



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 #12-0127 FOR GROUP MEDICAL
INSURANCE**

Proposals to provide 'Group Medical Insurance' were received from five vendors on July 7, 2011 and evaluated through a committee process. The proposal of Blue Cross Blue Shield of Florida, Inc., was the best proposal meeting the advertised specifications. The proposal of Valery Insurance Agency was non-responsive to the requirement to submit health plans and alternative health plans. This proposal is effective for an initial period of January 1, 2012 through December 31, 2012. Rates/fees will be renewed on the contract anniversary date, January 1. The rates for these services reflect a \$3,325,015 reduction in costs from the current rates.

Requested by:
Mitsi Corcoran
Bert Palmer

"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: 08-30-11

Fiscal Impact:

Not to exceed
\$32,603,038

Funding:

Risk Management

Recommendation: That the proposal of Blue Cross Blue Shield of Florida, Inc., to provide 'Group Medical Insurance' in the amount of \$32,603,038, be approved for award and purchase.

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RFP Tabulation for Group Medical Insurance - RFP #12-0127

Proposal Opening: July 7, 2011 - 2:00 p.m.

	Points Awarded
Proposer	Total
Aetna Life Insurance Company	64.15
Blue Cross Blue Shield of Florida Inc.	94.10
Humana	50.60
United Healthcare	53.30
Valery	0.00

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Proposer	Proposed Trend (3 points)	Trend Score	Total At Risk (2 points)	At Risk Score	Total Wellness Fund (2 points)	Wellness Fund Score	Profit Sharing (2 points)	Profit Sharing Score	2nd Yr Rate Cap (1 point)	Rate Cap Score	Total Points: Other Factors	TOTAL SCORE	
Aetna	16.5%	1.25	\$450,000	1.6	\$222,555	0.8	\$0	0	16.5%	1	4.65	19.65	
BCBSFL	9.7%	3.00	\$500,000	2	\$500,000	2	\$452,893	1.6	None	0	8.60	26.6	
Humana	12.0%	2.25	\$250,000	0.8	\$247,251	0.8	\$0	0	None	0	3.85	10.85	
UHC	NA	0.00	\$0	0	\$233,277	0.8	\$0	0	none	0	0.80	12.8	
Valery Insurance Agency	NA	0.00	NA	0	NA	0	NA	0	NA	0	0.00	0	
10 POINTS AWARDED FOR OTHER FINANCIAL FACTORS													
Lowest Guaranteed	9.7%												
Total At Risk for Performance	\$500,000												
Wellness Fund 2012	\$500,000												
Profit Sharing	\$452,893												
Lowest Guaranteed Medical Trend	9%	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%
	3.00	2.75	2.50	2.25	2.00	1.75	1.50	1.25	1.00	0.75	0.50	0.25	-
Total At Risk for Performance Guarantees	\$0	\$100,000	\$200,000	\$300,000	\$400,000	\$500,000							
	-	0.40	0.80	1.20	1.60	2.00							
Wellness Fund 2012	\$0	\$100,000	\$200,000	\$300,000	\$400,000	\$500,000							
	-	0.40	0.80	1.20	1.60	2.00							
Profit Sharing	\$0	\$100,000	\$200,000	\$300,000	\$400,000	\$500,000							
	-	0.40	0.80	1.20	1.60	2.00							

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Tabulation for Group Medical Insurance RFP #12-0127

Proposal Opening: July 7, 2011 at 2:00 p.m.

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address	
Aetna Life Insurance Company	151 Farmington Avenue Hartford, CT 06156	Stephen T. Zerio	860-273-0123	860-273-5054	zerios@aetna.com	
Blue Cross Blue Shield of Florida Inc.	4800 Deerwood Campus Parkway Jacksonville, FL 32246	Linda Lamb	904-905-4850	904-357-8167	linda.lamb@bcbssl.com	
Humana	5401 West Kennedy Boulevard Tampa, FL 33609	Kimberly Thai	813-287-6211	813-313-5208	kthai@humana.com	
United Healthcare	9009 Corporate Lake Drive Tampa, FL 33634	Thomas W. Moore	813-890-4531	800-729-1356	thomas_w_moore@uhc.com	
Valery Insurance Agency	2113 Gulf Boulevard Indian Rocks Beach, FL 33785	Albert L. Valery, Jr.	800-330-8445	727-517-8887	valeryagency@verizon.net	
Recorded by: Peggy Long Witnessed by: Carol A. Lichon						