

RFP 17MISC5
DENTAL INSURANCE BENEFITS

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for dental insurance benefits for active and retired employees of Frederick County Public Schools (FCPS) and their dependents. Proposals were received on December 6, 2016.

1. **Bid participation:**

19 proposals downloaded
6 companies submitted a proposal

2. **Bids were received from:**

CareFirst of Maryland, Inc. dba: CareFirst BlueCross BlueShield (Baltimore, MD)
Cigna Health and Life Insurance Company dba: Cigna (Bloomfield, CT)
Delta Dental of Pennsylvania dba: Delta Dental (Mechanicsburg, PA)
Dominion Dental Services, Inc. dba: Dominion National (Arlington, VA)
Metropolitan Life Insurance Company dba: MetLife (Bridgewater, NJ)
United Concordia Companies, Inc. dba: United Concordia Dental (Harrisburg, PA)

3. **Other facts:**

- The contract term will be effective from July 1, 2017 through June 30, 2020, with two additional one-year renewal options available.
- FCPS utilized the services of Aon Hewitt Consulting to assist with the preparation of bid specifications and the evaluation of the received proposals.
- Selection was based on the total score of each vendor's proposal.
- Attached is the Summary of Evaluation Scores by the evaluation committee for each responsive proposal.
- This recommendation has been reviewed and approved by the Insurance Council which consists of members from FCPS, Frederick County Teachers Association (FCTA), Frederick Association of School Support Employees (FASSE) and Frederick County Administrative and Supervisory Association (FCASA).
- This contract will be administered by Penny Opalka, Senior Manager, Human Resources.

4. **Source of funding:** Funding for the recommended dental insurance benefit is through the Board's self-insurance fund, which will continue to be funded by the Board of Education and employee/retiree contributions.

B. **Recommendation:** Staff recommends the contract for RFP 17MISC5, Dental Insurance Benefits, be awarded to Delta Dental of Pennsylvania dba: Delta Dental (Mechanicsburg, PA), with an approximate annual cost of \$4,980,000.

C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	KM/kl
____ Date	____ Date	____ Date	____ Date	BOE Meeting 03.08.17

RFP 17MISC5, DENTAL INSURANCE BENEFITS
SUMMARY OF EVALUATION SCORES -
TECHNICAL

Company Name	Cost Proposal	Network Maintenance & Flexibility	Administration	Compliance with Specifications	Client References	Total Points 100 Pts. Possible	Evaluator
	35 Pts.	25 Pts.	25 Pts.	10 Pts.	5 Pts.		
CareFirst							
	32.46	10	20	10	5	77.46	A
	32.46	17	20	10	5	84.46	B
	32.46	17	22	10	5	86.46	C
	32.46	20	20	10	5	87.46	D
	32.46	25	20	10	5	92.46	E
	32.46	15	20	10	5	82.46	F
	32.46	10	15	10	5	72.46	G
	32.46	18	20	10	5	85.46	H
					Grand Total	668.68	
					Avg. Score	83.59	
CIGNA							
	33.46	25	20	10	5	93.46	A
	33.46	23	21	10	5	92.46	B
	33.46	24	25	10	5	97.46	C
	33.46	20	20	10	5	88.46	D
	33.46	20	25	10	5	93.46	E
	33.46	22	20	10	5	90.46	F
	33.46	10	15	10	5	73.46	G
	33.46	25	20	10	5	93.46	H
					Grand Total	722.68	
					Avg. Score	90.34	
Delta Dental							
	35	25	25	10	5	100	A
	35	25	24	10	5	99	B
	35	24	23	10	5	97	C
	35	25	25	10	5	100	D
	35	25	25	10	5	100	E
	35	23	23	10	5	96	F
	35	25	25	10	5	100	G
	35	25	25	10	5	100	H
					Grand Total	792	
					Avg. Score	99.00	
Dominion							
	31.47	5	15	10	5	66.47	A
	31.47	15	18	10	5	79.47	B
	31.47	16	12	10	5	74.47	C
	31.47	18	20	10	5	84.47	D
	31.47	20	20	10	5	80	E
	31.47	15	18	10	5	79.47	F
	31.47	15	15	10	5	76.47	G
	31.47	15	18	10	3	77.47	H
					Grand Total	618.29	
					Avg. Score	77.29	
MetLife							
	32.48	10	25	10	5	82.48	A
	32.48	18	17	10	5	82.48	B
	32.48	18	12	10	5	77.48	C
	32.48	20	20	10	5	87.48	D
	32.48	20	20	10	5	87.48	E
	32.48	15	18	10	5	80.48	F
	32.48	15	15	10	5	90.48	G
	32.48	20	25	10	3	90.48	H
					Grand Total	513.88	
					Avg. Score	64.24	
United Concordia							
	32.56	15	20	10	5	82.56	A
	32.56	19	19	10	5	85.56	B
	32.56	21	12	10	5	80.56	C
	32.56	20	20	10	5	87.56	D
	32.56	20	20	10	5	87.56	E
	32.56	18	20	10	5	85.56	F
	32.56	10	15	10	5	72.56	G
	32.56	20	15	10	3	80.56	H
					Grand Total	579.92	
					Avg. Score	72.49	