

ITEMS REQUIRING BOCC APPROVAL

October 14, 2021

(10 Items)

1. EMPLOYEE ANCILLARY BENEFITS - DENTAL -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0048 Contract

	Blue Cross and Blue Shield of Kansas	Core V Solutions, Inc. dba Careington Benefit Solutions	Delta Dental of Kansas, Inc.	Metropolitan Life Insurance Company dba MetLife	TruAssurance Insurance Company
Cost Sharing					
Ded (single/family)	\$0.00	Copay Plan	\$0.00	\$0.00	\$0.00
Max Benefits/year	\$1,000.00		\$1,000.00	\$1,000.00	\$1,000.00
Ortho Max (per person)	\$1,500.00		\$1,500.00	\$1,500.00	\$1,500.00
In-Network Benefits					
I - Diagnostic & Preventive (Plan Pays)	100%	Copay Plan	100%	100%	100%
Frequency of Exams/Cleanings	Did Not Provide		2/contract year	2/calendar year	3/plan year
II - Basic (Plan Pays)	80%		50%/80%	80%	80%
III - Major (Plan Pays)	50%		50%	50%	50%
IV - Ortho (Plan Pays)	50%		50%	50%	50%
Periodontics	Did Not Provide		50%/80%	80%	80%
Endodontics	Did Not Provide		50%/80%	80%	80%
Enrollment & Cost					
Self Funded Costs (PEPM Fixed Costs)	2.75	Not Self-Funded	2.95	4.02	3.35
No Bids	Avesis, Inc.	AxisPlus Benefits	Charlesworth Consulting LLC	Cooper Malone McClain, Inc.	Ehlers, Inc.
	EMPAC	Gallagher Benefits	Hays Companies of Kansas	Hub International Insurance Service	Kansas Health Insurance Cooperative
	MGT of America	Providers Care Network	Securian Financial Services, Inc.	Sun Life	The Hartford
	Tim Nuckolls Agencies	United Healthcare Services, Inc.	UMB Bank, N.A.	VSP Vision Care	WIBA Insurance

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Randy Bargdill moved to **accept the proposal from Delta Dental of Kansas, Inc. at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Russell Leeds seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, Delta Dental of Kansas was chosen for award.

Dental insurance is offered to eligible employees for preventive and diagnostic dental work. The plan covers 80% of basic work and 50% of major work and orthodontics. Members must have one (1) cleaning per year to remain at the 80% basic level of coverage. The current vendor is Delta Dental and the committee recommends continuing services with this vendor for services and level pricing.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

2. EMPLOYEE ANCILLARY BENEFITS - FSA ADMINISTRATION -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0050 Contract

	American Fidelity Assurance Company	Application Software, Inc. dba ASIFlex	AxisPlus Benefits	Family Health America, LC dba EMPOWER	Flexible Benefit Administrators, Inc.	HealthEquity, Inc.
Fees						
Initial One-Time Setup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Annual Renewal Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Fee	\$0.00	\$2.25 ppm	\$2.25 ppm	\$3.72 ppm	\$2.30 ppm	\$3.30 ppm
Minimum/Mo	N/A	N/A	N/A	N/A	N/A	N/A
Services						
Discrimination Testing	25% key employee test and the 55% average benefits test at no additional cost	Upon Request	Upon Request	Complimentary Each Year	Included	One Round Standard Testing per Plan Year Included (Additional Rounds \$600.00 per test)
Plan Document	Included	Included	Included	Included	Included	Included
Direct Deposit	Included	Included	Included	Included	Included	Included
Debit Card	Included	Included	Included	Included	Included	Included
Enrollment Communication	Electronic Available	Electronic Available	Electronic Available	Electronic Available	Electronic Available	Electronic Available
Employer Website	Included	Included	Included	Included	Included	Included
Employee Website	Included	Included	Included	Included	Included	Included
Mobile App	Included	Included	Included	Included	Included	Included
Customer Service	M-F 7am-7pm	M-F 7am-7pm, Sat 9am-1pm	M-F 9am-5pm	M-F 8am-5pm	M-F 8:30am-5pm	24/7/365
	Interflex Payments, LLC dba AmeriFlex	MetLife Consumer Services, Inc. dba MetLife	National Insurance Marketing Brokers, LLC dba AmeriLife Benefits	NueSynergy, Inc.	Omnify dba Union Bank and Trust Company (NEED)	P & A Administrative Services, Inc.
Fees						
Initial One-Time Setup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Annual Renewal Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Fee	\$3.25 ppm	\$3.64 ppm	\$4.00 ppm	\$3.25 ppm	\$4.00 ppm	\$3.10 ppm
Minimum/Mo	\$75.00	N/A	\$50.00	N/A	-	N/A
Services						
Discrimination Testing	Free Self-Service Tool	\$150.00 initial test, \$50.00 for any data updates and retest	Upon Request	Included	\$250.00 annual compliance testing	Included
Plan Document	Included	N/A	\$500.00	Included	\$250.00	Included
Direct Deposit	Included	Included	Included	Included	Included	Included
Debit Card	Included	Included	Included	Included	Included	Included
Enrollment Communication	Electronic Available	Electronic Available	Electronic Available	Full Service	-	Electronic Available
Employer Website	Included	Included	Included	Included	Included	Included
Employee Website	Included	Included	Included	Included	Included	Included
Mobile App	Included	Included	Included	Included	Included	Included
Customer Service	M-F 8am-5pm	M-F 7am-7pm	M-F 8am-5pm	M-F 8am-7pm	M-F 8am-5pm	M-F 7:30am-9pm

	Surency Life & Health Insurance Company dba Surency		Total Administrative Services Corporation	United HealthCare Services, Inc. dba United HealthCare	WEX Health, Inc.	
Fees						
Initial One-Time Setup	\$0.00		\$0.00	\$1,765.00	\$0.00	
Annual Renewal Fee	\$0.00		\$0.00	\$0.00	\$1,200.00	
Monthly Fee	\$2.75 ppm		\$2.20 ppm	\$3.25 ppm	\$2.35 ppm	
Minimum/Mo	\$50.00		N/A	\$100.00	\$0.50	
Services						
Discrimination Testing	Upon Request at Additional Cost		Included	\$500.00 per testing occurrence	Included	
Plan Document	Included		Included	N/A	Templates	
Direct Deposit	Included		Included	Included	Included	
Debit Card	Included		Included	Included	Included	
Enrollment Communication	Electronic Available		Electronic Available	Electronic Available	Electronic Available	
Employer Website	Included		Included	Included	Included	
Employee Website	Included		Included	Included	Included	
Mobile App	Included		Included	Included	Included	
Customer Service	N/A		M - F, 7:00 am-7:00 pm	M - F, 7:00 am-7:00 pm	M - F, 7:00 am-7:00 pm	
No Bids	Blue Cross & Blue Shield of Kansas	Charlesworth Consulting, LLC	EMPAC	Gallagher Benefits	Genesis Underwriting Management	Hays Companies of Kansas
	Hub International Insurance Service	Humana	Kansas Health Insurance Cooperative	Krueger Insurance Management, Inc.	MGT of America	Providers Care Network
	Standard	Sun Life	The Hartford	Tim Nuckolls Agencies	VSP Vision Care	WIBA Insurance

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Jared Schechter moved to **accept the proposal from Surency Life & Health Insurance Company dba Surency at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Margaret Flanders seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorie Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, Surency was chosen for award.

