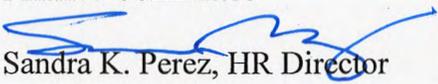


City of Santa Fe, New Mexico

memo

DATE: April 10, 2015

TO: Finance Committee

FROM: 
Sandra K. Perez, HR Director

SUBJECT: HEALTH PLAN CARRIER SELECTION
RFP #15/24/P; RFP #15/25/P; RFP #15/26/P

As you are aware we have concluded our interviews with the various carriers who submitted proposals for the above referenced RFPs. Each company submitting a proposal was given a first round interview. The field was narrowed down to finalists who came back for a second and final interview. From the second round of interviews the committee reached consensus on their selection.

The selected carrier for all three proposals is Cigna. In all three areas Cigna proved to be a viable solution for the city from an administration stand-point as well as a seasoned and trusted carrier to meet our employee's needs. Members from the administrative team of Cigna will join us for the meeting and be available to answer any questions you may have. Information for each of the products will be presented to you at the meeting.

The following will outline the road to selection for each RFP:

RFP #15/24/P – Medical, to include Vision, Stop-Loss, FSA and COBRA:

| 1 ST ROUND | 2 ND ROUND | SELECTION |
|--|-----------------------|---------------------|
| <i>Medical – TPA all inclusive:</i> | | |
| United Health Group | United Health Group | |
| Blue Cross Blue Shield | | |
| Presbyterian | | |
| Cigna | Cigna | Cigna all inclusive |
| <i>Vision – stand alone:</i> | | |
| VSP Vision Care | | |
| <i>FSA & COBRA – stand alone:</i> | | |
| ASI Flex | | |
| Flex-Plan Services Incorporated | | |
| TASC | | |
| <i>STOP-LOSS – stand alone:</i> | | |
| Sun Life Financial | | |

RFP #15/25/P – Dental:

| 1ST ROUND | 2ND ROUND | SELECTION |
|-----------------------------|-----------------------------|------------------|
| United Health Group | | |
| United Concordia | United Concordia | |
| Blue Cross Blue Shield | | |
| Cigna | Cigna | Cigna |
| MetLife | | |
| Delta Dental | Delta Dental | |

RFP #15/26/P – Basic Life, AD&D and Supplemental Life:

| 1ST ROUND | 2ND ROUND | SELECTION |
|-----------------------------|-----------------------------|--------------------------|
| Cigna/Life Insurance Co. | Cigna/Life Insurance Co. | Cigna/Life Insurance Co. |
| Dearborn National | | |
| MetLife | | |
| Standard Insurance Co. | Standard Insurance Co. | |
| Minnesota Life | | |

Robert Rodarte will have additional handouts for the committee at the meeting regarding the interview, evaluation and selection process.

We are actively working with Cigna to finalize our contract and will present this to you along with the Governing Body at the meeting on April 29, 2015.

