



# Summary of Proposed Awards Healthcare Benefit Programs

Presented to: Organizational, Services and  
Performance Monitoring Committee

August 9, 2022

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# Project Overview

## Background

- The Authority offers healthcare benefits to approximately 2,100 employees
- Benefits for ATU and FOP provided in accordance with collective bargaining agreements
- Part-time employees are eligible for healthcare benefits at increased cost

# Project Overview

## Scope of Services

- Medical
- Prescription Drugs
- Dental
- Vision
- Life Insurance
- Flexible Spending Account (“FSA”)

# Project Overview

Current Vendors	
Medical	Medical Mutual of Ohio
Prescription Drugs	Medical Mutual of Ohio/Express Scripts
Dental	Delta Dental of Ohio
Vision	National Vision Administrators
Life	The Guardian Life Insurance Company
Flexible Spending Account (FSA)	Medical Mutual of Ohio

# Procurement Overview

- RFP issued on May 11, 2022
- RFP requested by 30 potential vendors
- Proposers were asked to provide a proposal on any or all lines of coverage
- 16 vendors responded

# Procurement Overview

## Evaluation Panel Members

- Human Resources (Benefits and Labor & Employee Relations)
- Legal (Legal and Risk Management)
- Internal Audit
- Operations
- Finance (OMB, OBD, and Procurement)
- Oswald Companies - Consultant

# Procurement Overview

## Evaluation Criteria:

- Customer Service
- Provider Network Accessibility/Disruption
- Financial Considerations and Cost Effectiveness
- Program Management
- Stability and Financial Strength of Organization
- Quality & Responsiveness of Proposal

# Procurement Overview

Recommendation	
Medical	Community Insurance Company dba Anthem Blue Cross & Blue Shield (“Anthem”)
Prescription Drugs	Anthem/Ingenio Rx
Dental	Delta Dental of Ohio, Inc.
Vision	National Vision Administrators, LLC
Life Insurance	Metropolitan Life Insurance Company/Metlife Consumer Services, Inc. (“Metlife”)
Flexible Spending Account	Metropolitan Life Insurance Company/Metlife Consumer Services, Inc. (“Metlife”)



# Procurement Overview

## DBE Goal:

- DBE Goal was set at 10% on the administrative costs for each line of coverage

# Procurement Overview

- The following vendors were identified as DBE partners:
  - TM Consulting (Anthem)
  - The Markey Group (Delta Dental of Ohio)
  - Ques Media Marketing (National Vision Administrators)
  - TM Consulting (MetLife)

# Procurement Overview

## Recommendation:

Staff requests that the Organizational, Services and Performance Monitoring Committee recommend to the Board of Trustees the award of one-year contracts with three one-year options to Anthem, Delta Dental of Ohio, Inc., National Vision Administrators, LLC, and MetLife based on estimated enrollment for 2023.

# Procurement Overview

Recommendation		Est. Annual Cost*
Community Insurance Company dba Anthem Blue Cross & Blue Shield (“Anthem”)	Medical	\$31,930,000
Anthem/Ingenio Rx	Prescription	\$4,640,000
Delta Dental of Ohio, Inc.	Dental	\$1,100,000
National Vision Administrators, LLC	Vision	\$120,000
Metropolitan Life Insurance Company/Metlife Consumer Services, Inc.	Life Insurance	\$830,000 (380k company paid, 450k voluntary)
Metropolitan Life Insurance Company/Metlife Consumer Services, Inc.	Flexible Spending	\$20,000
<b>Total Estimated 2023 Costs</b>		<b>\$38,640,000</b>

# Questions?

