

AGENDA REQUEST FORM
THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

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| Meeting Date <div style="border: 1px solid black; text-align: center; padding: 2px;">10/16/12</div> | <table style="width: 100%;"><tr><td style="width: 50%; text-align: center; padding: 2px;">Open Agenda Yes <input checked="" type="checkbox"/> No</td><td style="width: 50%; text-align: center; padding: 2px;">Special Order Request Yes <input checked="" type="checkbox"/> No</td></tr></table> | Open Agenda Yes <input checked="" type="checkbox"/> No | Special Order Request Yes <input checked="" type="checkbox"/> No | Agenda Item Number <div style="border: 1px solid black; text-align: center; padding: 2px;">E-1</div> |
| Open Agenda Yes <input checked="" type="checkbox"/> No | Special Order Request Yes <input checked="" type="checkbox"/> No | | | |

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| TITLE: | RFP 13-010V Voluntary Supplemental Insurance For School Board Employees | | | | | | | | | | | | | | | | |
| REQUESTED ACTION: | Approve the RFP recommendations and the contracts for Texas Life Insurance Company and Washington National Insurance Company and cease additional enrollment for existing vendors: Allstate Financial Workplace, CNA Group Benefits, ING Employee Benefits, MassMutual Life Insurance Co., Pre-Paid Legal Services, Inc., and U.S. Legal Services, Inc. | | | | | | | | | | | | | | | | |
| SUMMARY EXPLANATION AND BACKGROUND: | <p>This RFP was developed and reviewed in a public meeting by the Superintendent's Insurance Advisory Committee on March 28, 2012. The purpose of the RFP was to establish accountability through a contractual relationship with carriers offering voluntary employee paid benefits.</p> <p>The RFP was issued on April 11, 2012. On May 25, 2012, proposals were received from fifteen (15) companies:</p> <table style="width: 100%;"><tr><td style="width: 50%; vertical-align: top;">1. AFLAC (McKinley)</td><td style="width: 50%; vertical-align: top;">9. MassMutual D/B/S Financial</td></tr><tr><td style="vertical-align: top;">2. AFLAC (Willis)</td><td style="vertical-align: top;">10. MetLife Resources</td></tr><tr><td style="vertical-align: top;">3. AIG Benefit Solutions</td><td style="vertical-align: top;">11. Texas Life Insurance Co.</td></tr><tr><td style="vertical-align: top;">4. Allstate Benefits</td><td style="vertical-align: top;">12. Travelers</td></tr><tr><td style="vertical-align: top;">5. ARAG Insurance Co.</td><td style="vertical-align: top;">13. Trustmark Insurance Co.</td></tr><tr><td style="vertical-align: top;">6. Colonial Life & Accident Insurance Co.</td><td style="vertical-align: top;">14. U.S. Legal Services, Inc.</td></tr><tr><td style="vertical-align: top;">7. Humana (Kanawha Insurance Co.)</td><td style="vertical-align: top;">15. Washington National Insurance Co.</td></tr><tr><td style="vertical-align: top;">8. Liberty Mutual</td><td></td></tr></table> | 1. AFLAC (McKinley) | 9. MassMutual D/B/S Financial | 2. AFLAC (Willis) | 10. MetLife Resources | 3. AIG Benefit Solutions | 11. Texas Life Insurance Co. | 4. Allstate Benefits | 12. Travelers | 5. ARAG Insurance Co. | 13. Trustmark Insurance Co. | 6. Colonial Life & Accident Insurance Co. | 14. U.S. Legal Services, Inc. | 7. Humana (Kanawha Insurance Co.) | 15. Washington National Insurance Co. | 8. Liberty Mutual | |
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| Page 1 of 2 | | | | | | | | | | | | | | | | | |

