



# Pinellas County

## Staff Report

---

File #: 20-2340A, Version: 1

---

### **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