

SUMMARY RATING SHEET
RFP # FY 2018-2019-005 GROUP LIFE INSURANCE AND ACCIDENTAL DEATH AND DISMEMBERMENT,
SUPPLEMENTAL LIFE INSURANCE AND LONG-TERM DISABILITY INSURANCE FOR CITY OF HALLANDALE BEACH

The Evaluation Committee recommends:

1. The Evaluation Committee recommends the highest ranked Firm for contract award and negotiations.
2. Rankings below are for each line of Service from highest ranked to lowest ranked.

Rank 1		Rank 2
Group Life Insurance	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	Hartford Life and Accident Insurance Company .
Accidental Death and Dismemberment (AD&D)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	Hartford Life and Accident Insurance Company
Supplemental Life Insurance	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	Hartford Life and Accident Insurance Company
Group Long-Term Disability Insurance	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	Hartford Life and Accident Insurance Company
**Standard Insurance Company	<u>Not Evaluated and Not Rated</u> - It was determined by the Evaluation Committee by consensus that Standard Insurance Company would not continue through the evaluation process due to the Firm not offering Accidental Death and Dismemberment (AD&D).	
*Life Insurance Company of North America (DBA Cigna Group Insurance)	<u>Non-Responsive</u> - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.	

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The Evaluation Committee recommends:

The Evaluation Committee recommends the highest ranked Firm for contract award and negotiations.

SUMMARY RATINGS				
	Hartford Life and Accident Insurance Company	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
RATER 1 TOTAL	90.0	-	100.0	-
RATER 2 TOTAL	90.0	-	100.0	-
RATER 3 TOTAL	86.0	-	100.0	-
RATER 4 TOTAL	90.0	-	100.0	-
RATER 5 TOTAL	90.0	-	100.0	-
TOTAL ALL RATERS	446.0	-	500.0	-

***Non-Responsive:** Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

****Not Evaluated and Not Rated:** **Standard Insurance Company – It was determined by the Evaluation Committee by consensus that Standard Insurance Company would not continue through the evaluation process due to the Firm not offering Accidental Death and Dismemberment (AD&D).

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	RATER 1 - CAROL GUSHWA			
	Hartford Life and Accident Insurance Company	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
Firm's Experience and Qualifications Maximum 30 points	30.0	-	30.0	-
Scope of Services Maximum 35 points	30.0	-	35.0	-
Cost of Services Maximum 35 points	30.0	-	35.0	-
TOTAL POINTS	90.0	-	100.0	-

***Non-Responsive:**

Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

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Standard Insurance Company – It was determined by the Evaluation Committee by consensus that Standard Insurance Company would not continue through the evaluation process due to the Firm not offering Accidental Death and Dismemberment (AD&D).

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	RATER 2 - RAUL RIVERA			
	Hartford Life and Accident Insurance Company .	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
Firm's Experience and Qualifications Maximum 30 points	30.0	-	30.0	-
Scope of Services Maximum 35 points	30.0	-	35.0	-
Cost of Services Maximum 35 points	30.0	-	35.0	-
TOTAL POINTS	90.0	-	100.0	-

***Non-Responsive:**

Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

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	RATER 3 - AMBER COX			
	Hartford Life and Accident Insurance Company	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
Firm's Experience and Qualifications Maximum 30 points	28.0	-	30.0	-
Scope of Services Maximum 35 points	28.0	-	35.0	-
Cost of Services Maximum 35 points	30.0	-	35.0	-
TOTAL POINTS	86.0	-	100.0	-

***Non-Responsive:**

Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

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Standard Insurance Company – It was determined by the Evaluation Committee by consensus that Standard Insurance Company would not continue through the evaluation process due to the Firm not offering Accidental Death and Dismemberment (AD&D).

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	RATER 4 - ALYSSA JONES-WOOD			
	Hartford Life and Accident Insurance Company	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
Firm's Experience and Qualifications Maximum 30 points	30.0	-	30.0	-
Scope of Services Maximum 35 points	30.0	-	35.0	-
Cost of Services Maximum 35 points	30.0	-	35.0	-
TOTAL POINTS	90.0	-	100.0	-

***Non-Responsive:**

Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

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	RATER 5 - LINDA ROSARIO			
	Hartford Life and Accident Insurance Company	*Life Insurance Company of North America (DBA Cigna Group Insurance)	OCHS, Securian Financial Group and Madison National Life Insurance Company, Inc.	**Standard Insurance Company
LINE OF SERVICE(S) FIRM PROPOSING FOR:	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance, Accidental Death and Dismemberment (AD&D), Supplemental Life Insurance and Long-Term Disability Insurance	Group Life Insurance
Firm's Experience and Qualifications Maximum 30 points	30.0	-	30.0	-
Scope of Services Maximum 35 points	30.0	-	35.0	-
Cost of Services Maximum 35 points	30.0	-	35.0	-
TOTAL POINTS	90.0	-	100.0	-

***Non-Responsive:**

Life Insurance Company of North America (DBA Cigna Group Insurance) - It was determined by the City's consultant, Gallagher Benefits Services, Inc., that Life Insurance Company of North America (DBA Cigna Group Insurance) did not meet the minimum qualification requirements set forth in the RFP. The Firm did not provide the requested documentation to meet Minimum Qualification Requirement MQR # 3: Previous Experience. The Procurement Department requested via phone and email missing information for MQR # 3.

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Standard Insurance Company - It was determined by the Evaluation Committee by consensus that Standard Insurance Company would not continue through the evaluation process due to the Firm not offering Accidental Death and Dismemberment (AD&D).