



Open Session Item

SUBJECT: Contract Award (PUR-1348) – Stop Loss Insurance Coverage

PRESENTATION DATE: May 23, 2017

PRESENTATION BY: Karen Luther, CPPO – Director of Purchasing, Debra I Peyton, SHRM-CP, PHR, Benefits Manager, and a representative from the County’s consultant, CBIZ Benefits & Insurance Services, Inc.

RECOMMENDED MOTION: Motion to award a contract for Stop Loss Insurance to the responsive, responsible proposer, **Sun Life Financial** of Wellesley Hills, MA who submitted the lowest price with no special terms for high claimants for a total annual premium of **\$573,663.00** with specific stop loss @ \$175,000 per claimant.

REPORT-IN-BRIEF: The Request for Quote (RFQ) was advertised on the State’s “eMaryland Marketplace” web site, on the County’s web site, and in the local newspaper. Direct notice of the solicitation was e-mailed to nine (9) potential providers of the insurance.

Quotations were received before the deadline on May 5, 2017 from four (4) companies that are providers of Stop Loss Insurance. Two (2) were received after the deadline and were not considered. The pricing in the quote from Sun Life Financial is only firm until May 26, 2017.

DISCUSSION: N/A

FISCAL IMPACT: The amount budgeted for health insurances and stop loss insurance coverage in FY 2018 is \$15,146,250 based on a 1.74% increase to the FY 2017 Approved Budget amount of \$14,887,760.

CONCURRENCES: As recommended with the concurrence of the Director of Health and Human Services, County Benefits Coordinator

ALTERNATIVES: N/A

ATTACHMENTS: The attached Summary will be reviewed and discussed by the County’s consultant at the meeting.

AUDIO/VISUAL NEEDS: N/A