

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	RFP #11-1977FL – Stop Loss Medical Insurance Coverage	DATE POSTED	January 20, 2012
PURCHASING REPRESENTATIVE	Frank Lambertson, 749-3042	DATE CONTRACT SHALL BE AWARDED	January 27, 2012 or there after
DEPARTMENT	Financial Management Dept./Purchasing Div.	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Aetna Insurance Company, Hartford, CT	AUTHORIZED BY DATE	Melissa W. Assha, Purchasing Official, January 20, 2012

ACTION DESIRED

Approval to enter into negotiations with ING Employee Benefits, Tampa, FL to provide Stop Loss Medical Insurance Coverage.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

BACKGROUND/DISCUSSION

- Estimated expenditure is \$363,814.00
- Fund Source: 506 0004100 531000
- **MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:
 - None
- Proposals were received from the following firms:
 - Manatee County** firms:
 - None
 - Local** firms:
 - ING Employee Benefits, Tampa, FL
 - Humana, Tampa, FL
- See Page 2 and 3 for details.

SUMMARY	Recommend negotiations with ING Employee Benefits, Tampa, FL
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ATTACHMENTS: (List in order as attached)	INSTRUCTIONS TO BOARD RECORDS:
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1. Approval Email Ed Hunzeker	N/A
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COST	\$363,814.00 Annual Est.	SOURCE (ACCT# & NAME)	506 0004100 531000
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COMMENTS	N/A	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)	N/A
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Other firms:

Brown and Brown, Leesburg, FL
OptumHealth, Norcross, GA
RLJ Insurance Services, Exton, PA
Unitedhealth Group, Golden Valley, MN

- Manatee County's Employee Health Benefits Department desires to minimize long-term health coverage costs for the county and is seeking stop loss proposals. Manatee County Government is a public, government entity serving the residents of the county. The current self-funded medical plan included four (4) PPO plan options; Basic, Better, Best, and Ultimate. The Plan currently runs with no stop loss coverage. Due to Healthcare Reform the County is interested in adding stop loss protection.

Total number of employee, retirees, and dependents to be cover under stop loss coverage are as follows:

Active Employees (including Cobra and Disabled)

Single	1,428
Family	1,521

Retirees Under 65

Single	180
Family	22

Retirees Over 65

Single	103
Family	11

Third Party Administration is provided by Third Party Benefits of Florida, Inc.

- **Approval to enter into negotiations with ING EMPLOYEE BENEFITS, TAMPA, FL.**
- 4/19/11 – 1/12/12 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to two hundred nine (209) firms who provide these service; thirteen (13) firms downloaded the RFP and six (6) firms' submitted proposals.
- The RFP was advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Selection Committee consisted of:

Dan Schlandt, County Administrator's Office
Kim Stroud, Employee Health Benefits Division
Frank Lambertson, Purchasing Division
- Aon, the County's Health Benefits consultant assisted in the drafting of the RFP and the reviewing of the financial stability of the proposers.
- The Selection Committee convened on 7/7/2011 and shortlisted the following firms:

ING Employee Benefits, Tampa, FL
OptumHealth, Norcross, GA
RLJ Insurance Services, Exton, PA
- Various coverage options, deductibles and limits in stop loss coverage's were discussed via email with the shortlisted firms.
- The Selection Committee convened on 1/18/2012 and selected ING Employee Benefits, Tampa, FL for 11 months of coverage.

- Our agreement will be submitted to the County's Attorney's Office for review and comment.
- The remaining proposal respondents although well qualified were not selected based on a comparison of capabilities of the selected firm.

Humana, Tampa, FL

Brown and Brown, Leesburg, FL

Unitedhealth Group, Golden Valley, MN

Re: Selection Committee Recommendation for Manatee County Stop Loss Medical Insurance Coverage
Ed Hunzeker
to:
Melissa Assha
01/19/2012 10:06 PM
Cc:
"Frank Lambertson", "Karen Windon", "Dan Schlandt"
Show Details

Please proceed

Sent from my iPhone

On Jan 19, 2012, at 4:41 PM, "Melissa Assha" <melissa.assha@mymanatee.org> wrote:

Mr. Hunzeker,

We are communicating the recommended selection of ING Employee Benefits of Tampa FL, for the purpose of providing Stop Loss Medical Insurance Coverage for Manatee County.

Staff will proceed with the posting of the selection and beginning negotiations upon your confirmation to proceed. If you choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

**Thank you,
Melissa W Assha, CPPO
Interim Purchasing Official
Manatee County Purchasing Division
941-749-3054**

----- Forwarded by Melissa Assha/MCG on 01/19/2012 04:36 PM -----

From: Frank Lambertson/MCG
To: Melissa Assha/MCG@MCG
Date: 01/19/2012 03:52 PM
Subject: Selection Committee Recommendation for Manatee County Stop Loss Medical Insurance Coverage

Melissa:

Attached is the Selection Committee Recommendation for Manatee County Stop Loss Medical Coverage for the Employee Health Benefits Department.

Estimated expenditure \$363,814.00

Fund Source: 506 0004100 531000

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Frank G. Lambertson, Contracts Negotiator
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