

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

AGENDA DATE: December 3, 2024

PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON(S) NAME AND PHONE NUMBER:

Mary L. Wiggins, Chief Human Resources Officer, (915) 212-1267

K. Nicole Cote, Managing Director (915) 212-1092

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: 6 – Set the Standard for Sound Governance and Fiscal Management

SUBGOAL: 6.2 - Implement employee benefits and services that promote financial security

SUBJECT:

Discussion and action on the award of solicitation 2024-0648R Stop Loss Insurance to Aetna Life Insurance Company for a one (1) year term and an estimated award of \$5,733,154.00. 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.

BACKGROUND / DISCUSSION:

Aetna Life Insurance Company was one of three respondents to City's Request for Proposals for stop loss insurance. The components of the solicitation are outlined as follows:

1. The City purchases Stop Loss Insurance for its self-funded group medical to protect the plans from catastrophic losses.
2. All participants enrolled as of December 31, 2024 are to receive immediate coverage under the new plan. The City's enrollment records are to be the basis for "take-over."
3. Coverage for employees becomes effective on the 1st day of the month following the employment date, and terminates at the end of the month in which the employer notifies the insurance provider. Retirees are covered by the stop loss policy.
4. The policy must cover both medical and pharmacy claims.
5. The quote is to be based upon the City of El Paso employee census provided with the RFP for a January 1, 2025 effective date.

SELECTION SUMMARY:

Solicitation was advertised on August 13, 2024 and August 20, 2024. The solicitation was posted on City website on August 8, 2024. There were a total of eleven (11) viewers online; Three (3) proposals were received; None (0) from local suppliers.

CONTRACT VARIANCE:

Not Applicable

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

Not Applicable

AMOUNT AND SOURCE OF FUNDING:

Amount: \$5,733,154.00

Funding Source: Self Insurance Fund

Account: 209-3500-521370-14045-P1414

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? ___ YES ___ NO

PRIMARY DEPARTMENT: Human Resources

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

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

DEPARTMENT HEAD:

Mary Wiggins

Mary L. Wiggins, Chief Human Resources Officer

Project Form
Request for Proposals

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

Please place the following item on the Consent Agenda for the City Council Meeting of December 3, 2024.

Strategic Goal 6 - Set the Standard for Sound Governance & Fiscal Management

The linkage to the Strategic Plan is subsection: 6.2 - Implement employee benefits and services that promote financial security

Award Summary:

Discussion and action on the award of solicitation 2024-0648R Stop Loss Insurance to Aetna Life Insurance Company for a one (1) year term and an estimated award of \$5,733,154.00. 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.

Contract Variance:

Not applicable, new contract

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:	\$5,733,154.00
Initial Term Estimated Award:	\$5,733,154.00
Option Term Estimated Award:	NA
Total Estimated Award:	\$5,733,154.00
Account(s):	209- 3500 - 521370 - 14045 - P1414
Funding Source(s):	Self-Insurance Fund
District(s):	All

This was a Request for Proposal, service contract.

The Purchasing & Strategic Sourcing Department and the Human Resources Department 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.

CITY OF EL PASO RFP SCORESHEET

PROJECT: 2024-0648R Stop Loss Insurance

Evaluation of Submittal

	MAX POINTS	Aetna Life Insurance Company Hartford, CT	Sun Life Assurance Company of Canada Toronto, Canada	Amwins Group, Inc. dba Stealth Partner Group, LLC Scottsdale, AZ
Factor A - Financial Stability	15	14.00	15.00	5.00
Factor B - Cost	30	30.00	26.06	22.02
Proposed Cost		\$5,733,154.00	\$6,599,608.00	\$7,811,104.00
Factor C - Claims Processing	15	15.00	13.00	10.00
Factor D - Contract Provisions	25	25.00	23.00	20.00
Factor E – Experience - Comparable Contracts	10	9.05	6.32	0.00
Factor F - References	5	5.00	3.34	0.00
TOTAL SCORE	100	98.05	86.72	57.02
		1	2	3



**CITY OF EL PASO
REQUEST FOR PROPOSALS TABULATION FORM**



Bid Opening Date: September 18, 2024

Solicitation #: 2024-0648R

Project Name: Stop Loss Insurance

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
Sun Life Assurance Company of Canada	Toronto, CA	YES
RFPs SOLICITED: 974 LOCAL RFPs SOLICITED: 314 RFPs RECEIVED: 3 LOCAL RFPs RECEIVED: 0 NO BIDS: 3		

Approved: ___/s/_____
Date: ___9/19/2024_____

Viewer's List 2024-0648R Stop Loss Insurance

<u>No.</u>	<u>Participant Name</u>	<u>Response Date</u>	<u>Response Status</u>	<u>City</u>	<u>State</u>
1	Stealth Partner Group (Worldwide Holdings, Inc.)	09/17/2024	Submitted	Dallas	TX
2	Sun Life Financial	09/13/2024	Submitted	Wellesley	MA
3	Aetna, Inc.	09/13/2024	Submitted	Houston	TX
4	Paso-Tex Industries LLC	09/03/2024	No Bid	El Paso	TX
5	QANNEX CORP	08/15/2024	No Bid	EL PASO	TX
6	Textbook Warehouse (Textbook Warehouse, LLC) OLIVARES ELECTRIC OF EL PASO, LLC	08/14/2024	No Bid	Alpharetta	GA
7	PASO, LLC	08/13/2024	No Bid	El Pso	TX
8	Crisis Prevention Institute, Inc.	08/13/2024	No Bid	Milwaukee	WI
9	Dis4Dharma, LLC		Viewed	El Paso	TX
10	Texas State Insurance Agency LLC		Viewed	El Paso	TX
11	Ximalli Security Solutions		Viewed	El Paso	TX