

Tabulation of Bids*

Purchasing Office Solicitation No.:	2015-026 (stop-loss insurance for employee and retiree health and pharmacy programs)
Notice to Bidders published in the <i>Williamson Herald</i> on:	3/19/15
Number of vendors that were notified of / that responded to this solicitation for bids:	13 / 4
Date and time bids due and publicly opened:	4/2/15 2:00 PM
Present at opening of bids:	Tracy Harness and Sara Sylvis of the City of Franklin Human Resources Department; Jake Davis of Cowan Benefits (consultant to the City); and Dee Settle and Brian Wilcox of the City of Franklin Purchasing Office
Target meeting of BOMA at which recommendation will be considered:	5/12/15

Bids received from:	Bid No.:	Specific individual deductible / aggregating specific deductible / laser at 7/1/2015 / new laser(s) at optional renewals?	Does the bid MOES ¹ ? / If not, how many exceptions do not MOES ¹ ?	Estimated annual premium for FY2016 (based on specified estimated July 1, 2015 projected enrollment of employees receiving benefits under the City's health plan):	Payment terms:	Bid and bid pricing is valid through:
BlueCross BlueShield of Tennessee, Inc. 1 Cameron Hill Circle Chattanooga, TN 37402 Scott Karner, Account Executive 615/386-8555 Scott_Karner@BCBST.com	1	\$225K / \$0 / \$500K / Yes	No / 1 (bid does not quote all requested options)	\$356,672.40	net 30 days	06/30/15
	2	\$225K / \$75K / \$500K / Yes		\$282,898.80		
	3	\$250K / \$0 / \$500K / Yes		\$326,618.40		
	4	\$250K / \$75K / \$500K / Yes		\$252,877.20		
HM Life Insurance Company Fifth Avenue Place 120 Fifth Avenue Pittsburgh, PA 15222 Richard D. Smith, Director Regional Sales 704/841-1006 rick.smith@hminsurancergroup.com	1	\$225K / \$0 / \$400K / No	No / 3 (bid does not quote all requested options; advance specific funding not available; declined to disclose litigation)	\$490,916.40	net 30 days	6/30/15
	2	\$225K / \$100K / \$400K / No		\$402,134.40		
	3	\$225K / \$0 / \$400K / Yes		\$385,964.40		
	4	\$225K / \$100K / \$400K / Yes		\$304,255.20		
	5	\$250K / \$0 / \$400K / No		\$430,747.20		
	6	\$250K / \$100K / \$400K / No		\$347,373.60		
	7	\$250K / \$0 / \$400K / Yes		\$338,286.00		
	8	\$250K / \$100K / \$400K / Yes		\$263,275.20		

¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid

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International Assurance of Tennessee 123 7th Avenue South Franklin, TN 37064 Brandon Baisden, Executive Vice President 615/790-6908 brandon@iatmgu.com	1	\$225K / \$0 / not indicated / Yes	No / 2 (bid does not quote all requested options; quoted rates and lasers are not firm)	\$421,057.20	net 30 days, due on the first day of the month	07/11/15
	2	\$225K / \$100K / not indicated / Yes		\$320,076.00		
	3	\$225K / \$0 / not indicated / Yes		\$294,830.40		
	4	\$225K / \$100K / not indicated / Yes		\$269,611.20		
	5	\$250K / \$0 / not indicated / Yes		\$366,898.80		
	6	\$250K / \$100K / not indicated / Yes		\$265,999.20		
	7	\$250K / \$0 / not indicated / Yes		\$240,754.80		
	8	\$250K / \$100K / not indicated / Yes		\$215,510.40		

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Sun Life Assurance Company of Canada One Sun Life Executive Park Wellesley Hills, MA 02481 Lisa Hemstead, Sr. Stop Loss Specialist 617/584-4278 Lisa.Hemstead@Sunlife.com	1	\$225K / \$0 / \$355K / No	No / 1 (bidder takes no exceptions; however, CoF notes bidder declined to disclose litigation)	\$373,488.00	net 30 days	6/30/2015
	2	\$225K / \$100K / \$355K / No		\$298,434.00		
	3	\$225K / \$125K / \$355K / No		\$283,651.20		
	4	\$225K / \$150K / \$355K / No		\$269,774.40		
	5	\$225K / \$0 / \$355K / Yes		\$362,718.00		
	6	\$225K / \$100K / \$355K / Yes		\$289,864.80		
	7	\$225K / \$125K / \$355K / Yes		\$275,547.60		
	8	\$225K / \$150K / \$355K / Yes		\$262,111.20		
	9	\$250K / \$0 / \$355K / No		\$313,159.20		
	10	\$250K / \$100K / \$355K / No		\$238,941.60		
	11	\$250K / \$125K / \$355K / No		\$224,108.40		
	12	\$250K / \$150K / \$355K / No		\$210,310.80		
	13	\$250K / \$0 / \$355K / Yes		\$304,124.40		
	14	\$250K / \$100K / \$355K / Yes		\$232,159.20		
	15	\$250K / \$125K / \$355K / Yes		\$217,818.00		
	16	\$250K / \$150K / \$355K / Yes		\$204,382.80		

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