



## Interoffice Memorandum

December 19, 2018

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From: *CM* Carrie Mathes, Manager, Procurement Division

Contact: Patrick Peters, Benefits & Wellness Administrator, Human Resources  
Division  
(407) 836-5817

Subject: Selection of Firm, Request for Proposals Y18-1102-AH, Group  
Dental Insurance Plan

### RECOMMENDATION:

Selection of one firm and two ranked alternates to provide Group Dental Insurance Plan, Request for Proposals Y18-1102-AH, from the following firms listed alphabetically:

Cigna Health and Life Insurance Company  
Delta Dental Insurance Company  
Metropolitan Life Insurance Company

Request authorization for the Procurement Division to negotiate and execute a 3-year contract. Further request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

The proposals were evaluated by the Procurement Committee on August 8, 2018. Commissioner Betsy VanderLey was assigned to the Procurement Committee.

### PURPOSE:

The purpose of this contract is to provide dental insurance to employees of Orange County Board of County Commissioners, Comptroller's Office, Clerk of Courts, Property Appraiser, Supervisor of Elections, Tax Collector, Orange County Housing Finance Authority, Central Florida Research Park, South Orange Blossom Trail Development Board, MetroPlan Orlando, and the International Drive Master Transit and Improvement District.

### DISCUSSION:

Orange County offers group dental insurance on a voluntary, employee paid basis to all eligible employees and their dependents upon completion of the eligibility waiting period and to all eligible retirees. Group dental insurance is offered through the Section 125 Cafeteria Plan, and eligible employees/retirees are allowed to enroll/terminate group dental insurance during the annual enrollment period.

The estimated annual dental insurance premium will be \$13,359,727.20. Increases in premiums are restricted for the first three years. The premiums for this coverage are paid entirely by employees.

Six proposals were received in response to this Request for Proposals. The proposal received from United Concordia Dental was approved for withdrawal by the Procurement Manager. The proposals received from The Standard Insurance Company and Aetna Life Insurance Company scored too low for Board consideration. Protests were filed by Delta Dental Insurance Company and Metropolitan Life Insurance Company. Protest hearings were conducted and the protest committee unanimously voted to uphold the scores as accepted at the procurement committee meeting held on August 8, 2018. Metropolitan Life Insurance Company appealed the decision of the protest committee.

RFP#: Y18-1102-AH, Group Dental Insurance Plan	ADMINISTRATIVE SERVICES		DENTAL PLAN DESIGN AND PROVIDER NETWORK		FINANCIAL, REPORTING AND DATA INTERFACE		COST AND GUARANTEES		TOTAL
WEIGHT	10		35		15		40		
	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	
Cigna Health and Life Insurance Company	4.00	40	5.00	175	1.75	26	4.73	189.09	430.34
Metropolitan Life Insurance Company	3.00	30	2.00	70	3.00	45	4.76	190.36	335.36
Delta Dental Insurance Company	3.00	30	2.00	70	2.00	30	5.00	200	330.00



**BUSINESS DEVELOPMENT DIVISION**

**June 5, 2018**

**TO: Alina Fernandez, Purchasing Agent  
Procurement Division**

**From: Sheena Ferguson, Manager  
Business Development Division** *AA.*

**Subject: Y18-1102- AH Group Dental Insurance Plan**

Business Development Division has reviewed the preliminary scopes of services received on Tuesday, May 29, 2018.

After reviewing this information, Business Development has determined there is no M/WBE availability for the above mentioned proposed scopes of services. There will be no M/WBE goal for this project.

If the scope of services for this project changes, let us know so we can check for M/WBE availability.