

**RFQ# 1014657 -Short and Long Term Disability Insurance
Evaluation Team/Review Board Score Sheet**

Offeror	Metropolitan Life Insurance Company	The Standard Insurance Co.
Account Management, Reporting and Financials (25 PTS)	18	24
Corporate Experience and General Qualifications (10 PTS)	10	10
Business Plan (30 PTS)	17	29
Cost (35 PTS)	34.20	28.35
Total Evaluation Scores	79.20	91.35

Evaluation Comments

Metropolitan Life Insurance Company
Strengths
Most robust reporting capabilities offered. Solid firm with excellent rating from Moody's. Most expeditious turnaround time on STD and LTD decisions. Offered true open enrollment. Offered bi-monthly LTD benefit payments.

Weaknesses

Requires weekly eligibility file and daily payroll file. Required minimum participation amount is highest rate offered. +-10% change in covered lives could affect the proposed rates. Focused on online access only for statement of health i.e. did not offer options for paper access. Considers vacation pay as deductible income. Will only audit 3% of STD and 10% of LTD claims. Has a longer pre-existing provision for the LTD plan compared to other proposer. Charges STD premium while receiving STD benefits. Requires eligibility file to begin claim process.

The Standard Insurance Co.**Strengths**

Allows Metro to determine and maintain eligibility. Minimum participation amount is lowest offered. Allows up to a +-25% change in covered lives before proposed rates are impacted. Offered online and paper statement of health options. Solid firm with excellent rating from Moody's. More hands on approach in the review and approval of claims allowing for greater flexibility. Offered true open enrollment. Does not consider vacation pay as deductible income. Will audit 100% of all claims. Does not require STD premium while receiving STD benefits.

Weaknesses

No ad hoc reporting access for Metro to run own reports. Did not offer a bi-monthly option for LTD payments.

Solicitation Title & Number	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Short and Long Term Disability Insurance; RFQ 1014657	28	7	35

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points (28 Pts)	RFP SBE/SDV Points (7 Pts)	Total Cost Points (35 Pts)
Metropolitan Life Insurance Company	\$16,596,448.00	\$50,000.00	27.20	7.00	34.20
The Standard Insurance Co.	\$16,120,595.00	\$2,500.00	28.00	0.35	28.35

PNP Compliance Results Form

Department Name: Human Resources RFP/ITB Number: 1014657 Procurement Name: Short and Long Term Disability Insurance		
Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
The Standard	Yes	The Standard .successfully completed GFE outreach to four certified MWBEs: Benefits Connection .102%, Anything With A Logo .025% had offers accepted. Prince Insurance Agency and Joyner & Hogan were declined due to no response.

*Denotes Contractor with whom follow up was required

Date: 8/11/2017

Metro Buyer: Flake Hudson

BAO Rep:Jeremy Frye

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Flake Hudson
Date: 8/11/2017

Department Name: Human Resource
RFP/ITB Number: 1014657

Project Name: Short and Long Term Disability Insurance

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
The Standard	\$16,120,595.00	\$2,500.00	Yes	0.102%	Prime is not an aproved SBE and proposed to use Benefits Connection (.102%)
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			

Column Headings
 Shaded cells in columns E and G are formula driven and should not be changed
 White cells with text are fields that you can edit.
Gray cells with bold text contain formulas that can not be changed.