



Pinellas County

Staff Report

File #: 20-2340A, **Version:** 1 **Approved by BCC 10/12/2021**

Agenda Date: 10/12/2021

Subject:

Ranking of firms and agreement with Cigna Health and Life Insurance for requirements of dental benefit administration services.

Recommended Action:

Approval of the ranking of firms and agreement with Cigna Health and Life Insurance (Cigna) for requirements of dental benefit administration services.

- This agreement provides County employees, dependents, and retirees with dental benefits.
- Two firms submitted proposals; Cigna was selected as the highest ranked firm and is recommended for award by the Human Resources Department.
- The agreement has a term of sixty months with a service start date of January 1, 2022 with total expenditure of \$12,155,000.00.
- This contract replaces a current contract that is expiring on December 31, 2021 held by Cigna.

Contract No. 21-0179-P(LN) in the annual amount of \$2,431,000.00 for a sixty-month contract value of \$12,155,000.00. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Create a Quality Workforce in a Positive, Supportive Organization
1.4 Maintain a fair and competitive compensation package.

Summary:

This contract continues to provide dental benefits to County employees, dependents, and retirees. Consistent with the current program, employees have the option of a self-funded preferred provider organization (PPO) plan and a fully insured dental health maintenance organization (DHMO) plan.

Background Information:

A two-step RFP was released on January 22, 2021, requiring qualification submittals in step-one. Two (2) responsive submittals were received in Step-two with Cigna selected as the highest ranked firm. Negotiations yielded lowering the administrative fee and shared savings rates and increasing performance guarantees and enrollment caveat resulting in \$73,000.00 total savings over five (5) years. The firms in order of ranking are attached on the ranking spreadsheet.

Fiscal Impact:

Total annual estimated expenditure not to exceed:	\$ 2,431,000.00
Estimated 60 Month Claims expenditure not to exceed:	\$11,155,000.00
Estimated 60 Month Administrative Fee expenditure not to exceed:	\$417,000.00
Estimated 60 Month Fully insured Premium:	\$535,000.00

Total estimated expenditure not to exceed: 12,155,000.00

Funding for this Agreement is derived from the Employee Health Benefits Fund and is consistent with the FY22 Adopted Budget

Staff Member Responsible:

Kimberly Crum, Director, Human Resources Department

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Services Agreement

Ranking Spreadsheet