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| SCHOOL BOARD GOALS: | <ul style="list-style-type: none"><input type="checkbox"/> •Goal One: Raise achievement of all students to ensure graduation from high school and readiness for post-secondary education.<input checked="" type="checkbox"/> •Goal Two: Improve the health and wellness of students and personnel.<input type="checkbox"/> •Goal Three: Provide a safe and secure physical and technological environment for all students and employees.<input type="checkbox"/> •Goal Four: Promote innovation which focuses on best practices and quality efforts that improve our best-in-class position.<input type="checkbox"/> •Goal Five: Recruit, develop, retain, and recognize high performing and diverse faculty and personnel.<input type="checkbox"/> •Goal Six: Build strong partnerships with family, business, community and government at the classroom, school, area, and district level.<input type="checkbox"/> •Goal Seven: Ensure district's leadership as an environmental steward through innovative ecology and energy conservation programs. |
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| FINANCIAL IMPACT: | There will be no financial impact to the District. |
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| EXHIBITS: (List) | <ul style="list-style-type: none">1. Executive Summary2. Texas Life Insurance3. Washington National Insurance4. Superintendent Insurance Advisory Committee Minutes – July 18 and July 19, 2012.5. RFP 13-010V |
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|--|--|--------------------------|--------------|-----------------|--------------|------|-------|
| BOARD ACTION: <div style="text-align: center; font-weight: bold; font-size: 1.2em; margin-top: 10px;">APPROVED</div> <p style="font-size: 0.8em; margin-top: 10px;">(For Official School Board Records' Office Only)</p> | SOURCE OF ADDITIONAL INFORMATION: <table style="width: 100%;"><tr><td style="width: 70%;">Dr. Dildra Martin-Ogburn</td><td style="width: 30%;">754-321-2150</td></tr><tr><td>Mr. Bill Harris</td><td>754-321-0501</td></tr></table> <div style="font-size: 0.8em; margin-top: 10px;"><table style="width: 100%;"><tr><td style="width: 70%;">Name</td><td style="width: 30%;">Phone</td></tr></table></div> | Dr. Dildra Martin-Ogburn | 754-321-2150 | Mr. Bill Harris | 754-321-0501 | Name | Phone |
| Dr. Dildra Martin-Ogburn | 754-321-2150 | | | | | | |
| Mr. Bill Harris | 754-321-0501 | | | | | | |
| Name | Phone | | | | | | |

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Maurice L. Woods *M.L.W.*
Chief Strategy & Operations Officer
Office of Strategy & Operations

Approved in Open Board Meeting on:

OCT 16 2012

By: _____

Leann Murray

School Board Chair

SUMMARY EXPLANATION AND BACKGROUND: Continued

The Superintendent's Insurance Advisory Committee evaluated the proposals on July 18, and July 19, 2012. The Committee evaluated the proposals, based on experience and qualifications, scope of services provided, Minority Women Business participation (M/WBE), and cost of services provided. As a result of the evaluation, the Committee recommended to the Superintendent the following awards:

Accident Plan

1. AIG Benefit Solutions
2. Allstate Benefits
3. Washington National Insurance Co.

Cancer/Critical Illness

4. AIG Benefit Solutions
5. Allstate Benefits
6. Washington National Insurance Co.

Hospital Indemnity/Intensive Care

7. Allstate Benefits

Long Term Care

8. MassMutual D/B/S Financial

Group Universal Life

9. AIG Benefit Solutions
10. Allstate Benefits

Voluntary Permanent Life

11. Texas Life Insurance Co.

The Superintendent's Insurance Advisory Committee met on September 18, 2012, and an impasse was declared in contract negotiations with the following companies:

1. AIG Benefit Solutions
2. Allstate Benefits
3. MassMutual D/B/S Financial

As a result of the impasse, The Superintendent's Insurance Advisory Committee recommendation to award is amended to award to the following companies:

Accident Plan

1. Washington National Insurance Co.

Cancer/Critical Illness

2. Washington National Insurance Co.

Voluntary Permanent Life

3. Texas Life Insurance Co.

The RFP provides for freezing enrollment for vendors that were not selected in the RFP process. To ensure that there is not a negative impact to School Board employees enrolled in plans not selected, the vendors will be allowed to continue to service those employees currently enrolled in their plans. However, no new enrollment will be allowed through payroll deductions into vendors/plans that were not selected.