



City of San Antonio

Agenda Memorandum

File Number:20-4636

Agenda Item Number: 2.

Agenda Date: 8/18/2020

In Control: Audit and Accountability Committee

**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 Proposed Plan: 40 Points Price: 25 Points Local Preference Program: 10 Points Veteran Owned Small Business Preference Program: 5 Points |
| SBEDA Program: | Waiver Approved |
| Voting Members: | 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.