Sedgwick County offers health options for spending via flexible spending accounts. These type of accounts may be used for the base and premier tiers of health insurance and are accessible for employees to "pay back" FSA accounts throughout the year. Our current vendor is Surency and the committee recommends continuing with the current vendor for pricing and service.

Notes:
This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

3. EMPLOYEE ANCILLARY BENEFITS - LIFE INSURANCE -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0051 Contract

Existing Life Benefit	Advance Insurance Company of Kansas (BCBS KS)	Standard Insurance Company dba The Standard		United HealthCare Insurance Company dba United HealthCare
Primary Benefits				
Class 1: \$17,000 or Less	\$10,000.00	\$10,000.00		\$10,000.00
Class 2: \$17,001 - \$23,000	\$15,000.00	\$15,000.00		\$15,000.00
Class 3: \$23,001 - \$36,000	\$25,000.00	\$25,000.00		\$25,000.00
Class 4: \$36,001 - \$45,000	\$35,000.00	\$35,000.00		\$35,000.00
Class 5: \$45,000 and greater	\$50,000.00	\$50,000.00		\$50,000.00
AD&D	Equals Life Benefit	Equals Life Benefit		Equals Life Benefit
Voluntary Life				
Guaranteed Issue (ee/sp/ch)	\$50K \$10K \$10K	\$50,000.00		\$150K \$25K \$10K
Employee	Up to \$150K including Basic Life Amount	\$10K increments to 8x salary to \$500K cap		\$10K increments to 5x salary to \$150K cap
Spouse	\$5,000.00 or \$10,000.00	\$5,000.00 or \$10,000.00		\$5,000 increments, not to exceed 50% of EE
Child(ren)	\$5,000.00 or \$10,000.00	\$5,000.00 or \$10,000.00		\$5,000 increments to a maximum of \$10,000, not to exceed 50% of EE
AD&D	Equals Life Benefit	Not Covered		Equals Life Benefit
Volume & Cost per \$1,000.00				
Basic Life \$95,472,500.00	Varies by Face Amount	\$0.28		\$0.15
Basic AD&D \$95,472,500.00	Varies by Face Amount	\$0.04		\$0.02
Spouse	\$0.82, \$0.65, \$1.65 or \$1.00	-		-
Child(ren)		-		-
Vol. Life	Varies by Face Amount	-		Same Rates as VL prop.
Alternate Life Benefit	Advance Insurance Company of Kansas (BCBS KS)	Metropolitan Life Insurance Company dba MetLife	Minnesota Life Insurance Company dba Securian Financial	Standard Insurance Company dba The Standard
Primary Benefits				
Class 1: All Eligible	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Spouse	\$5,000.00 or \$10,000.00	\$0.00	\$0.00	\$0.00
Child(ren)	\$5,000.00 or \$10,000.00	\$0.00	\$0.00	\$0.00
AD&D	Equals Life Benefit	Equals Life Benefit	Equals Life Benefit	Equals Life Benefit
Additional Provisions				
Guaranteed Issue (ee/sp/ch)	\$50K \$10K \$10K	\$50,000.00	\$50,000.00	\$50,000.00
Benefits Reduce To:	65% at 70: 45% at 75: 30% at 80: 15% at 85	65% at 70: 45% at 75: 30% at 80	65% at 70, 45% at 75, 30% at 80, 15% at 85	65% at 70: 50% at 75
Volume & Cost per \$1,000.00				
Life \$124,160,000.00	\$0.10	\$0.09	\$0.162	\$0.125
AD&D \$124,160,000.00	\$0.02	\$0.02	\$0.02	\$0.04
Spouse	Per Family \$1.30, 1.65, or \$3.30	-	Per Family \$1.30, 1.65, or \$3.30	-
Child		-		-

Alternate Life Benefit	Advance Insurance Company of Kansas (BCBS KS)	Metropolitan Life Insurance Company dba MetLife	Minnesota Life Insurance Company dba Securian Financial	Standard Insurance Company dba The Standard	United HealthCare Insurance Company dba United HealthCare
Primary Benefits					
Employee	\$1K increments to 5x salary from \$500K, minimum \$10K	\$10K increments to 5x salary to \$500K cap	\$10K increments to 8x salary to \$500K cap	\$10K increments to 5x salary to \$500K cap	\$10K increments to 5x salary to \$150K cap
Spouse	-	\$5,000.00 increments to a maximum of \$100,000.00, not to exceed 50% of EE	\$5,000.00 or \$10,000.00	\$5,000.00 increments to a maximum of \$250,000.00, not to exceed 50% of EE	\$5,000 increments to a maximum of \$25,000, not to exceed 50% of EE
Child(ren)	\$5,000.00 or \$10,000.00	\$10,000.00 (child age 15 days to 6 months \$1,000.00)	\$5,000.00 or \$10,000.00	\$2,000.00 increments to a maximum of \$10,000.00, not to exceed 50% of EE	\$5,000 increments to a maximum of \$10,000, not to exceed 50% of EE
AD&D	Equals Life Benefit	Equals Life Benefit	Not Covered	Equals Life Benefit	-
Additional Provisions					
Guaranteed Issue (ee/sp/ch)	\$250K \$100K \$10K	\$150K \$25K \$10K	\$150K \$10K \$10K	\$150K \$25K \$10K	\$150K \$25K \$10K
Benefits Reduce To:	65% at 70, spouse coverage terminates at 70	No Age Reduction	65% at 70, 45% at 75, 30% at 80, 15% at 85	65% at 70, 50% at 75	50% at 70
Volume & Cost per \$1,000.00					
<24	\$0.07	\$0.06	\$0.03	\$0.05	\$0.059
25-29	\$0.07	\$0.06	\$0.04	\$0.06	\$0.071
30-34 \$20,880,000.00	\$0.07	\$0.08	\$0.05	\$0.08	\$0.095
35-39 \$20,885,000.00	\$0.12	\$0.09	\$0.05	\$0.09	\$1.07
40-44 \$23,095,000.00	\$0.19	\$0.12	\$0.06	\$0.10	\$0.119
45-49 \$26,025,000.00	\$0.30	\$0.179	\$0.09	\$0.15	\$0.178
50-54 \$24,920,000.00	\$0.48	\$0.287	\$0.14	\$0.23	\$0.274
55-59 \$21,145,000.00	\$0.83	\$0.441	\$0.26	\$0.43	\$0.512
60-64 \$18,290,000.00	\$1.20	\$0.66	\$0.40	\$0.66	\$0.785
65-69 \$13,130,000.00	\$2.00	\$1.27	\$0.77	\$1.27	\$1.511
70-74 \$5,955,000.00	\$3.78	\$2.06	\$1.26	\$2.06	\$2.451
75-79 \$924,250.00	\$5.90	\$2.06	\$1.26	\$2.06	\$2.451
80-84	\$9.30	\$2.06	\$1.26	\$2.06	\$2.451
85-89	\$13.96	\$2.06	\$1.26	\$2.06	\$2.451
AD&D	\$0.02	\$0.022	\$0.02	\$0.025	\$2.451
Spouse	Same as EE	Same as EE	Same as EE	Same as EE	Same as EE
Child	\$1.15 or \$2.30	\$0.18	-	\$0.20	\$0.025
No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas, Inc.	EMPAC	Gallagher Benefits
	Hays Companies of Kansas	Hub International Insurance Service	Humana	Zachary Insurance	MGT of America
	Providers Care Network	Sun Life	UMB Bank, N.A.	VSP Vision Care	WIBA Insurance
	Kansas Health Insurance Cooperative				

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Margaret Flanders moved to **accept the proposal from Advance Insurance Company of Kansas (BCBS KS) at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Randy Bargdill seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, Advance Insurance Company of Kansas (BCBS KS) was chosen for award.

