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Medical & Ancillary Coverage RFP Awards

Mary Wiggins



Strategic Goal 6

- Set the Standard for Sound Governance and Fiscal Management
- 6.2 Implement employee benefits and services that promote financial security.
- 6.6 Ensure continued financial stability and accountability through sound financial management, budgeting and reporting.

Medical & Ancillary Coverage RFP

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Discussion and action on the award of Solicitation No. 2024-0233R Health Insurance Benefits

Administrators to the following suppliers:

1) Aetna Dental Inc. - Aetna Life Insurance Company,
2) Colonial Life & Accident Insurance Company, 3) Dearborn Life Insurance Company - Blue
Cross Blue Shield of TX, 4) Deer Oaks EAP Services, LLC, 5) Health Care Service Corporation,
a Mutual Legal Reserve Company dba Blue Cross Blue Shield of TX, 6) Metropolitan Life
Insurance Company - Safeguard Health Plans, Inc., 7) WEX Health, Inc., for an initial term of
three (3) years for an estimated amount of \$234,383,214.00. The award also includes a two (2),
two (2) year option for an estimated amount of \$312,510,952.00. The total amount of the contract,
including the initial term plus the option for a total of seven (7) years, is for an estimated amount
of \$546,894,166.00.

2024-0233R Benefits Administrators

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- This is a replacement contract for Health Insurance Benefits Administrators. There were thirty-six (36) views online, twenty-three (23) proposals were received, none coming from local suppliers. No protest has been received for this requirement.
- The City of El Paso combined Solicitation No. 2024-0233R to afford vendors the opportunity of submitting bundled or unbundled services. Thereby, the City expected more competitive pricing and streamlined solutions to benefit options and benefit administration.
- These contracts would go into effect December 15, 2024.

Aetna Dental Inc. - Aetna Life Insurance Co

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Item(s) for award consideration:

- Administrative Services Only (ASO) Medical,
- Pharmacy,
- Under 65 (U65)Medical,
- Medicare Advantage,
- Health Spending Account (HSA),
- Fully Insured Dental PPO,
- Administrative Services Only (ASO) Dental, and
- Administrative Services Only (ASO) Vision

AETNA Award Amounts

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Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$ 76,365,548.33
Initial Term Estimated Award:	\$229,096,645.00
Option Term Estimated Award:	\$305,462,193.33
Total Estimated Award:	\$534,558,838.33

Deer Oaks EAP Services, LLC

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Employee Assistance Services (EAP) :

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$ 69,495.00
Initial Term Estimated Award:	\$208,485.00
Option Term Estimated Award:	\$277,980.00
Total Estimated Award:	\$486,465.00

Colonial Life & Accident Insurance Co

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Disability Insurance:

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$141,212.67
Initial Term Estimated Award:	\$423,638.00
Option Term Estimated Award:	\$564,850.67
Total Estimated Award:	\$988,488.67

Dearborn Life Insurance Company – Blue Cross Blue Shield of TX

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Basic Life Insurance, Supplemental Life Insurance, and Fully Insured Vision:

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$1,421,769.67
Initial Term Estimated Award:	\$4,265,309.00
Option Term Estimated Award:	\$5,687,078.67
Total Estimated Award:	\$9,952,387.67

Metropolitan Life Insurance Company – Safeguard Health Plans, Inc.

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Fully Insured Dental HMO:

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$122,940.33
Initial Term Estimated Award:	\$368,821.00
Option Term Estimated Award:	\$491,761.33
Total Estimated Award:	\$860,582.33

WEX Health, Inc.

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Flexible Spending Account (FSA):

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$ 772.00
Initial Term Estimated Award:	\$2,316.00
Option Term Estimated Award:	\$3,088.00
Total Estimated Award:	\$5,404.00

Health Care Service Corporation, a Mutual Legal Reserve Company dba Blue Cross Blue Shield of TX

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COBRA Administration:

Initial Term:	3 Years
Option Terms:	2 – 2 Years
Total Contract Time:	7 Years
Annual Estimated Award:	\$ 6,000.00
Initial Term Estimated Award:	\$18,000.00
Option Term Estimated Award:	\$24,000.00
Total Estimated Award:	\$42,000.00

TOTAL RFP Award

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Total Annual Estimated Award: \$ 78,127,738.00

Total Initial Term Estimated Award: \$234,383,214.00

Total Option Term Estimated Award: \$312,510,952.00

Total Estimated Award: \$546,894,166.00

Final Award

We are recommending the above vendors be awarded for
RFP **2024-0233R**.

Questions?



Mission

Deliver exceptional services to support a high quality of life and place for our community



Vision

Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government



Values

Integrity, Respect, Excellence, Accountability, People



Misión

Brindar servicios excepcionales para respaldar una vida y un lugar de alta calidad para nuestra comunidad



Visión

Desarrollar una economía regional vibrante, vecindarios seguros y hermosos y oportunidades recreativas, culturales y educativas excepcionales impulsadas por un gobierno de alto desempeño



Valores

Integridad, Respeto, Excelencia, Responsabilidad, Personas