

METROPOLITAN LIFE GROUP

DENTAL INSURANCE

RFQ #12/13-22



October 16, 2013

TO: BOARD OF TRUSTEES
of Valencia College

FROM: SANFORD C. SHUGART
President

RE: Group Dental Insurance
RFP # 12/13-22

Valencia College offers group dental insurance to all eligible employees and their dependents and to all eligible retirees and their dependents. Coverage for eligible employees is paid for by the College. Coverage for dependents and eligible retirees and their dependents is voluntary and paid for by the employee/retiree. Group dental insurance is offered through Section 125 Cafeteria Plan, and eligible employees/retirees are allowed to enroll/terminate group dental insurance during the annual enrollment period. The Plan Year is January 1 through December 31.

The current plan provider is experiencing issues with providing the level of services as proposed. Valencia Human Resources notified Procurement that a Request for Proposals needed to be issued to competitively select a new dental provider for the College. The current plan expires on December 31, 2013.

Valencia procurement issued a Request for Proposals (RFP) for Group Dental Insurance on May 29, 2013. The following nine (9) firms responded to the RFP: Aetna, Assurant, Cigna, Delta Dental, United Concordia, Florida Combined Life, Humana, Metropolitan Life and The Standard.

A public evaluation meeting was held on Thursday July 18, 2013, at 1:30 pm to review the proposals. The committee discussed each of the firm's proposals based on the criteria listed in the RFP document. The evaluation criteria utilized were administrative services, plan design and provider network, financial reporting and data interface, and cost and guarantees.

Following careful consideration of the firms' proposals, the committee finalized their score sheets. The individual scores were read aloud and recorded on to the master score sheet. The highest ranking firm was Metropolitan Life followed by Delta Dental.

Added benefits of the Metropolitan Life Plan for Valencia employees include new Orthodontic coverage, annual limit increase to \$1,500.00, crowns are now covered as a basic service, with no increase in premiums..

RECOMMENDED ACTION:

The President recommends that the Board of Trustees of Valencia College award a contract to Metropolitan Life for Group Dental Insurance. The contract will have an initial term of three years, with two additional one year options to renew.

President