



# City of San Antonio

## Legislation Details (With Text)

**File #:** 20-4636  
**Type:** Staff Briefing - Without Ordinance  
**In control:** Audit and Accountability Committee  
**On agenda:** 8/18/2020  
**Title:** Fully Insured Health Plans for Medicare Eligible Retirees [Ben Gorzell, Chief Financial Officer; Lori Steward, Director, Human Resources]  
**Sponsors:**  
**Indexes:**  
**Code sections:**  
**Attachments:**

Date	Ver.	Action By	Action	Result
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### CITY OF SAN ANTONIO HUMAN RESOURCES DEPARTMENT Interdepartmental Correspondence

**TO:** Erik Walsh, City Manager  
**FROM:** Lori Steward, Director, Human Resources  
**COPIES:** Audit and Accountability Committee; Ben Gorzell, CPA, Chief Financial Officer; Kevin Barthold, City Auditor; Troy Elliott, CPA, Deputy Chief Financial Officer  
**SUBJECT:** Consideration of Completed High Profile Solicitation  
**DATE:** August 18, 2020

The following high profile project has completed the solicitation process. This item is presented to the Audit and Accountability committee for review prior to the full City Council for consideration.

**Fully Insured Health Plans for Medicare Eligible Retirees** - The Human Resources Department released a Request for Proposal (RFP) seeking proposals for (1) a fully-insured Medicare Advantage Preferred Provider Organization (PPO) plan comparable to current City retiree plans, (2) an additional health plan of any type (PPO, HMO, etc.) that offers enhancements above the base plan design, and (3) a prescription-only plan with no coverage gap.

Solicitation Type: Request for Proposals  
Contract Value: \$4.4 Million  
Term of Contract: 3 years with two 1-year renewal options  
Release Date: December 20, 2019  
Closing Date: February 28, 2020  
Contracts to be Awarded: 1  
Proposed Council Date: August 20, 2020  
Evaluation Criteria: Experience, Background, Qualifications: 20 Points

SBEDA Program:

Voting Members:

Proposed Plan: 40 Points

Price: 25 Points

Local Preference Program: 10 Points

Veteran Owned Small Business Preference Program: 5 Points

Waiver Approved

Dr. Colleen Bridger, MPH, PhD, Assistant City Manager, City Manager's Office

Lori Steward, Director, Human Resources

Wanda Heard, Assistant Director, Human Resources

Jim Thomas, Benefits Administrator, Human Resources

Liz Garcia, ReCOSA Representative

Martha Sepeda, ReCOSA Representative

Fully Insured Medical Health Plans for Medicare Eligible Retirees (20-031, 6100012395) Score Summary INITIAL EVALUATION June 5, 2020	Maximum Points	Aetna Life Insurance Company 151 Farmington Ave Hartford, CT 06156	Humana Insurance Company 500 West Main Street Louisville, KY 40202	Sierra Health and Life Insurance Company, Inc. 2720 North Tenaya Way Las Vegas, NV 89128	Health Care Service Corporation, a Mutual Legal Reserve Company operating through its Texas Division, Blue Cross Blue Shield of Texas 1001 East Lookout Drive Richardson, TX 75082
A - Experience, Background, Qualifications	20	18.00	16.17	16.33	13.67
B - Proposed Plan	40	35.67	32.50	30.67	24.33
C - Price	25	25.00	13.41	11.70	11.43
D- LPP	10	5.00	5.00	5.00	0.00
E - VOSBPP	5	0.00	0.00	0.00	0.00
TOTAL SCORE	100	83.67	67.08	63.70	49.43
RANK BASED ON TOTAL SCORE		1	2	3	4

Fully Insured Medical Health Plans for Medicare Eligible Retirees (20-031, 6100012395) Score Summary FINAL EVALUATION June 19, 2020	Maximum Points	Aetna Life Insurance Company 151 Farmington Ave Hartford, CT 06156	Humana Insurance Company 500 West Main Street Louisville, KY 40202	Sierra Health and Life Insurance Company, Inc. 2720 North Tenaya Way Las Vegas, NV 89128
A - Experience, Background, Qualifications	20	18.67	15.17	16.50
B - Proposed Plan	40	35.17	29.50	33.50
C - Price	25	25.00	13.41	11.70
D- LPP	10	5.00	5.00	5.00
E - VOSBPP	5	0.00	0.00	0.00
TOTAL SCORE	100	83.84	63.08	66.70
RANK BASED ON TOTAL SCORE		1	3	2

Due diligence conducted for the respondents to the above solicitation included a search of federal and state department lists, prohibited political contributions, conflicts of interest, delinquent City/County taxes, outstanding payments to the City, payment of state franchise fees as well as a search of the internet for pertinent business information. No material

findings were noted that would prevent the City from awarding to the selected vendor.

Staff recommends committee approval to proceed with scheduling this item for full City Council consideration.