

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**



DEPARTMENT: Human Resources
Purchasing & Strategic Sourcing

AGENDA DATE: December 2, 2025

PUBLIC HEARING DATE: NA

CONTACT PERSON NAME: Mary L. Wiggins, Chief Human Resources Officer
PHONE NUMBER: (915) 212-1267

Claudia A. Garcia, Director
PHONE NUMBER: (915) 212-0043

DISTRICT(S) AFFECTED: All

SUBJECT:

Discussion and action on the award of solicitation 2025-0510R Stop Loss to Aetna Life Insurance Company for a one (1) year term and an estimated award of \$5,987,728.00.

BACKGROUND / DISCUSSION:

This contract will provide services necessary to assist the City in developing a comprehensive review and plan for stop loss insurance which is self-funded and open to all full-time active employees of the City of El Paso.

COMMUNITY AND STAKEHOLDER OUTREACH:

A pre-proposal meeting was held on August 27, 2025. Two (2) suppliers were in attendance.

SELECTION SUMMARY:

Solicitation was advertised on August 19, 2025 and August 26, 2025. The solicitation was posted on City website on August 19, 2025. There were eleven (11) viewers online, two (2) proposals were received, none from local suppliers. An Inadequate Competition Survey was conducted.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$254,574.00 for the initial term, which represents an increase of 4.44% as a result of a higher number of employees.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

NA

AMOUNT AND SOURCE OF FUNDING:

Amount: \$5,987,728.00

Funding Source: Self Insurance Fund

Account: 209-3500-521370-14045-P1414

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:

Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
Form was provided to the applicant	

2025-0510R Stop Loss

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

Mary Wiggins

Mary L. Wiggins, Chief Human Resources Officer

Claudia A. Garcia

Claudia A. Garcia – Director of Purchasing & Strategic Sourcing

Project Form
Request for Proposals

*****Posting Language Below*****

Please place the following item on the Regular Agenda for the City Council of December 2, 2025.

Award Summary:

Discussion and action on the award of solicitation 2025-0510R Stop Loss to Aetna Life Insurance Company for a one (1) year term and an estimated award of \$5,987,728.00.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$254,574.00 for the initial term, which represents an increase of 4.44% as a result of a higher number of employees.

Department:	Human Resources
Award to:	Aetna Life Insurance Company
City & State:	Hartford, CT
Item(s):	All
Initial Term:	1 Year
Option Term:	NA
Total Contract Time:	1 Year
Annual Estimated Award:	\$5,987,728.00
Initial Term Estimated Award:	\$5,987,728.00
Option Term Estimated Award:	NA
Total Estimated Award	\$5,987,728.00
Account(s)	209-3500-521370-14045-P1414
Funding Source(s):	Self-Insurance Fund
District(s):	All

This was a Request for Proposals Procurement – service contract.

The Purchasing & Strategic Sourcing and Human Resources Departments recommend award as indicated to Aetna Life Insurance Company the highest ranked offeror based on the evaluation factors established in the evaluation criteria for this procurement.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.

Committee Scoresheet			
CITY OF EL PASO RFP SCORESHEET			
PROJECT: 2025-0510R Stop Loss			
Evaluation of Submittal			
	MAX POINTS	Aetna Life Insurance Company Hartford, CT	Amwins Group, Inc dba Stealth Partner Group, LLC Scottsdale, AZ
Factor A - Cost			
Factor A - Cost \$350K Stop Loss Level	35	\$ 7,678,905.00	\$ 6,696,712.00
		30.52	35.00
Factor A - Cost \$400K Stop Loss Level	35	\$ 6,502,622.00	\$ 5,936,424.00
		31.95	35.00
Factor A - Cost \$425K Stop Loss Level	35	\$ 6,027,906.00	\$ 5,494,469.00
		31.90	35.00
Factor B - Experience – Comparable Contracts			
	35	32.01	0.00
Factor C - References			
	10	9.60	0.00
Factor D - Claims Processing			
	20	20.00	16.00
TOTAL SCORE			
Cost \$350K Stop Loss Level	100	92.13	51.00
Rank			
Cost \$400K Stop Loss Level		93.56	51.00
Rank			
Cost \$425K Stop Loss Level		93.51	51.00
Rank		1	2



CITY OF EL PASO
REQUEST FOR PROPOSALS TABULATION FORM



Title: Stop Loss

Solicitation #: 2025-0510R

Bid Opening: September 17, 2025

Department: Human Resources

OFFEROR'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
Aetna Life Insurance Company	Hartford, CT	Yes
Amwins Group, Inc dba Stealth Partner Group, LLC	Scottsdale, AZ	Yes

RFPs SOLICITED: 391 LOCAL RFPs SOLICITED: 141 RFPs RECEIVED: 2 LOCAL RFPs RECEIVED: 0 NO BIDS: 4

Approved: _____/s/
Date: 9/18/2025

2025-0510R Stop Loss

2025-0510R Stop Loss

	<u>Participant Name</u>	<u>City</u>	<u>State</u>
1	Mel B. Enterprises LLC	Hunstville	AL
2	DPC advantage (ASO Plan Advantage)	Truckee	CA
3	HM Insurance Group	Pittsburgh	PA
4	Stealth Partner Group (Worldwide Holdings, Inc.)	Dallas	TX
5	UebelKorp industries	El Paso	TX
6	Zeraus Iluminacion	El Paso	TX
7	WOFFORD TRUCK PARTS (TE EL PASO,LLC)	EL PASO	TX
8	Madrigal Holdings LLC	El Paso	TX
9	SA Benefit Services (Afore Insurance Services, LLC)	Helotes	TX
10	Aetna, Inc.	Houston	TX
11	Richmond Equipment (Jamie Crandall Equipment Corp.)	Richmond	TX

Inadequate Competition Survey

2025-0510R Stop Loss

Number of views

Sample Size Scale

Sample Size Selected

11	
17 or less - Contact	4
18 to 23 - Contact	5
24 to 27 - Contact	6
28 or More - Contact	25%
4	

Survey Questions:

Please indicate, why you did not respond to our solicitation?	Number of Responses	Pct
Did not receive the Bid Notification (Confirm address on file)	1	25%
Did not have time to respond		0%
Could not provide competitive pricing		0%
Could not meet the submission deadline		0%
Not interested		0%
Does not have equipment		0%
Out of business		0%
No response	3	75%
Total	4	100%
Please provide feedback to our Specification	Number of Responses	Pct
Specifications were good or adequate		0%
Specifications were not clear		0%
Could not meet specifications		0%
Specifications were limited or closed		0%
Did not receive/no opinion		0%
Just needed more time to review.		0%
Did not receive bid notification.	4	100%
Total	4	100%