



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

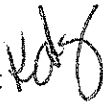
www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

November 2, 2009

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

SUBJECT: Third Year Renewal of Five-Year Agreement
RFP 08-014-AZ, Dental Services, MetLife (formerly SafeGuard Dental & Vision)

On November 18, 2008, official action (attached) was taken to award the above-referenced RFP for dental services to MetLife (formerly SafeGuard Dental & Vision.) This RFP is a five-year contract, renewable annually at the mutual agreement of the parties. The second term will expire on December 31, 2009.

Considering services have been satisfactory, the vendor was contacted to verify their willingness to enter into the third year of the agreement under existing terms and conditions. MetLife has agreed in writing (attached) to do so. Rates under this contract are guaranteed for the first three (3) years of the contract. The cost to the Board for the term January 1, 2010 – December 31, 2010 is estimated to be \$1,522,908, paid out of insurance funding. Please reference the attached memo from Ms. Mary Tillman, Director of Employee Benefits, Assistance and Risk Management, for further information.

At this time, it is my recommendation to enter into the third year of the agreement with MetLife for the term noted above. Should you have any questions or concerns, please contact Mary Tillman or me at your earliest convenience.

KDG/az
Attachments



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

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Employee Benefits, Assistance & Risk Management

Mary Tillman, Director

813/ 794-2759 Fax: 813/ 794-2173

727/ 774-2759 TDD: 813/ 794-2484

352/ 524-2759 e-mail: mtillman@pasco.k12.fl.us

DATE: October 12, 2009

TO: Kendra Goodman, Purchasing Agent

FROM: Mary Tillman, Director of Employee Benefits *Mary H. Tillman*

RE: 2010 Renewal for Safeguard

On July 24, 2007, RFP 08-014-AZ for Dental Services was awarded to Safeguard for employee group, voluntary, and dependent dental insurance. The District is currently in the third year of the five year contract, which is renewable annually upon mutual consent, and includes a three year rate guarantee.

The services provided by Safeguard have been satisfactory. Safeguard has agreed in writing to renew the contract for 2010 under the same terms and conditions. The total cost to the District for 2010 is expected to be \$1,522,908. The funding source is insurance funds provided by the Board.

Please request permission from the Board to approve this renewal. If you have any questions or need any additional information, please call me. As always, I appreciate the assistance that I have received from you and your staff during this process.



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RFP #08-014-AZ RENEWAL REQUEST DENTAL SERVICES

X

Yes, I agree to renew the above-referenced RFP for its third-year term, under existing terms and conditions. The term will be January 1, 2010 – December 31, 2010.

No, I do not agree to renew the above-referenced RFP with the District School Board of Pasco County.

COMPANY NAME: MetLife (formerly SafeGuard Dental & Vision)

SIGNATURE: _____

DATE: 10/21/2009

PRINTED NAME/TITLE: THOMAS REMUS

E-MAIL: tremus@metlife.com

TELEPHONE W/AREA CODE: 813 393 5824

FAX W/AREA CODE: 813 393 5833

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act." Vendors conducting business with the District School Board of Pasco County (DSBPC) who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds, must be Level 2 fingerprinted by DSBPC Human Resources. If any of the above criteria apply to this contract, you must have those individuals Level 2 fingerprinted and screened by the DSBPC Human Resources Department prior to commencement of services or work, and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for a fingerprinting appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law, which became effective September 1, 2005, by reviewing Sections 1012.32 and 1012.465, Florida Statutes.

The contracting company certifies, by submission and signature of this form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

Vendor shall comply with all applicable laws, ordinances, codes and statutes of any and all local, state, or national governing bodies included within this section. Vendor shall comply with the regulations of the Civil Rights Act of 1964, in which no person in the United States shall on the grounds of race, creed, color, or national origin be excluded from participation in or be denied the proceeds of, or be subject to discrimination in the performance of this contract.

PLEASE RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: ARLENE ZIMNEY, CPPB, C.P.M., BUYER

PURCHASING DEPARTMENT

20430 GATOR LANE, LAND O' LAKES, FL 34638

(813) 794-2504 (PHONE)

(813) 794-2111 (FAX)

azimney@pasco.k12.fl.us



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November 18, 2008

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

SUBJECT: Second Year Renewal of Five-Year Agreement
RFP 08-014-AZ, Dental Services, SafeGuard Dental & Vision

On July 24, 2007, official action (attached) was taken to award the above-referenced RFP for dental services to SafeGuard Dental & Vision. This RFP is a five-year contract, renewable annually at the mutual agreement of the parties. The first term will expire on December 31, 2008.