Services for this contract will include Life, AD&D, and dependent insurances. Sedgwick County covers the base cost of life insurance and AD&D for each employee based on their annual salary. Employees can chose to opt for higher coverage and pay the difference, reduced amount of coverage, or no coverage and receive credit. In addition, employees can elect to participate in dependent coverage, for which they are responsible for the entire cost. The current vendor is Advance Insurance and the committee recommends continuing services with this vendor.

Notes:
This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

Questions and Answers

Russell Leeds: There's a lot of information on these tables and I know they spent a lot of time going through these as a committee. I don't have a specific question and I'm just trying to digest a lot of numbers trying to get to what the bottom line is. Could you give a very brief explanation of how this is the best value option based on the complexity of these numbers?

Sheena Schmutz: We are looking at the estimated both monthly and annual rates for those employees. For our current cost it is around \$63,000.00 per year and those rates would remain the same for employees. What we would pay for employees is based on their annual salary.

Russell Leeds: So the cost for the county on behalf of the employees remains flat from what it was previously?

Sheena Schmutz: Yes.

Russell Leeds: The other vendors don't provide any benefit beyond. This is the best value for the employees?

Sheena Schmutz: Yes. I will say the committee this year looked at different options for life insurance and we all agreed to stay with the current setup we have due to the cost of changing over to a different tier.

Russell Leeds: There's an initial cost associated with change?

Sheena Schmutz: Yes.

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

4. EMPLOYEE ANCILLARY BENEFITS - VISION -- HUMAN RESOURCES
FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0052 Contract

		VSP	Avesis Third Party Administrators, Inc. dba Avesis	EyeMed Vision Care, LLC	Humana dba Humana Insurance Company
Cost Sharing					
Network		VSP	Avesis	EyeMed	EyeMed
Exam Copay		\$10.00	\$10.00	\$10.00	\$10.00
Exam Frequency		12 months	12 months	12 months	12 months
Materials Copay		\$0.00	\$0.00	\$0.00	\$0.00
Lens Frequency		12 months	12 months	12 months	12 months
Frame Frequency		24 months	24 months	24 months	24 months
Contacts Frequency		12 months	12 months	12 months	12 months
In-Network Benefits					
Medically Necessary Contact Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Elective (Cosmetic) Contact Lenses		Up to \$160.00	Up to \$160.00	Up to \$160.00	Up to \$160.00
Contact Lens Fitting		\$40.00	\$25.00 Standard / \$50.00 Custom	\$40.00	Did Not Provide
Standard Frames		Up to \$180.00	Up to \$180.00	Up to \$180.00	Up to \$180.00
Single Vision Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Bifocal Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Trifocal Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Enrollment & Cost					
Single	711	\$7.72	\$6.98	\$8.74	\$10.58
Two-Person	488	\$15.44	\$14.96	\$17.48	\$21.15
Family	805	\$24.86	\$23.90	\$25.36	\$34.06
		Metropolitan Life Insurance Company dba MetLife	Surency Life & Health Insurance Company dba Surency	Standard Insurance Company dba The Standard	United HealthCare Services, Inc. dba United HealthCare
Cost Sharing					
Network		Superior	EyeMed	VSP	UHC
Exam Copay		\$10.00	\$10.00	\$10.00	\$10.00
Exam Frequency		12 months	12 months	12 months	12 months
Materials Copay		\$0.00	\$0.00	\$0.00	\$0.00
Lens Frequency		12 months	12 months	12 months	12 months
Frame Frequency		24 months	24 months	24 months	24 months
Contacts Frequency		12 months	12 months	12 months	12 months
In-Network Benefits					
Medically Necessary Contact Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Elective (Cosmetic) Contact Lenses		Up to \$160.00	Up to \$160.00	Up to \$160.00	Up to \$175.00
Contact Lens Fitting		\$25.00	\$25.00 Standard / 10% off Retail Custom	\$60.00	\$40.00
Standard Frames		Up to \$180.00	Up to \$180.00	Up to \$180.00	Up to \$200.00
Single Vision Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Bifocal Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Trifocal Lenses		Covered in Full	Covered in Full	Covered in Full	Covered in Full
Enrollment & Cost					
Single	711	\$8.35	\$8.05	\$9.19	\$9.75
Two-Person	488	\$16.23	\$16.09	\$18.38	\$19.49
Family	805	\$28.58	\$25.91	\$29.73	\$31.38

No Bids	AxisPlus Benefits	Blue Cross & Blue Shield of Kansas	Charlesworth Consulting, LLC	EMPAC
	Gallagher Benefits	Hays Companies of Kansas	Hub International Insurance Service	Kansas Health Insurance Cooperative
	Krueger Insurance Management, Inc.	MGT of America	Providers Care Network	Securian Financial Services, Inc.
	Sun Life	The Hartford	Tim Nuckolls Agencies	WIBA Insurance

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Randy Bargdill moved to **accept the proposal from VSP at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Russell Leeds seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, VSP was chosen for award.

Vision services are offered as a benefit to eligible employees. This is a completely elective benefit option that the employee covers the cost for coverage. The current vendor is VSP and the committee recommends continuing services with this vendor as the rates and services remain the same.

Notes:
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Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

Questions and Answers

Randy Bargdill: Why VSP? It appears across the top that Avesis, EyeMed, and Humana are all about the same price. In contact lens fitting it's even a little higher.

Sheena Schmutz: The committee looked at all of those and with Vision, they were very comparable. We've had good service with VSP. Our employees have had good service with VSP as well. Looking at Avesis on the contact lens fitting, it can range between \$25.00 up to \$50.00. So we all agreed the \$40.00 with the rates remaining the same was a good fit.

Randy Bargdill: We've worked with them and we're happy with them?

Sheena Schmutz: Yes.

