



Notice of Intent to Award

Solicitation Number	232238	Award Date	6/23/2022 5:16 PM CDT
Solicitation Title	Group Disability Benefits		
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Metropolitan Life Insurance Company	Company Contact	Cindy Adler	
Street Address	555 Marriot Drive, Suite 225			
City	Nashville	State	TN	Zipcode 37214

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

____ Supervisor (Initial)

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

RFQ# 232238 - Group Disability Benefits		
Evaluation Criteria	Metropolitan Life Insurance Company	The Standard Insurance Co
Round 1		
Solicitation Acceptance	Yes	Yes
Contract Acceptance	With Exceptions	With Exceptions
ISA Questionnaire Completed and Terms Accepted	With Exceptions	With Exceptions
Corporate Experience and General Qualifications (10 Points)	10	10
Account Management and Implementation (25 Points)	24	25
Business Plan (35 Points)	35	31
Cost Criteria (30 Points)	29.73	30.00
Totals	98.73	96.00

Strengths & Weaknesses

Metropolitan Life Insurance Company

Corporate Experience and General Qualifications (10 Points)

Strengths: Firm's response addressed everything we requested in the RFP.

Weaknesses: No weaknesses were noted.

Account Management and Implementation (25 Points)

Strengths: Firm's response addressed everything we requested except for the weakness listed below.

Weaknesses: Firm's Evidence of Insurability process is outside Metro's current practice because they may require the option of a paramedical exam or an attending physician exam.

Business Plan (35 Points)

Strengths: Firm's response addressed everything we requested in the RFP.

Weaknesses: No weaknesses were noted.

The Standard Insurance Co

Corporate Experience and General Qualifications (10 Points)

Strengths: Firm's response addressed everything we requested in the RFP.

Weaknesses: No weaknesses were noted.

Account Management and Implementation (25 Points)

Strengths: Firm's response addressed everything we requested in the RFP.

Weaknesses: No weaknesses were noted.

Business Plan (35 Points)

Strengths: Firm's response addressed everything we requested except weaknesses listed below.

Weaknesses: Firm did not provide the average claims payment accuracy percentage statistics for the years 2019 thru 2021 for both STD and LTD claims. Firm does not provide email notification of claim approval or denial to Metro. Firm would not allow true "open enrollment" without pre-existing conditions limitations.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Group Disability Benefits.; RFQ# 232238			30	0	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Metropolitan Life Insurance Company	\$ 11,237,393.00		29.73	0.00	29.73
The Standard Insurance Co	\$ 11,135,286.00		30.00	0.00	30.00