



# Pinellas County

## Legislation Details (With Text)

<b>File #:</b>	20-2340A	<b>Version:</b>	1
<b>Type:</b>	Contract/Agreement	<b>Status:</b>	Passed
<b>File created:</b>	12/16/2020	<b>In control:</b>	Human Resources
<b>On agenda:</b>	10/12/2021	<b>Final action:</b>	10/14/2021
<b>Title:</b>	Ranking of firms and agreement with Cigna Health and Life Insurance for requirements of dental benefit administration services.		
<b>Sponsors:</b>			
<b>Indexes:</b>			
<b>Code sections:</b>			
<b>Attachments:</b>	1. FE_Agreement - Cigna Health dental benefit, 2. AATF - Services Agreement- Dental Benefits (21-0179-P)LN, 3. Ranking - Dental Benefits.pdf		

Date	Ver.	Action By	Action	Result
10/12/2021	1	Board of County Commissioners	approved as part of the Consent Agenda	

### **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