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

5. EMPLOYEE ANCILLARY BENEFITS -WORKSITE BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0053 Contract

ACCIDENT	Aetna Life Insurance Company		American Fidelity Assurance Company		Metropolitan Life Insurance Company dba MetLife	
	Plan 2	Plan 3	Enhanced	Enhanced Plus	Low Plan	High Plan
24 Hour Coverage (Yes or No)	Yes	Yes	Yes	Yes	Yes	Yes
Guarantee Issue	Yes	Yes	Yes	Yes	Yes	Yes
Health Screening Benefit	\$75.00	\$75.00	\$75.00	\$75.00	\$0.00	\$0.00
PLAN BENEFITS						
Initial Care						
Accidental Death						
Employee	\$50,000.00	\$100,000.00	\$30,000.00	\$60,000.00	\$25,000.00	\$50,000.00
Spouse	\$50,000.00	\$10,000.00	\$30,000.00	\$60,000.00	\$12,500.00	\$25,000.00
Children	\$25,000.00	\$50,000.00	\$15,000.00	\$30,000.00	\$5,000.00	\$10,000.00
Accidental Death, Common Carrier						
Employee	\$150,000.00	\$200,000.00	\$100,000.00	\$200,000.00	\$75,000.00	\$150,000.00
Spouse	\$150,000.00	\$200,000.00	\$100,000.00	\$200,000.00	\$37,500.00	\$75,000.00
Children	\$50,000.00	\$100,000.00	\$50,000.00	\$100,000.00	\$15,000.00	\$30,000.00
Paralysis						
Paraplegia	\$6,250.00	\$10,000.00	\$5,000.00	\$5,000.00	\$10,000.00	\$20,000.00
Quadriplegia	\$12,500.00	\$20,000.00	\$10,000.00	\$10,000.00	\$20,000.00	\$40,000.00
Air Ambulance	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,000.00	\$1,250.00
Ground Ambulance	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$400.00
Hospital Admission	\$1,000.00	\$1,500.00	\$1,000.00	\$1,500.00	\$1,000.00	\$1,500.00
Hospital Confinement	\$250.00	\$300.00	\$200.00	\$300.00	\$200.00	\$300.00
Hospital ICU Admission	\$2,000.00	\$3,000.00	\$1,000.00	\$1,500.00	\$1,000.00	\$1,500.00
Hospital ICU Confinement	\$400.00	\$600.00	\$600.00	\$900.00	\$400.00	\$600.00
Knee Cartilage - Torn	Surgical Repair - \$750.00	Surgical Repair - \$1,000.00	Surgical Repair - \$500.00	Surgical Repair - \$500.00	Surgical Repair - \$500.00	Surgical Repair - \$750.00
MONTHLY RATES						
Employee Only	\$11.14	\$16.87	\$26.10	\$33.40	\$9.65	\$13.94
Employee & Spouse	\$20.20	\$30.31	\$34.90	\$41.90	\$19.05	\$27.42
Employee & Child(ren)	\$21.36	\$33.04	\$41.00	\$51.30	\$23.00	\$32.96
Family	\$30.29	\$46.15	\$49.80	\$59.90	\$27.11	\$38.89

ACCIDENT	Securian Life Insurance Company dba Securian Financial		Standard Insurance Company dba The Standard	United HealthCare Insurance Company dba United HealthCare		
	Low Plan	High Plan	Enhanced	Option A	Option B	Option C
24 Hour Coverage (Yes or No)	Yes	Yes	Yes	Yes	Yes	Yes
Guarantee Issue	Yes	Yes	Yes	Yes	Yes	Yes
Health Screening Benefit	Included in premium reduction	Included in premium reduction	\$0.00	\$0.00	\$0.00	\$0.00
PLAN BENEFITS						
Initial Care						
Accidental Death						
Employee	\$20,000.00	\$40,000.00	\$50,000.00	\$20,000.00	\$30,000.00	\$50,000.00
Spouse	\$20,000.00	\$40,000.00	\$25,000.00	\$20,000.00	\$30,000.00	\$50,000.00
Children	\$10,000.00	\$20,000.00	\$12,500.00	\$10,000.00	\$15,000.00	\$25,000.00
Accidental Death, Common Carrier						
Employee	\$60,000.00	\$120,000.00	\$50,000.00	\$80,000.00	\$120,000.00	\$200,000.00
Spouse	\$60,000.00	\$120,000.00	\$25,000.00	\$80,000.00	\$120,000.00	\$200,000.00
Children	\$30,000.00	\$60,000.00	\$12,500.00	\$40,000.00	\$60,000.00	\$100,000.00
Paralysis						
Paraplegia	\$3,750.00	\$6,250.00	30% of Accidental Death	\$5,000.00	\$7,500.00	\$10,000.00
Quadriplegia	\$7,500.00	\$12,500.00	50% of Accidental Death	\$10,000.00	\$15,000.00	\$20,000.00
Air Ambulance	\$800.00	\$1,500.00	\$800.00	\$1,200.00	\$1,800.00	\$2,400.00
Ground Ambulance	\$120.00	\$200.00	\$300.00	\$200.00	\$300.00	\$400.00
Hospital Admission	\$500.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,200.00	\$1,500.00
Hospital Confinement	\$150.00	\$200.00	\$200.00	\$175.00	\$250.00	\$325.00
Hospital ICU Admission	\$750.00	\$2,000.00	\$750.00	\$2,000.00	\$2,400.00	\$3,000.00
Hospital ICU Confinement	\$300.00	\$400.00	\$200.00	\$500.00	\$750.00	\$1,000.00
Knee Cartilage - Torn	Surgical Repair - Up to \$375.00	Surgical Repair - Up to \$625.00	Surgical Repair - Up to \$750.00	Surgical Repair - \$400.00	Surgical Repair - \$600.00	Surgical Repair - \$800.00
MONTHLY RATES						
Employee Only	\$4.55	\$6.72	\$6.95	\$3.31	\$4.68	\$6.50
Employee & Spouse	\$7.93	\$11.31	\$10.79	\$5.28	\$7.47	\$10.37
Employee & Child(ren)	\$9.43	\$14.26	\$13.30	\$7.14	\$10.12	\$14.00
Family	\$13.67	Yes	\$20.74	\$10.84	\$15.37	\$21.21

No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas Inc.	EMPAC	Gallagher Benefits	Hays Companies of Kansas
	Hub International Insurance Service	Humana	Kansas Health Insurance Cooperative	Lockton Companies LLC	MGT of America	New Directions
	Providers Care Network	Speer Financial, Inc.	Sun Life	UMB Bank, N.A.	VSP Vision Care	WIBA Insurance

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Randy Bargdill moved to **accept the proposal from Metropolitan Life Insurance Company dba MetLife at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Russell Leeds seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, MetLife was chosen for award.

