



**COWAN BENEFIT SERVICES, INC.**  
*Brokerage, Consulting & Outsourcing*

April 8, 2015

To The City of Franklin HR Department,

As the Consultant for the City of Franklin, we solicited Bid Requests from the market in order to find the best partner with which to provide Stop Loss insurance for the employee and retiree health and pharmacy programs. Our recommendation is below, based on the responses from providers and Bid Submittal Form used by the evaluators.

We recommend Sun Life Assurance Company as the City of Franklin's provider for Stop Loss insurance, along with increasing the Specific Deductible to \$250,000. The bidding process revealed Sun Life provides the most competitive premium along with the lowest "laser", which in turns offers the most competitive overall proposal for the City. Sun Life is a financially stable and highly rated carrier, with an AM Best rating of A+. They take no exceptions to the material questions asked in the solicitation, and with such provide the most complete bid.

Sincerely,

Jay Brown – Senior Consultant, Cowan Benefit Services  
CC: Jake Davis- Account Manager, Cowan Benefit Services