




Interoffice Memorandum

August 23, 2017

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM:  Carrie Woodell, Manager, Procurement Division

CONTACT: Patrick Peters, Human Resources Administrator, Human
Resources Division
836-5817

SUBJECT: Selection of Insurer, Request for Proposals, Y17-1068-LC,
Group Term Life, Long and Short Term Disability, and
Accidental Death and Dismemberment, for Orange County

RECOMMENDATION:

Selection of Standard Insurance Company, to provide Group Term Life, Long and Short Term Disability, and Accidental Death and Dismemberment, for Orange County, Request for Proposals Y17-1068-LC, for a 3-year term.

Further request authority for the Procurement Division to renew the contract for two additional 1-year terms. This item was evaluated and approved by the Procurement Committee on August 9, 2017. Commissioner Betsy VanderLey was assigned to the procurement committee.

PURPOSE

To provide Group Term Life, Long and Short Term Disability, and Accidental Death and Dismemberment for the employee benefits plan.

DISCUSSION

The Procurement Committee evaluated the proposals with assistance from the County's benefits consultant, Robinson Bush. The Committee unanimously concluded that Standard Insurance Company was the most highly qualified firm to provide these services. Standard Insurance Company is the current provider and there have been no service or administrative issues.

Five proposals were received in response to this Request for Proposals. The proposals from Aetna Life Insurance Company, Lincoln Financial Group, and Metropolitan Life Insurance did not meet mandatory requirements and were deemed nonresponsive.

The proposal of Reliance Standard scored too low for Board consideration.

The Procurement Committee's evaluation is attached.


RFP#: Y17-1068-LC, Group Term Life, Accidental Death, Long and Short Term Disability and Dismemberment	Scope of Services &		Group Term Life/AD&D		Disability		Premiums		M/WBE		Welfare Workers	SDV Sub- Contrator Hires	SDV Prime Proposers	TOTAL
	Administration		Services & Benefits		Services & Benefits									
WEIGHT	20		20		20		35		5		5	10	5	
	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE						
Standard Insurance Company	4.0	80.00	3.6	72.00	4	80.00	5	175	3	15	0	0	0	422.00



Interoffice Memorandum

July 19, 2017

To: Linda Carson, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJ: **RFP #Y17-1068-LC, Group Term Life, Accidental Death, Long and Short Term Disability and Dismemberment**

Below are the respondents to the subject RFP with their firm's certified sub-consultants and M/WBE participation score on a 1 – 5 rating:

1.	Reliance Standard		3 Points
	None	0%	
	Total MWBE Participation:	0%	
	EEO Staff	82%	
Bonus Points			
	Service-Disabled Veterans (SDV)	0	
	Welfare Recipients:	0	

2.	Standard Insurance Company		3 Points
	None	0%	
	Total MWBE Participation:	0%	
	EEO Staff	65%	
Bonus Points			
	Service-Disabled Veterans (SDV)	0	
	Welfare Recipients:	0	

cc: Contract File

