 8 and responses were returned to the district Materials Management Department on August 30, 2007.

2008 Group Life & Voluntary Life Marketing Results

The district received responses from eleven (11) carriers. The responses are summarized in the enclosed report from Aon Consulting, dated October 2, 2007. We selected two (2) finalists [Hartford Life and Standard Life] and requested their "best and final" offer. The finalist were notified on September 21 and their "best and final" responses were received by the Materials Management Department on September 26, 2007.

Recommendation

Aon Benefit Consulting and the Risk Management Office have reviewed all proposals and the "best and final" offers. We recommend that the district accept the proposal from the Hartford Life Insurance Company. Their base life insurance rate per $1,000 of coverage is $0.11. This is 31.3% lower than the incumbent expiring rate of $0.16. This is an annual [calendar year] savings of $170,798 guaranteed for thirty-six (36) months. The proposed Hartford voluntary life rates are 25.1% lower than the expiring incumbent rates. The terms and conditions of the proposed programs are equal to, or better than, the expiring program.

We recommend that the district accept the final proposal from the Hartford Life Insurance Company (The Hartford), with an effective date of January 1, 2008.

If you have any questions, please let me know.

Attachment (1)