Sedgwick County offers ancillary or supplemental insurance benefits to employees who are responsible for the full cost of coverage. Coverage includes accident, critical illness, cancer, short term disability, and hospital indemnity. The current vendor is AFLAC. The committee recommends MetLife.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

6. EMPLOYEE ANCILLARY BENEFITS -WORKSITE BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0053 Contract

CRITICAL ILLNESS	Aetna Life Insurance Company	American Fidelity Assurance Company	Metropolitan Life Insurance Company dba MetLife	Securian Life Insurance Company dba Securian Financial	Standard Insurance Company dba The Standard	United HeathCare Insurance Company dba United HealthCare
Pre-Existing Condition Limitation	No Pre-X	12/12	3/6 Does not apply to Heart Attack, Severe Burn or Stroke	No Pre-X	No Pre-X	No Pre-X
Wellness Benefit Amount	\$50.00 per calendar year	\$50.00 per calendar year	\$50.00 per calendar year	\$50.00 per calendar year	\$50.00 per calendar year	\$50.00 per calendar year
PLAN UNDERWRITING OFFERS						
Benefit Amount	\$10,000.00 or \$20,000.00	up to \$30,000.00	\$15,000.00 or \$30,000.00	\$5,000.00 increments from \$10,000.00 to \$30,000.00	\$10,000.00 increments from \$10,000.00 to \$30,000.00	\$10,000.00 increments from \$10,000.00 to \$30,000.00
Guarantee Issue Amount (Employee)	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00
Guarantee Issue Amount (Spouse)	50% of Employee Benefit	50% of Employee Benefit	50% of Employee Benefit	100% of Employee Benefit	50% of Employee Benefit	50% of Employee Benefit
Guarantee Issue Amount (Children)	50% of Employee Benefit	25% of Employee Benefit	50% of Employee Benefit	100% of Employee Benefit	50% of Employee Benefit	50% of Employee Benefit
PLAN BENEFITS	Initial Benefit	Initial Benefit	Initial Benefit	Initial Benefit	Initial Benefit	Initial Benefit
Heart Attack	100%	100%	100%	100%	100%	100%
Sudden Cardiac Arrest	100%	Not Covered	100%	100%	100%	100%
Stroke	100%	100%	100%	100%	100%	100%
Major Organ Failure	100%	100%	100%	100%	100%	100%
End Stage Renal (Kidney) Failure	100%	100%	100%	100%	100%	100%
Coronary bypass surgery	30%	25%	50%	25%	25%	25%
Benign Brain Tumor	100%	Not Covered	100%	100%	100%	100%
Invasive Cancer	100%	Not Covered	100%	100%	100%	100%
Non-Invasive Cancer	30%	Not Covered	25%	25%	25%	25%
Skin Cancer	\$1,000.00	Not Covered	5%	\$500.00	25%	25%
CHILDHOOD DISEASE CATEGORY						
Cerebral Palsy	100%	Not Covered	100%	25%	100%	25%
Cleft Lip or Cleft Palate	100%	Not Covered	100%	25%	100%	25%
Cystic Fibrosis	100%	Not Covered	100%	25%	100%	25%
Diabetes (Type 1)	100%	Not Covered	100%	100%	Not Covered	Not Covered
Down Syndrome	100%	Not Covered	100%	Not Covered	100%	25%
Sickle Cell Anemia	100%	Not Covered	100%	25%	Not Covered	Not Covered
Spina Bifida	100%	Not Covered	100%	25%	100%	25%
FUNCTIONAL LOSS CATEGORY						
Coma	100%	Not Covered	100%	100%	100%	100%
Loss of: Ability to speak, hearing, sight	100%	Not Covered	100%	100%	100%	100%
Paralysis of 2 or more limbs	100%	100%	100%	100%	100%	100%
INFECTIOUS DISEASE CATEGORY						
Bacterial Cerebrospinal Meningitis	25%	Not Covered	25%	25%	Not Covered	Not Covered
Coronavirus	100%	Not Covered	Not Covered	10%	Not Covered	Not Covered
Diphtheria	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered
Encephalitis	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered
Legionnaire's Disease	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered
Malaria	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered
Necrotizing Fasciitis	25%	Not Covered	25%	25%	Not Covered	Not Covered
Osteomyelitis	25%	Not Covered	25%	25%	Not Covered	Not Covered
Rabies	25%	Not Covered	25%	25%	Not Covered	Not Covered
Tetanus	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered
Tuberculosis	25%	Not Covered	25%	Not Covered	Not Covered	Not Covered

PROGRESSIVE DISEASE CATEGORY						
ALS	25%	Not Covered	100%	100%	Not Covered	100%
Alzheimer's Disease	25%	Not Covered	100%	100%	Not Covered	100%
Multiple Sclerosis	25%	Not Covered	100%	100%	Not Covered	100%
Muscular Dystrophy	25%	Not Covered	100%	25%	100%	25%
Parkinson's Disease (Advanced)	25%	Not Covered	100%	100%	Not Covered	100%
Systemic Lupus Erythematosus (SLE)	25%	Not Covered	100%	25%	Not Covered	Not Covered
SEVERE BURN CATEGORY						
Severe Burn	100%	Not Covered	100%	Not Covered	Not Covered	Not Covered
ADDITIONAL POLICY FEATURES						
	Additional Conditions Covered (Huntington's, PVS, TIA, Infectious Disease etc.)	Tiered rates for EE Tobacco, Non-Tobacco, Separate Rates for Spouse Tobacco, Non-Tobacco	-	Additional Conditions Covered (Poliomyelitis, Addison's Disease)	21 Covered Child Critical Illness Tiered rates for EE Tobacco, Non-Tobacco, Separate Rates for Spouse Tobacco, Non-Tobacco	-
MONTHLY RATES	\$10,000.00 Benefit Amount (EE Coverage Tier)	\$10,000.00 Benefit Amount (EE Coverage Tier)	\$10,000.00 Benefit Amount (EE Coverage Tier)	\$10,000.00 Benefit Amount (EE Coverage Tier)	\$10,000.00 Benefit Amount (EE Coverage Tier)	\$10,000.00 Benefit Amount (EE Coverage Tier)
Rates - Issue Age	Attained Age	Attained Age	Issue Age ONLY	Attained Age	Attained Age	Attained Age
NON-SMOKER MONTHLY RATES						
19-24	\$1.96	\$3.98	\$5.00	\$1.25	\$2.30	\$1.30
25-29	\$2.53	\$3.98	\$6.30	\$1.25	\$2.30	\$1.80
30-34	\$3.57	\$6.26	\$8.10	\$1.60	\$3.60	\$2.30
35-39	\$5.05	\$6.26	\$10.70	\$2.30	\$3.60	\$3.10
40-44	\$7.47	\$11.38	\$15.60	\$3.30	\$7.40	\$4.50
45-49	\$10.22	\$11.38	\$21.00	\$4.73	\$7.40	\$6.80
50-54	\$15.04	\$18.74	\$27.80	\$6.94	\$14.60	\$9.10
55-59	\$21.49	\$18.74	\$35.20	\$9.45	\$14.60	\$10.19
60-64	\$31.71	\$30.66	\$43.00	\$13.37	\$26.20	\$17.30
65-69	\$43.98	\$30.66	\$46.50	\$18.75	\$26.20	\$23.70
70-74	\$63.69	\$30.66	\$46.50	\$31.19	\$46.10	\$35.40
75+	\$63.69	\$30.66	\$46.50	\$31.19	\$46.10	\$46.40
SMOKER MONTHLY RATES						
19-24	\$2.12	\$6.30	\$5.00	\$1.25	\$2.60	\$1.40
25-29	\$2.87	\$6.30	\$6.30	\$1.25	\$2.60	\$2.00
30-34	\$4.36	\$9.90	\$8.10	\$1.60	\$4.50	\$2.60
35-39	\$6.72	\$9.90	\$10.70	\$2.30	\$4.50	\$3.80
40-44	\$11.00	\$17.98	\$15.60	\$3.30	\$11.30	\$6.20
45-49	\$16.51	\$17.98	\$21.00	\$4.73	\$11.30	\$10.70
50-54	\$26.11	\$29.66	\$27.80	\$6.94	\$27.80	\$15.40
55-59	\$39.75	\$29.66	\$35.20	\$9.45	\$27.80	\$21.20
60-64	\$61.48	\$48.58	\$43.00	\$13.37	\$57.10	\$32.80
65-69	\$88.79	\$48.58	\$46.50	\$18.75	\$57.10	\$47.30
70-74	\$122.66	\$48.58	\$46.50	\$31.19	\$101.00	\$70.50
75+	\$122.66	\$48.58	\$46.50	\$31.19	\$101.00	\$70.50
Rate Guarantee	3 years	1 year	3 years	1 year	3 years	3years
Participation Requirement	Participation Requirement Waived	Did Not Provide	5% Minimum Participation Waived if Preferred Enrollment Method	Did Not Provide	10 lives	Waived
Commission	15%	Net of Commissions	20%	15%	Net of Commissions	Net of Commissions

