

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

May 31, 2019

Karen Lehman
The Prudential Insurance Company of America
2701 Coltsgate Road, Suite 200
Charlotte, NC 28211

Re: **RFQ # 1146657, Group Life Insurance**

Dear Ms. Lehman:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1146657 for Group Life Insurance. This letter hereby notifies you of Metro's intent to award to The Prudential Insurance Company of America, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Jerval Watson, BAO Representative, at (615) 862-5461 or at Jerval.watson@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Sandra Walker by email at Sandra.walker@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. 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.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

**RFQ # 1146657-Group Life
Insurance**

Offeror	Metropolitan Life Insurance Company	Securian Life Insurance Company	The Prudential Insurance Company of America	The Standard Insurance Co.
Cost Criteria (30 Points)	29.65	30.00	26.13	28.73
Firm and Team Experience (15 Points)	13.00	15.00	15.00	15.00
Capacity to Perform Work (35 Points)	22.00	25.00	33.00	20.00
Communication and Reporting (20 Points)	15.00	18.00	20.00	15.00
	79.65	88.00	94.13	78.73

Evaluation Comments

Metropolitan Life Insurance Company		
Strengths - Good Firm and Team Experience and Good Communication and Reporting and Good Capacity to Perform Work on Plan Administration & Billing, Customer Service sections.		
Weaknesses - Failed to provide an email addresses for references; All references submitted not of similar size and scope; Sample information was difficult to locate; Long implementation timeline from contract award to operational; Ported rates are different than active rates; Guidelines for requesting and processing medical evidence of insurability lacked specific detail; Hours of operation less than current operations; Waiver of premium provision requires a waiting period; Client satisfaction survey submitted is not applicable to this solicitation; Failed to provide an adequate response regarding system ability to identify claims submitted by Metro versus non-Metro providers.		
Securian Life Insurance Company		
Strengths -Good Overall Firm and Team Experience and Good Overall Communication and Reporting and Good Capacity to Perform Work.		
Weaknesses- Specifically Capacity to Perform Work Waiver of Premium section; Sample information was difficult to locate; Waiver of premium provision requires a waiting period; Limiting age is the earliest of 65 or retirement date which does not match current Metro policy; Supplemental life reduces at age 65 to 65% which does not match current Metro policy.		
The Prudential Insurance Company of America		

Strengths - Good Overall Firm and Team Experience; Good Overall Communication and Reporting and Good Overall Capacity to Perform Work.		
Weaknesses - Ported rates are different than active rates.		
The Standard Insurance Co.		
Strengths - Good Overall Firm and Team Experience; Good Communication and Reporting and Good Capacity to Perform Work on Plan Administration & Billing section.		
Weaknesses - Sample information was difficult to locate; Cannot provide real time updates; Response provided was unclear for confirming that no other reserves (besides IBNR and WOP) will be established or charged to the plan; Long turnaround time from the initial receipt of a death claim to processing a beneficiary payment; Hours of operations less than current operations; Waiver of premium provision requires a waiting period and Monthly life waiver report provided for only life of contract.		

Solicitation Title & Number		RFP Cost Points
RFQ 1146657 - Group Life Insurance		30
Offeror's Name	Total Bid Amount	RFP Cost Points
Securian Life Insurance Company	\$33,806,053.00	30.00
The Standard Insurance Co.	\$35,302,380.00	28.73
The Prudential Insurance Company of America	\$38,807,568.00	26.13
Metropolitan Life Insurance Company	\$34,209,538.00	29.65