

EXECUTIVE SUMMARY

Recommendation to Approve the First and Second Amendments to Agreements 18-010V – Voluntary Supplemental Insurance for School Board Employees

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the First Amendment to the Agreements and first one (1) year renewal option for AFLAC, Combined Insurance Company of America, Texas Life Insurance Company, U.S. Legal, Inc., and Washington National Insurance Company and the Second Amendment to Agreement and first one (1) year renewal option for BMG Money, Inc. This Request for Proposal (RFP) was approved at the Special School Board Meeting on September 26, 2017, and the term of the contract was for three (3) years from January 1, 2018 through December 31, 2020, with a renewal option for two (2) additional one (1) year periods.

The renewal contract term is January 2021 through December 31, 2021. There is no financial impact to the District. Premiums are paid by benefit-eligible School Board employees who elect to enroll in these plans.

Good/Services Description

Responsible: Benefits

AFLAC, BMG Money, Inc., Combined Insurance Company of America, Texas Life Insurance Company, U.S. Legal, Inc., and Washington National Insurance Company are leading providers of insurance products and other financial services. Through their subsidiaries and affiliates, these organizations collectively offer a suite of voluntary products spanning Accident, Cancer, Critical Illness, Consumer Loans, Hospital Indemnity, Life Insurance, Short-term Disability, and Pre-paid Legal Services.

Procurement Method

Responsible: PWS

The procurement method chosen was through a competitive solicitation, which required Purchasing Policy 3320, Part II, Rule V, and Florida Administration Code 6A-1.012(15).

RFP 18-010V – Voluntary Supplemental Insurance for School Board Employees, was released via Onvia Demandstar on December 15, 2016, by Procurement & Warehousing Services and opened February 9, 2019. Six hundred (600) vendors were notified through Onvia Demandstar, fifty-four (54) vendors downloaded the RFP and The School Board of Broward County, Florida, received responses from eight (8) Proposers:

- AFLAC
- BMG Money, Inc.
- Combined Insurance Company of America
- Legal Access Consulting, LLC dba/LegalEASE
- Nationwide
- Texas Life Insurance Company
- U.S. Legal Services, Inc.
- Washington National Insurance Company

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**Procurement Method (Continued)
Responsible: PWS**

Prior to the review and evaluation of the Proposals from the above-noted Proposers, the Benefits Consultants, Gallagher Benefit Services, Inc. informed the SIWAC that the Proposal of LegalEase did not meet the minimum eligibility requirement under Section 4.2.6 of the RFP and therefore should be found non-responsive. The Superintendent's Insurance & Wellness Advisory Committee (SIWAC) voted to find LegalEASE non-responsive.

Seven (7) of the eight (8) proposals were evaluated by the SIWAC on March 29, 2017, based on Experience & Qualifications, Scope of Services, Cost, and Small/Minority/Women Business Enterprise. As a result of the scoring and ensuing negotiations for the remaining proposals, the SIWAC voted to recommend to the Superintendent the following awards:

- **AFLAC**
 - Accident, Critical Illness, Hospital Indemnity, Short Term Disability, Term Life Insurance
- **BMG Money, Inc.**
 - Consumer Loans
- **Combined Insurance Company of America**
 - Accident, Critical Illness and Life Insurance
- **Texas Life Insurance Company**
 - Voluntary Permanent Life Insurance
- **U.S. Legal Services, Inc.**
 - Pre-paid Legal Services
- **Washington National Insurance Company**
 - Accident, Cancer, Critical Illness, Life Insurance

On August 22, 2017, the School Board awarded the following Voluntary Supplemental contracts:

- **AFLAC**
 - Accident, Term Life, Short Term Disability, Hospital Indemnity, Critical Illness
- **BMG Money, Inc.**
 - Consumer Loans
- **Texas Life Insurance Company**
 - Voluntary Permanent Life Insurance
- **U.S. Legal Services, Inc.**
 - Pre-paid Legal Services
- **Washington National Insurance Company**
 - Cancer, Critical Illness, Accident, Life Insurance

On September 26, 2017, the School Board awarded the following Voluntary Supplemental contract:

- **Combined Insurance Company of America**
 - Accident, Critical Illness and Life Insurance

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The initial contract period for the above awards was January 1, 2018 through December 31, 2020.

2021 Renewals:

On May 13, 2020, the SIWAC held its annual contract renewal meeting. The SIWAC voted unanimously to recommend the first renewal option for AFLAC, BMG Money, Inc., COMBINED, Texas Life Insurance Company, U.S. Legal, Inc., and Washington National Insurance Company for contract period January 1, 2021 through December 31, 2021.

Financial Impact

Responsible: Benefits

There is no financial impact to the District. School Board employees are responsible for all costs of Voluntary Supplemental products, should they elect to enroll in a Voluntary plan(s).