No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas Inc.	EMPAC	Gallagher Benefits	Hays Companies of Kansas
	Hub International Insurance Service	Humana	Kansas Health Insurance Cooperative	Lockton Companies LLC	MGT of America	New Directions
	Providers Care Network	Speer Financial, Inc.	Sun Life	UMB Bank, N.A.	VSP Vision Care	WIBA Insurance

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Jared Schechter moved to **accept the proposal from Metropolitan Life Insurance Company dba MetLife at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Margaret Flanders seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, MetLife was chosen for award.

Sedgwick County offers ancillary or supplemental insurance benefits to employees who are responsible for the full cost of coverage. Coverage includes critical illness, short term disability, cancer, accident, and hospital indemnity. The current vendor is AFLAC. The committee recommends MetLife.

Notes:
This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

Questions and Answers

Jared Schechter: My only question is at the very top where it talks about pre-existing condition, does that mean if a boy has had a heart attack or stroke before they are not covered by this? What does that mean? The others say no pre-existing.

Becky Atencio: With that 3/6 that would be effective 1/1. They would look back three (3) months prior to that effective date to see if you had been treated or diagnosed with any of the critical illness issues and then after six (6) months after being on the plan then that would be qualified. This does not apply if they did have a heart attack. So if they did have a heart attack in January, they would be covered for that, as well as severe burns or stroke. Any of the other conditions would have that 3/6 pre-existing apply.

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

7. EMPLOYEE ANCILLARY BENEFITS -WORKSITE BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0053 Contract

HOSPITAL INDEMNITY	Aetna Life Insurance Company		American Fidelity Assurance Company	Blue Cross and Blue Shield of Kansas	Metropolitan Life Insurance Company dba MetLife		
	Plan 1	Plan 2	Enhanced	S-HIP	Low Plan	High Plan	
Pre-Existing	Waived	Waived	Waived	Waived	Waived	Waived	
Guarantee Issue	Yes	Yes	Yes	Yes	Yes	Yes	
HSA Compatible	Yes	Yes	Yes	Yes	Yes	Yes	
PLAN BENEFITS							
Initial Care							
Hospital Stay	\$500.00	\$1,000.00	\$500.00	\$0.00	\$500.00	\$1,000.00	
Hospital Stay - ICU	\$1,000.00	\$1,000.00	\$500.00	\$0.00	\$1,000.00	\$2,000.00	
Hospital Stay - Daily	\$100.00	\$100.00	\$150.00	\$50.00 days 1-3, \$200.00 after	\$100.00	\$200.00	
Hospital Stay - Daily ICU	\$200.00	\$300.00	\$300.00	\$50.00 days 1-3, \$400.00 after	\$200.00	\$400.00	
MONTHLY RATES							
Employee Only	\$15.14	\$20.66	\$26.80	Age banded and 4 tier	\$10.47	\$20.72	
Employee & Spouse	\$34.79	\$46.80	\$51.70		\$21.93	\$43.43	
Employee & Child(ren)	\$23.52	\$33.53	\$53.48		\$16.67	\$33.02	
Family	\$40.08	\$56.38	\$78.38		\$28.14	\$55.72	
HOSPITAL INDEMNITY	Securian Life Insurance Company dba Securian Financial			United HealthCare Insurance Company dba United HealthCare			Standard Insurance Company dba The Standard
	Low Plan	Medium Plan	High Plan	Low Plan	Medium Plan	High Plan	Plan 1
Pre-Existing	Waived	Waived	Waived	Waived	Waived	Waived	Waived
Guarantee Issue	Yes	Yes	Yes	Yes	Yes	Yes	Yes
HSA Compatible	Yes	Yes	Yes	Yes	Yes	Yes	Yes
PLAN BENEFITS							
Initial Care							
Hospital Stay	\$500.00	\$1,000.00	\$1,500.00	\$500	\$1,000	\$1,500	\$1,000.00
Hospital Stay - ICU	\$500.00	\$1,000.00	\$1,500.00	\$500	\$1,000	\$1,500	\$1,000.00
Hospital Stay - Daily	\$100.00	\$150.00	\$200.00	\$100	\$150	\$200	\$100.00
Hospital Stay - Daily ICU	\$200.00	\$200.00	\$400.00	\$100	\$150	\$200	\$150.00
MONTHLY RATES							
Employee Only	\$7.69	\$13.60	\$19.52	\$3.86	\$6.94	\$10.02	\$10.26
Employee & Spouse	\$15.54	\$27.47	\$39.43	\$8.16	\$14.72	\$21.28	\$17.40
Employee & Child(ren)	\$16.68	\$29.72	\$42.79	\$7.60	\$13.56	\$19.53	\$14.36
Family	\$24.52	\$24.52	\$62.70	\$12.76	\$22.86	\$32.96	\$25.72
No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas Inc.	EMPAC	Gallagher Benefits	Hays Companies of Kansas	Hub International Insurance Service
	Humana	Kansas Health Insurance Cooperative	Lockton Companies LLC	MGT of America	New Directions	Providers Care Network	Speer Financial, Inc.
	Sun Life	UMB Bank, N.A.	VSP Vision Care		WIBA Insurance		

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Randy Bargdill moved to **accept the proposal from Metropolitan Life Insurance Company dba MetLife at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Russell Leeds seconded the motion. The motion passed unanimously.

