

SCORING SHEET

GROUP LONG TERM DISABILITY BENEFITS FOR SCHOOL BOARD EMPLOYEES

GROUP LONG TERM DISABILITY BENEFITS FOR SCHOOL BOARD EMPLOYEES	Max Points	Alexander Baum	Walter Browne	Annie Callaway	Darla L. Carter	Paul Eichner	Anthony Gentile	Lisa Maxwell	Dorsey Miller	Kalpna Mistry	Patricia Thompson	Wayne M. Thrasher	Arlin Vance	Lois Wexler	Average Score
Section B: Qualifications and Experience (Enrollment, Revenue, References, Experience)	30														
CNA Group Benefits		28	30	20	28	23	30	30	30	30	30	28	26	30	28
The Standard Insurance Co		26	25	27	30	22	28	25	30	30	28	27	26	30	27
TIAA-CREF		24	30	15	28	24	28	26	30	30	26	27	30	30	27
Unum Life Insurance		26	20	29	30	25	29	30	30	30	28	28	29	30	28
Section C: Scope of Services (Match Current Plan, Network, Quality Assurance)	30														
CNA Group Benefits		28	30	20	28	26	30	25	28	30	30	28	26	28	27
The Standard Insurance Co		26	25	23	30	23	27	15	25	30	25	27	28	22	25
TIAA-CREF		22	25	15	28	24	26	20	20	30	20	27	24	20	23
Unum Life Insurance		24	20	29	30	27	28	30	28	30	15	28	26	25	26
Section D: Minority/Women Owned Enterprise (Extent of Services, M/WBE Compensation)	10														
CNA Group Benefits		8	10	5	8	5	9	10	6	8	5	3	7	10	7.2
The Standard Insurance Co		10	5	5	10	5	10	5	9	9	5	3	10	6	7.1
TIAA-CREF		6	9	2	9	6	0	6	5	7	5	2	4	3	4.9
Unum Life Insurance		7	1	5	10	6	10	2	9	8	0	2	8	6	5.7
Section E: Cost (Annual Premium Cost)	30														
CNA Group Benefits		28	30	19	29	25	30	30	29	30	25	28	30	30	28
The Standard Insurance Co		26	25	25	30	24	28	15	28	29	20	28	28	28	26
TIAA-CREF		24	23	15	28	24	27	10	27	28	15	27	27	26	23
Unum Life Insurance		20	10	29	30	24	25	5	26	27	15	27	20	20	21
TOTAL SCORE	100														
CNA Group Benefits		92	100	64	93	79	99	95	93	98	90	87	89	98	91
The Standard Insurance Co		88	80	80	100	74	93	60	92	98	78	85	92	86	85
TIAA-CREF		76	87	47	93	78	81	62	82	95	66	83	85	79	78
Unum Life Insurance		77	51	92	100	82	92	67	93	95	58	85	83	81	81