



Purchasing Summary

EVENT # 5341	TITLE: Voluntary Employee Dental and Vision Insurance Contract	COST: No cost to City
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TYPE OF PROCUREMENT: Bid	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>
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CONTRACT TERM (IF APPLICABLE)
January 1, 2018 through December 31, 2018

M/WBE (IF APPLICABLE)
[Click here to enter text.](#)

MATRIX (IF APPLICABLE)
[Click here to enter text.](#)

NOTES

Recommend approval to award an annual contract to Metropolitan Life Insurance Company to provide voluntary employee dental and vision insurance in the estimated amount of \$1,563,528.00. The annual premium will be paid by those employees who are enrolled in the insurance coverage at no cost to the City.

The bid was advertised, opened, and reviewed. Delivery: As needed. Terms: Net 30 days. The bidders were:

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 **

A pre-bid conference was conducted on August 1, 2017 and five vendors attended. (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. Recommend approval.

Local Available: Yes
 MWBE Available: Yes
 Total Sent: 98
 MWBE Sent: 8
 Total Received: 11
 MWBE Received: 0
 Vendor federally debarred/suspended: No