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Notes:
This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

8. EMPLOYEE ANCILLARY BENEFITS - WORKSITE BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0053 Contract

CANCER	Aetna Life Insurance Company		American Fidelity Assurance Company	Blue Cross and Blue Shield of Kansas	Metropolitan Life Insurance Company dba MetLife
	Plan 1	Plan 2	Enhanced	Cancer	Cancer
Pre-Existing Condition Limitation	Yes	No Pre-X	No Pre-X	Did Not Provide	3/6
Wellness Benefit Amount	\$75.00	\$60.00	\$60.00	\$50.00	\$50.00
PLAN UNDERWRITING OFFERS					
Benefit Amount		Up to \$15,000.00	Up to \$15,000.00	No Lump Sum	\$15,000.00 or \$30,000.00
Guarantee Issue Amount (Employee)	No Guarantee Issue	\$30,000.00	\$30,000.00	-	\$30,000.00
Guarantee Issue Amount (Spouse)	No Guarantee Issue	50% of Employee Benefit	50% of Employee Benefit	-	50% of Employee Benefit
Guarantee Issue Amount (Children)	No Guarantee Issue	50% of Employee Benefit	50% of Employee Benefit	-	50% of Employee Benefit
PLAN BENEFITS					
Initial Care					
Initial Benefit	\$500.00	\$1,000.00	Additional Benefits per service (i.e Chemo, surgery, etc.)	\$300.00 per day IP and \$100.00 per day OP	100%
Non-Invasive Cancer	\$1,000.00	\$1,000.00		\$300.00 per day IP and \$100.00 per day OP	25%
Skin Cancer	\$100.00	\$100.00		\$300.00 per day IP and \$100.00 per day OP	5%
MONTHLY RATES					
Monthly Age Banded Rates EE Only \$15,000.00					
19-24	\$34.79	\$46.80	-	-	\$4.65
25-29	\$23.52	\$33.53	-	-	\$5.70
30-34	\$40.08	\$56.38	-	-	\$7.05
35-39	3 years	3 years	-	-	\$9.15
40-44	Waived	Waived	-	-	\$12.90
45-49	15%	15%	-	-	\$16.95
50-54	-	-	-	-	\$22.20
55-59	-	-	-	-	\$27.60
60-64	-	-	-	-	\$32.55
65-69	-	-	-	-	\$33.45
70-74	-	-	-	-	\$29.25
75+	-	-	-	-	\$31.95

Monthly Composite Rates					
Employee	-	-	-	\$5.57; \$8.82 over 65	-
Employee + Spouse	-	-	-	\$9.27	-
Employee + Child(ren)	-	-	-	\$8.22	-
Family	-	-	-	\$13.14	-
Individual	-	-	\$16.70	-	-
Single Parent Family	-	-	\$24.80	-	-
Family	-	-	\$32.20	-	-
Rate Guarantee	-	-	Did Not Provide	Did Not Provide	3 years
Participation Requirement	-	-	Did Not Provide	Did Not Provide	5% Minimum Participation Waived if Preferred Enrollment Method
Commission	-	-	Net of Commissions	Net of Commissions	20%
No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas Inc.	EMPAC	Gallagher Benefits
	Hays Companies of Kansas	Hub International Insurance Service	Humana	Kansas Health Insurance Cooperative	Lockton Companies LLC
	MGT of America	New Directions	Providers Care Network	Speer Financial, Inc.	Sun Life
	UMB Bank, N.A.	VSP Vision Care		WIBA Insurance	

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Jared Schechter moved to **accept the proposal from Metropolitan Life Insurance Company dba MetLife at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Randy Bargdill seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, MetLife was chosen for award.

Sedgwick County offers ancillary or supplemental insurance benefits to employees who are responsible for the full cost of coverage. Coverage includes cancer, critical illness, short term disability, accident, and hospital indemnity. The current vendor is AFLAC. The committee recommends MetLife.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
A. Meeting all proposal requirements and instructions	20
B. Network access	20
C. Customer Service and member experience	20
D. Administrative Services (Claims Processing, Reporting, Billing, etc.)	15
E. Experience and Qualifications working with government entities	15
F. Overall cost of solution	10
Total Points	100

Questions and Answers

Jared Schechter: I have a question on the rates. It doesn't really show what the family rate would be or single parent family. It has all these breakdowns by ages. Does that include the family?

Becky Atencio: It would be age rated for the spouse as well. They would look at which tier they would fall into so it's not the composite rate for the employee or the spouse. I'm just taking a look here at the child coverage. Oh it is 50% of the employee benefits. On this spreadsheet, it's not reflecting a composite for the child. Let me see if we have a different version here that I can work through. I do know that the spouse would be subject to the age rated grid as well.

Diane Thornton: While Becky is looking that information up, we are allowing individual employees who want to continue with AFLAC for any reason to set those policies up on a direct bill so no one is forced to lose the policies they currently have. Is that correct Sheena?

Sheena Schmutz: That is correct.

Diane Thornton: It is also an industry standard to keep worksite benefits with the same carrier in order for streamlining administration and if there is any crossover of the type of claims that are filed, it helps the policy holder as well to have everything with one (1) carrier.

Becky Atencio: That's correct. Typically we would pair all of the worksite together for streamline for claims. The claim examiner can also see if they could possibly have a cancer claim with their hospital indemnity with multiple claim findings and streamline for the billing as well.

Russell Leeds: So on the monthly rates, now I'm confused. One (1) vendor quotes employee, employee spouse, children and Metropolitan Life is quoting by age. So if you are acquiring this coverage for an employee and a spouse, you would have two (2) separate rates that you would add together based on age?

Sheena Schmutz: I believe that is correct, yes.

Russell Leeds: So if they were both in their 50's, it would basically be \$44.40 per month to cover both of them?

Sheena Schmutz: Correct.

Russell Leeds: Did you get your question answered Jared?

Jared Schechter: Yes I did. Thank you.

Russell Leeds: If they have AFLAC currently for this type of coverage, would the rates remain consistent or change?

Sheena Schmutz: I can't speak on behalf of what AFLAC's rates will be in the future but employees will have that opportunity to have a direct payment from their bank account if they choose to keep the AFLAC policy. It will just not be a vendor that we are supporting in the upcoming years.

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

9. EMPLOYEE ANCILLARY BENEFITS - WORKSITE BENEFITS -- HUMAN RESOURCES

FUNDING -- HUMAN RESOURCES

(Request sent to 164 vendors)

RFP #21-0053 Contract

SHORT TERM DISABILITY	American Fidelity Assurance Company	Blue Cross and Blue Shield of Kansas	Standard Insurance Company dba The Standard	Metropolitan Life Insurance Company dba MetLife
Primary Benefits				
All Eligible Employees				
EP (accident illness)	Choice of 7 or 14	1 8	7 7	14 14
Duration (including EP)	Choice of 90, 180, or 365	13 weeks	90 days	13 weeks
Benefit Amount Range	\$500.00 to \$10,000.00 per month not to exceed 60% of salary	60% to a max of \$1,000.00 per week	60% to a max of \$1,000.00 per week	\$50.00 - \$1,000.00 per week, not to exceed 60% of salary
Benefit Amount Increments	\$100.00	-	\$25.00	\$25.00
Additional Provisions				
Disability is Loss of:	Own Occ	Did Not Provide	Own Occ	Own Occ
Pre-Ex (look-back wait)	12 12	12 12	Did Not Provide	12 12
Minimum Participation	20%	Did Not Provide	25%	15%
Guaranteed Issue	Yes	Did Not Provide	Yes	Yes
Volume & Cost per \$10.00 of Weekly Benefit				
STD	7 day EP - 90 day BP	-	-	-
<24	\$1.41	\$0.37	\$0.76	\$0.92
25-29	\$1.41	\$0.37	\$0.76	\$0.92
30-34	\$1.41	\$0.37	\$0.83	\$0.92
35-39	\$1.41	\$0.37	\$0.57	\$0.92
40-44	\$1.41	\$0.37	\$0.45	\$0.92
45-49	\$1.41	\$0.37	\$0.51	\$0.92
50-54	\$1.54	\$0.42	\$0.56	\$1.59
55-59	\$1.54	\$0.49	\$0.75	\$1.59
60-64	\$1.89	\$0.61	\$0.93	\$2.19
65-69	\$1.89	\$0.75	\$0.93	\$2.19
70+	\$1.89	\$1.05	\$0.93	\$2.19