Considering services have been satisfactory, the vendor was contacted to verify their willingness to enter into the second year of the agreement under existing terms and conditions. SafeGuard has agreed in writing (attached) to do so. Rates under this contract are guaranteed for the first three (3) years of the contract. The cost to the Board for the term January 1, 2009 – December 31, 2009 is estimated to be \$1,535,829, paid out of insurance funding.

At this time, it is my recommendation to enter into the second year of the agreement with SafeGuard for the term noted above. Should you have any questions or concerns, please contact Mary Tillman or me at your earliest convenience.

KDG/az
Attachments

NOV 18 2008

Board Approved

District School Board of Pasco County

Bid Recommendation

RFP Title	Dental Services	Number of Vendors Notified	282
RFP Number	08-014-AZ	Number of Proposals Distributed	17
Date Solicited	April 19, 2007	Number of Vendors Proposing	13
Date Opened	May 17, 2007	Number of Formal "No Bid" Responses	0
Date Board Presentation	July 24, 2007	Funding Source	Group Health Insurance
Total Savings	Will report after USEP contract finalized	Grand Total of Proposal	Will report after USEP contract finalized

Recommendation: Recommend acceptance of RFP for Dental Services from SafeGuard Dental & Vision per the attached RFP written documentation (Phase I) tabulation and interview scores (Phase II) tabulation as having the highest average score and best RFP meeting written specifications.

Term of Contract: This is a three (3)-year contract, renewable annually at the mutual agreement of the parties. The first-year term will be January 1, 2008 – December 31, 2008.

Notations and Exceptions: Proposals from Cigna Healthcare, Dental Decisions, and United Concordia were disqualified at the RFP opening for failure to provide mandatory signed bid sheets. Proposal from Humana Dental Insurance was disqualified at the RFP opening for failure to provide mandatory signed Addenda #1 and #2.

The RFP solicited three (3) separate options: Option 1, DHMO/PPO equivalent to or better than plans currently utilized by the District; Option 2, PPO plan only; Option 3, proposer choice of new plan(s) to be offered. All options in Phase I were independently evaluated by the Dental Sub-Committee members, with scores totaled and averaged by option. At a meeting of the full Insurance Committee on June 28, 2007, it was determined that interviews for Phase II should be held regarding Options 1 and 3. Option 2 was eliminated with cost being higher than Board-budgeted amounts.

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Notations & Exceptions, continued: Interviews were held by the Sub-Committee on July 11, 2007 with the four (4) highest-ranked proposers for Options 1 and 3. The Committee verified that the District had received all companies' best and final offers regarding pricing and terms before interview results were scored. Phase II interview scores were totaled and averaged by option, and per the RFP specifications were added to the Phase I scores for a final total score. SafeGuard Dental & Vision was the highest-ranked company for both Options 1 and 3. After discussion, the Committee voted to recommend Option 1, DHMO/PPO, to the full Insurance Committee. The Insurance Committee endorsed this recommendation at its meeting on July 12, 2007.

The plans offered by SafeGuard have been confirmed as offering the same or better benefits to District employees. The cost to employees will be lower for the majority of the most heavily-utilized dental services. Reference attached documentation from Ms. Mary Tillman, Director of Employee Benefits and Risk Management (EBARM) for information regarding plan benefits and anticipated costs. The final cost to the Board is forecast to be lower than currently expended, but cannot be definitively stated until a contract with United School Employees of Pasco is finalized.

We are asking for Board approval of this choice of vendor, which will permit EBARM to begin the transition from the current District provider, CompBenefits, and prepare for open enrollment in the fall.

Offers from the vendors listed herein are the only offers received on a timely basis as of the specified date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Rick Kurtz, Director of Food, Nutrition and Distribution Services
Kevin Shibley, Supervisor of Employee Relations
Robert Benjamin, USEP Representative
Patti Bartz, Employee Benefits Specialist
Cheryl Ganci, Employee Benefits Specialist
Mary Tillman, Director of Employee Benefits and Risk Management, served as the non-voting
Chair of the committee

Bids Prepared By:

Arlene Zimney, CPPB, C.P.M., Buyer
Allan Waters, CPCU, Waters Risk Management (District Employee Benefits Consultant)

Reviewed and Authorized By:

Kendra Goodman, CPPB, Purchasing Agent 

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DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: May 17, 2007 @ 2:30 pm	Ameritas Life Insurance Corp.	Assurant Employee Benefits	CompBenefits	Delta Dental Insurance Co.	Florida Combined Life Insurance Co.	Metropolitan Life Insurance Co.
Dental Services	475 Falbrook Blvd. Lincoln, NE 68521	2323 Grand Blvd. Kansas City, MO 64108	100 Mansell Ct. E., Ste 400 Roswell, GA 30076	258 Southhall Lane, Ste 350 Maitland, FL 32751	5011 Gate Parkway, Bldg 200, Ste 300 Jacksonville, FL 32256	4010 Boy Scout Blvd. Tampa, FL 33607
RFP 08-014-AZ OPTION 1: DHMO/PPO EQUAL TO CURRENT COVERAGE						
** BOARD MEETING JULY 24, 2007**						
Cost	22.90	22.50	25.40	20.95	23.40	34.00
Coverage	12.00	15.20	16.20	15.70	12.20	13.50
Providers	8.40	13.40	15.20	12.20	10.80	15.00
Service	7.60	7.40	6.60	8.00	4.40	7.40
Stability	4.80	4.60	3.80	4.80	5.00	4.60
References	4.93	4.18	4.08	4.73	4.44	4.92
TOTAL PHASE I	60.63	67.28	71.28	66.38	60.24	79.42
PHASE II: INTERVIEWS			37.20			25.00
GRAND TOTAL			108.48			104.42

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DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: May 17, 2007 @ 2:30 pm						
Dental Services	SafeGuard Dental & Vision	Standard Insurance Co.	United Healthcare			
RFP-08-014-AZ OPTION 1: DHMO/PO EQUAL TO CURRENT COVERAGE	3410 Henderson Blvd., Ste 300 Tampa, FL 33609	4950 West Cypress, Ste 920 Tampa, FL 33607	13621 NW 12th St. Sunrise, FL 33323			
** BOARD MEETING JULY 24, 2007**						RANKING ORDER FOR INTERVIEWS:
Cost	36.60	DID		31.20		1) Safeguard
Coverage	14.60	NOT		14.40		2) Metropolitan Life
Providers	13.80	PROPOSE		10.40		3) CompBenefits
Service	7.40			4.40		4) United Healthcare
Stability	3.00			4.60		5) Assurant
References	4.82			4.23		6) Delta Dental
						7) Ameritas
						8) Fla. Combined Life (BCBS)
						Standard: Did not propose
TOTAL PHASE I	60.22			69.23		
PHASE II: INTERVIEWS	46.80					
GRAND TOTAL	127.02					

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DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: May 17, 2007 @ 2:30 pm	Ameritas Life Insurance Corp.	Assurant Employee Benefits	CompBenefits	Delta Dental Insurance Co.	Florida Combined Life Insurance Co.	Metropolitan Life Insurance Co.
Dental Services						
RFP-08-014-AZ-OPTIONS: VARIOUS OPTIONS FROM PROPOSERS						
BOARD MEETING JULY 24, 2007	Lincoln, NE 68521	Kansas City, MO 64108	Roswell, GA 30076	Maitland, FL 32751	Jacksonville, FL 32256	Tampa, FL 33607
	475 Falbrook Blvd.	2923 Grand Blvd.	100 Mansell Ct. E., Ste 400	258 Southhall Lane, Ste 350	5011 Gate Parkway, Bldg 200, Ste 300	4010 Boy Scout Blvd.
Cost	18.95		30.80	21.35	23.73	
Coverage	7.40	DID	18.20	10.60	11.60	DID
Providers	18.20	NOT	17.40	8.40	12.00	NOT
Service	7.60	PROPOSE	6.60	8.00	4.40	PROPOSE
Stability	4.80		3.80	4.80	5.00	
References	4.93		4.08	4.73	4.44	
TOTAL PHASE I	61.88		80.88	57.88	61.17	
PHASE II: INTERVIEWS			38.20			
GRAND TOTAL			119.08			

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DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: May 17, 2007 @ 2:30 pm									
Dental Services	SafeGuard Dental & Vision	Standard Insurance Co.	United Healthcare						
RFP#08-014 AZ OPTIONS & VARIOUS OPTIONS FROM PROPOSERS	3410 Henderson Blvd., Ste 300 Tampa, FL 33609	4350 West Cypress, Ste 920 Tampa, FL 33607	13621 NW 12th St.						
BOARD MEETING JULY 24, 2007									RANKING ORDER FOR INTERVIEWS:
Cost	27.20	32.60							1) Comb Benefits
Coverage	17.20	15.00	DID						2) Standard
Providers	14.20	14.20	NOT						3) SafeGuard
Service	7.40	8.20	PROPOSE						4) Ameritas
Stability	3.00	4.60							5) Delta Dental
References	4.82	4.31							
TOTAL PHASE I	73.82	78.91							Did not propose: Assurant Metropolitan Life United Healthcare
PHASE II: INTERVIEWS	45.80	30.00							
GRAND TOTAL	119.62	108.91							

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