

Purchasing Notes

EVENT # 8695	TITLE: Voluntary Employee Accident Insurance	COST: \$ No Cost
TYPE OF PROCUREMENT: Sole Source	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)
Contract term expires on December 31, 2022

S/DBE (IF APPLICABLE)
N/A

MATRIX (IF APPLICABLE)
N/A

NOTES

Recommend approval to award an annual contract for voluntary employee accident insurance to Hartford Financial Services Group, Inc. with no cost to the City of Savannah. The Human Resources Department offers eligible employees and dependents access to voluntary accident insurance coverage. The estimated premium is paid 100% by those members who are enrolled in the insurance coverage. There is no cost to the City of Savannah for this service and USI Insurance Services manages the enrollment, billing, customer service, and claims submission for all voluntary worksite benefits. The policy will be effective from January 1, 2022 with a rate guarantee for two years (January 1, 2024). There are 278 employees enrolled in the Accident plan.

The current vendor is Allstate. Marketing efforts show Allstate's rates are higher than the market and with lesser benefits. Hartford rates are guaranteed for 2 years. Hartford Financial Services Group, Inc. states rate increases are very rare. Hartford is recommended due to richness of benefits and low rates. The approval of the Hartford Financial Services Group, Inc. will result in an over 50% decrease for employee premiums with an increase in coverage for members.

This RFP was facilitated by USI Insurance Services on behalf of the City of Savannah. USI Insurance Services is the City's employee benefits consultant that negotiates, oversees, and advertises the City's benefits contracts. This RFP was sent out to 9 proposers with 6 proposers responding. Of the 6 only 3 were competitive in the market analysis done by USI Insurance Services.

The was advertised, opened, and reviewed. The contract term expires on December 31, 2022. This contract has three (3) renewals and two (2) extensions. Delivery: As needed. Terms: Net 30 days. The proposers were:

- B.P. Hartford Financial Services Group, Inc (690 Asylum Avenue, Hartford, CT 06155)^(D) \$No Cost
 Allstate Insurance Company (2775 Sanders Road, Northbrook, IL 60062)^(D)
 Guardian Life Insurance Company of America (10 Hudson Yards, New York, NY 10001)^(D)

A pre-proposal conference was not conducted. (D) Indicates non-local, non-DBE business. Recommend approval.

Local available: No
 Total sent: 9
 Total received: 6
 Vendor federally debarred/suspended: No