No Bids	AxisPlus Benefits	Charlesworth Consulting, LLC	Delta Dental Plan of Kansas Inc.	EMPAC
	Gallagher Benefits	Hays Companies of Kansas	Hub International Insurance Service	Humana
	Kansas Health Insurance Cooperative	Lockton Companies LLC	MGT of America	New Directions
	Providers Care Network	Speer Financial, Inc.	Sun Life	UMB Bank, N.A.
	VSP Vision Care		WIBA Insurance	

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Margaret Flanders moved to **accept the proposal from Metropolitan Life Insurance Company dba MetLife at the rates listed above starting January 1, 2022 for a period of three (3) years ending December 31, 2024 with two (2) one (1) year options to renew.** Randy Bargdill seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie - Budget; Wendy Hummell - Sheriff's Office; Karen Bailey - County Clerk's Office; Sarah Meek, Connie McAfee, Anna Meyerhoff Cole, and Sheena Schmutz - Division of Human Resources; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, MetLife was chosen for award.

Sedgwick County offers ancillary or supplemental insurance benefits to employees who are responsible for the full cost of coverage. Coverage includes short term disability, critical illness, cancer, accident, and hospital indemnity. The current vendor is AFLAC. The committee recommends MetLife.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are six (6) components to this RFP:

Component	Points
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F. Overall cost of solution	10
Total Points	100

Questions and Answers

Russell Leeds: Can you explain line item two (2) accident/illness and the numbers across there 7/14, 1/8, 7/7, and 14/14?

Becky Atencio: For the elimination period you would have to be disabled for 14 days for either accident or illness. That would pay out on the 15th day for both.

Jared Schechter: Does the minimum participation line mean 15% of county employees have to participate?

Becky Atencio: Yes. Typically they don't always hold to that but that is the standard for Met Life that 15% of eligible employees would participate in that. I don't believe they would have an issue with that.

Jared Schechter: If they don't hit 15%, nothing changes?

Becky Atencio: They like to have 15% of the population to participate with that policy, which typically is standard. Typically, we would see 15% or more employees taking the coverage.

BOARD OF BIDS AND CONTRACTS OCTOBER 14, 2021

10. INTRUST BANK ARENA TELESCOPIC SEATING SYSTEM -- DIVISION OF FINANCE

FUNDING -- SHUTTERED VENUE OPERATORS GRANT (SVOG)

(Joint Governmental Purchase - Omnia Partners Contract #R191805)

#21-2054 Contract

	Irwin Seating Company
Telescopic Seating Systems	
Release A Telescopic Seating System	\$1,419,113.28
Release B Telescopic Seating System	\$249,967.79
Release C Telescopic Seating System	\$207,495.11
Release D Telescopic Seating System	\$1,691,249.41
Release E Telescopic Seating System	\$103,216.60
Release F Telescopic Seating System	\$1,503,685.60
Release G Telescopic Seating System	\$1,378,505.84
Release H Telescopic Seating System	\$133,374.22
Fabric DesignTex Playball - Sedgwick #724/2013449-20 (2,085 ea. @ \$74.79/ea.)	\$155,937.15
Rel J Modular Deck System in front of the Dasher, North, South, and East	\$439,818.44
Rel L West End Zone Modification to add clamp on End Rails	\$22,266.30
Rel M New Clamp on Rails to replace existing last row chair mount to rail and extrusion	\$283,127.90
Total List Price	\$7,587,757.64
Omnia Partners Contract #R191805 (50% off of list pricing)	-\$3,793,878.82
Net Contract Price	\$3,793,878.82
Freight	
Telescopic Seating System Freight	\$77,647.05
Installation	
Complete installation of telescopic seating system	\$729,561.76
GRAND TOTAL	\$4,601,087.63

On the recommendation of Joe Thomas, on behalf of the Division of Finance, Jared Schechter moved to **accept the quote from Irwin Seating Company based on Omnia Partners Contract #R191805 in the amount of \$4,601,087.63**. Randy Bargdill seconded the motion. The motion passed unanimously.

INTRUST Bank Arena's telescopic seating is needing to be replaced due to the seats having exceeded their useful life expectancy since being constructed and installed in 2008-2009. This has resulted in the following control system and mechanical failures:

- Due to the age of the existing equipment we have encountered control system failures, especially related to the west end telescopic seats. As a result, the control systems randomly stop working which causes seating rows to not retract completely.
- We also currently encounter mechanical issues with all motorized units as the drive units are failing resulting in the seats needing to be pushed in and out with a forklift.
- The new units can be steered, whereas the current ones cannot be steered, thus creating alignment issues, which have to be corrected by a forklift.
- Air bags in lifting mechanisms are failing in seating units located on the east end of the arena floor. These are the seats that need to be moved in and out the most as they are located where the concert stage is setup. The air bags when working properly, enable these seating units to be moved efficiently. When the air bags quit working, more manpower and time is required to move these seats, which is a major problem when doing an overnight conversion in a timely manner from hockey to a concert setup.
- Additionally, current telescopic seats are labor intensive because units now need to be moved around by hand. The new units will tuck into the wall and remain in place when retracted rather than needing to be moved to another storage area within the facility.
- Also, the pockets that secure the handrails into place are now failing causing safety issues. Structural designs in the new telescopic seating product allow for a more stable and safer solution for the handrails.

Overall, we are needing to replace the existing seats because the equipment is failing which affects the time and ability that it takes to properly reset the area from one type of event to another. The new seating product will allow arena staff to convert the building much more efficiently with less manual labor. Additionally, the new product will be safer for guests of arena events and will create more storage room for visiting touring shows.

Questions and Answers

Russell Leeds: I have a question about the funding, the Shuttered Venue Operators Grant. Can someone tell me what that is?

Lindsay Poe Rousseau: I would be delighted to. In this capacity, I am the Contract Administrator for the Intrust Bank Arena. The county was able to submit an application on behalf of the Intrust Bank Arena for Shuttered Venue Operators Grant funds. The dollars were made available through a bucket essentially under the American Rescue Plan Act (ARPA). It was for facilities that were shut down because of COVID. This gave those entities an opportunity to apply for funding up to about half of the net revenue they can generally make in a year. We were able to make that application. In that application a specific budget was included and that budget included this specific project. There are some pretty tight timelines included with this funding. By the end of this calendar year, we must have all contracts in place. All work and payment must be completed by August 31st, which is why you are seeing this cooperative agreement as the avenue we are taking in order to get this seating. It is also conveniently the same vendor who installed the seating originally. They have a leg-up on knowing what the facility looks like. So because that is the agreement and the timeline, we are here today at this meeting for our Special Meeting of the Commission next week to make sure that this can all happen in a timely fashion.

Russell Leeds: This is one (1) project within that grant?

Lindsay Poe Rousseau: Correct.

