




May 3, 2018

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From:  Carrie Woodell, Manager, Procurement Division

Contact: Patrick Peters, Benefits and Wellness Administrator,  
Human Resources Department  
407-836-5817

Subject: Selection of Firm, Request for Proposals Y18-1000-KB, Group Medical  
and Pharmacy Plan

**RECOMMENDATION:**

Selection of one firm and an alternate to provide Group Medical and Pharmacy Plan, Request for Proposals Y18-1000-KB, from the following firms listed alphabetically.

Cigna Health and Life Insurance Company  
United Healthcare Services, Inc.

Proposals were evaluated by the Procurement Committee on April 18, 2018. Commissioner Pete Clarke was assigned to the Procurement Committee.

Further request authorization for the Procurement Division to negotiate and execute the 5-year contract, renewable for one additional 5-year term. The estimated 2019 medical plan cost and administrative fees will be \$99.3 million and \$2.2 million, respectively.

**PURPOSE**

To provide group medical and pharmacy administrative services for the county's self-funded employee medical and pharmacy plan.

This plan provides coverage for the employees of the Orange County Board of County Commissioners, the Orange County Comptroller, Clerk of Courts, Property Appraiser, Supervisor of Elections and the Tax Collector. Also included are the Orange County Housing Finance Authority, the Central Florida Research Park, the OBT Development Board, Metro Plan and the International Drive Master Transit and Improvement District. Other county agencies, currently LYNX, that are not under the County's risk arrangement, but are funded by the County, may establish a separate risk arrangement with the plan.

**DISCUSSION**

Two proposals were received in response to this Request for Proposals (RFP). A single phase evaluation process was conducted.

The proposals were evaluated by the Procurement Committee in accordance with the criteria set forth in the RFP with assistance from the County's benefits consultant, RobinsonBush.

Scores from the Procurement Committee's evaluation are attached.

**RFP# Y18-1000**  
**GROUP MEDICAL AND PHARMACY PLAN**

	GENERAL AND ADMINISTRATION		BENEFIT PLAN DESIGN, FORMULARY AND NETWORK SERVICES		MEDICAL/PHARMACY MANAGEMENT AND FINANCIAL/REPORTI NG		CLAIMS COST AND CLAIMS GUARANTEES		FEES AND PERFORMANCE GUARANTEES		MWBE		WELFARE RECIPIENTS	SDV VETERANS HIRE	TOTAL
WEIGHT:	15		25		15		25		10		10		5	10	
FIRM:	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	BONUS PTS.	BONUS PTS.	
Cigna Health and Life Insurance Company	5.0	75	5.0	125	4.0	60	5.0	125	5.0	50	3.0	30	0	2	467
United Healthcare Services, Inc.	2.0	30	2.0	50	2.4	36	4.6	115	4.3	43	3.0	30	0	0	304



Interoffice Memorandum

May 10, 2018

To: Kathy Bozeman, Senior Purchasing Agent  
Procurement Division

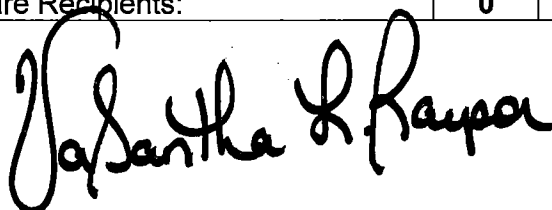
FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJ: RFP #Y18-1000-KB, Group Medical and Pharmacy Plan

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:

<b>1.</b>	<b>Cigna Health and Life Insurance Company</b>		<b>3 Points</b>
WF	Corphealth Medical and Wellness Solutions, Inc.	4.4%	
AFAM	Cosby's Corporate Massage Services	2.2%	
WF	L P Video Productions	2.2%	
HF	Open Market Enterprises, LLC	7.4%	
	<b>Total MWBE Participation:</b>	<b>16.2%</b>	
	EEO Staff	88%	
Bonus Points			
	Service-Disabled Veterans (SDV)	<b>1</b>	
	Welfare Recipients:	<b>0</b>	

<b>2.</b>	<b>United Healthcare Services, Inc.</b>		<b>3 Points</b>
	None	0%	
	<b>Total MWBE Participation:</b>	<b>0%</b>	
	EEO Staff	76%	
Bonus Points			
	Service-Disabled Veterans (SDV)	<b>0</b>	
	Welfare Recipients:	<b>0</b>	



cc: Contract File

<b>3.</b>	<b>Aetna</b>		<b>4 Points</b>
AFAM	Moten Tate, Inc.	29%	
WF	Sang of Central Florida dba Minuteman Press of Winter Park	1%	
	<b>Total MWBE Participation:</b>	<b>30%</b>	
	EEO Staff	78%	
Bonus Points			
	Service-Disabled Veterans (SDV)	<b>0</b>	
	Welfare Recipients:	<b>5</b>	