

Purchasing Summary

EVENT # 5341	TITLE: Voluntary Employee Dental and Vision Insurance Contract	COST: No Direct Cost to the City																																								
TYPE OF PROCUREMENT: Bid	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>																																								
CONTRACT TERM (IF APPLICABLE) January 1, 2020 through December 31, 2020																																										
M/WBE (IF APPLICABLE) N/A																																										
MATRIX (IF APPLICABLE) N/A																																										
NOTES																																										
<p>Recommend approval to renew an annual contract to Metropolitan Life Insurance Company to provide voluntary employee dental and vision insurance in the estimated amount of \$1,240,000.00. The annual premium will be paid by those employees who are enrolled in the insurance coverage at no cost to the City.</p> <p>This contract was originally approved by Council on October 12, 2017. This is the second of four renewal options available.</p> <p>The bid was advertised, opened, and reviewed. Delivery: As needed. Terms: Net 30 days. The bidders were:</p> <table border="0"> <tr> <td>L.B.</td> <td>Metropolitan Life Insurance Company</td> <td>(Atlanta, GA) ^(D)</td> <td>\$1,563,528.00</td> </tr> <tr> <td></td> <td>Ameritas Life Insurance Company</td> <td>(Lincoln, NE) ^(D)</td> <td>\$1,624,080.00</td> </tr> <tr> <td></td> <td>EMTT, Inc. dba Taylor Insurance Services</td> <td>(Valdosta, GA) ^(D)</td> <td>\$1,750,800.00</td> </tr> <tr> <td></td> <td>Standard Insurance Company</td> <td>(Portland, OR) ^(D)</td> <td>\$1,781,520.00</td> </tr> <tr> <td></td> <td>W. Ray Williams and Associates</td> <td>(Savannah, GA) ^(B)</td> <td>\$1,789,260.00</td> </tr> <tr> <td></td> <td>National Vision Administrators</td> <td>(Clifton, NJ) ^(D)</td> <td>\$ 162,588.00 *</td> </tr> <tr> <td></td> <td>EyeMed Vision Care, LLC.</td> <td>(Mason, OH) ^(D)</td> <td>\$ 181,080.00 *</td> </tr> <tr> <td></td> <td>Dearborn National Life Insurance Company</td> <td>(Downers Grove, IL) ^(D)</td> <td>\$ 181,284.00 *</td> </tr> <tr> <td></td> <td>Superior Vision</td> <td>(Linthicum, MD) ^(D)</td> <td>\$ 199,560.00 *</td> </tr> <tr> <td></td> <td>United Concordia Dental</td> <td>(Johns Creek, GA) ^(D)</td> <td>\$1,583,400.00 **</td> </tr> </table> <p>A pre-bid conference was not conducted as this is an annual contract renewal. (B) Indicates local, non-minority owned business. (D) Indicates non-local, non-minority owned business. (*) Indicates vision bid only. (**) Indicates dental bid only. Metropolitan Life Insurance Company was the overall low bidder, and was the low bidder for dental insurance. The apparent low bidder for vision insurance, Ameritas, was not selected as it did not provide a firm bid. Rather, its response stated that it was not an offer to contract and final rates would not be provided unless the City of Savannah applied and was approved for coverage. Metropolitan Life Insurance Company was the second low bidder for vision insurance. <u>Recommend approval.</u></p> <p>Local Available: Yes MWBE Available: Yes Total Sent: 98 MWBE Sent: 8 Total Received: 11</p>			L.B.	Metropolitan Life Insurance Company	(Atlanta, GA) ^(D)	\$1,563,528.00		Ameritas Life Insurance Company	(Lincoln, NE) ^(D)	\$1,624,080.00		EMTT, Inc. dba Taylor Insurance Services	(Valdosta, GA) ^(D)	\$1,750,800.00		Standard Insurance Company	(Portland, OR) ^(D)	\$1,781,520.00		W. Ray Williams and Associates	(Savannah, GA) ^(B)	\$1,789,260.00		National Vision Administrators	(Clifton, NJ) ^(D)	\$ 162,588.00 *		EyeMed Vision Care, LLC.	(Mason, OH) ^(D)	\$ 181,080.00 *		Dearborn National Life Insurance Company	(Downers Grove, IL) ^(D)	\$ 181,284.00 *		Superior Vision	(Linthicum, MD) ^(D)	\$ 199,560.00 *		United Concordia Dental	(Johns Creek, GA) ^(D)	\$1,583,400.00 **
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MWBE Received: 0

Vendor federally debarred/suspended: No