



December 16, 2020

TO: THE DISTRICT BOARD OF TRUSTEES
OF VALENCIA COLLEGE

FROM: SANFORD C. SHUGART
President

RE: ITN# 2021-09, STOP LOSS INSURANCE, APPROVAL FOR AWARD

On November 2, 2020, the College issued an Invitation to Negotiate, ITN 2021-09, Stop Loss Insurance. The College procures stop loss insurance on behalf of the Valencia College Self-funded Health Plan. The purpose of the stop loss coverage is to reduce the risk associated with unexpected catastrophic illnesses or accidents that can result in very large claims expenses. Stop loss insurance provides a layer of protection if claims exceed a certain threshold on an individual and/or aggregate member basis.

Four (4) firms submitted replies (American Heritage Life Insurance Company, Symetra Life Insurance Company, United Healthcare and Sun Life Assurance of Canada) to the ITN, with only one (Sun Life Assurance Co. of Canada) submitting a formal proposal. Valencia College Policy 6Hx28:5-10 Section 2 (C), *Procurement Requirements for Commodities and Services*, allows the College to proceed with negotiating when one responsive offer is submitted during a competitive solicitation. The Evaluation Committee, supported by subject matter expert RobinsonBush, Inc., met to review the submission on November 18, 2020 and approved Sun Life Assurance Co. to Phase II, Round Table Discussion and Negotiations.

On November 30, 2020, best and final offers were extended and the negotiation team held a public meeting to review the final offer. After careful consideration, the negotiation team selected Sun Life Financial as the firm providing the overall best value to the College for Stop Loss Insurance.

RECOMMENDATION:

The President recommends that the District Board of Trustees of Valencia College award the contract for Stop Loss Insurance for Valencia's Self-funded Health Plan to Sun Life Financial and simultaneously authorize negotiations of an excess loss rate up to \$16.88 per composite employee count. The term of the contract will be for one year effective January 1, 2021 with four (4) one-year renewal options.

A handwritten signature in black ink, reading "Sanford C. Shugart". The signature is written in a cursive style and is positioned above a horizontal line.

President