

**City of Franklin, Tennessee**  
**Tabulation of Submittals\***

<b>Purchasing Office Solicitation No.:</b>	<b>2018-015 (voluntary group term life insurance with accidental death &amp; dismemberment benefits, and voluntary short-term disability insurance)</b>						
<b>Notice to proposers published in the <i>Williamson Herald</i> on:</b>	3/29/18						
<b>Number of potential proposers that were notified of / that submitted a proposal in response to this request for proposals:</b>	20 / 11						
<b>Date and time proposal due and publicly opened:</b>	4/19/18 2:00 PM						
<b>Present at opening of proposals:</b>	Matt Carter of Sun Life; Colby Hinson and Bill Lamb of Met Life; Jake Davis of Cowan / HUB; Tracy Harness, Brittney Lindsey, Sara E. Sylvis and Kevin Townsel of the City of Franklin HR Department; and Natalie Keene, Suzanne Ward and Brian Wilcox of the City of Franklin Purchasing Office						
<b>Target meeting of BOMA at which recommendation is scheduled to be considered:</b>	5/8/18						
<b>Proposals received from:</b>	<b>Does the proposal include all required documents?</b>	<b>Does the proposal take any exceptions to the City's procurement solicitation?</b>	<b>Average points allocated by proposal evaluation team (out of a possible 100, utilizing evaluation criteria as listed in RFP):</b>	<b>Average points allocated by interview panel (out of a possible 100, utilizing evaluation criteria as listed in RFP):</b>	<b>Rates:</b>	<b>Payment terms:</b>	<b>Proposal is valid and may be accepted through:</b>
Continental American Insurance Co. (CAIC) (Aflac) 1600 Williams Street Columbia, SC 29201 Kasha Kuhlman, Group Underwriter II 803/851.2235 KKuhlman@aflac.com	No	Yes	82.00	not interviewed	See rate tables included in proposal	net 30 days	90 days after Request of Proposal submission.
Dearborn National Life Insurance Co. 701 E. 22nd Street Lombard, IL 60148 Tyler Cummins, Sales Executive 1616 Westgate Circle, Suite 104 Brentwood, TN 37027	Yes	Yes	99.00	92.67	See rate tables included in proposal	net 30 days	6/30/2018
Hartford Life and Accident Insurance Co. (Aetna) One Hartford Plaza Hartford, CT 06155 Julie Currin, Senior Account Manager 704/221-5530 CurrinJ@aetna.com	No	Yes	88.00	not interviewed	See rate tables included in proposal	net 30 days	07/17/2018- Offer is valid for 90 days
Metropolitan Life Insurance Co. 200 Park Avenue New York NY 10166 James Hinson 830 Crescent Centre Drive Franklin, TN 37067 615/435-4533 jhinson@metlife.com	No	Yes	86.00	not interviewed	See rate tables included in proposal	Due first day of each month, grace period 31 days, followed by possible cancellation if not paid.	6/30/2018

\*Shaded submittal is the submittal scored highest by the interview panel

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Minnesota Life Insurance Co. (Ochs) 400 Robert Street North St. Paul, MN 55101 Katie Degelmann, Sales Representative 1-800-392-7295 KDegelmann@ochsinc.com	Yes	Yes	86.00	not interviewed	See rate tables included in proposal	net 30 days	Quote valid for 120 days
Mutual of Omaha (Voyageur Strategies, Ltd.) 2001 Winston Avenue Louisville, KY 40205-2533 J. Kent Gregory, PhD, President & CEO 502/550-9561 kent@voyageurstrategies.com	No	Yes	79.00	not interviewed	See rate tables included in proposal	net 30 days	7/1/2018
Standard Insurance Co. 1100 SW 6th Ave Portland, OR 97204 John Heil, Employee Benefits Specialist 615/778-1727 John. Heil@standard.com	No	Yes	88.00	not interviewed	See rate tables included in proposal	net 30 days	7/11/2018
Sun Life Assurance Co. of Canada One Sun Life Executive Park Wellesley Hills, MA 02481 Matthew Carter Sr. Employee Benefits Representative 615/497-9766 matthew.carter@sunlife.com	No	Yes	92.00	not interviewed	See rate tables included in proposal	See deviations for billing options.	Proposal is valid until the effective date.

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<b>Symetra Life Insurance Co.</b> 1699 King Street, Suite 106 Enfield, CT 06082 Lisa Marecki, VP of Underwriting, Group Life, Disability & Select Benefits 860/746-7701 lisa.marecki@symetra.com	Yes	Yes	96.00	96.33	See rate tables included in proposal	net 30 days	6/30/2018
<b>The Prudential Insurance Co. of America</b> 751 Broad Street Newark, NJ 07201 Kevin Murphy 545 Mainstream Drive, Suite 210 Nashville, TN 37228 877/500-1615 Kevin.murphy@prudential.com	No	Yes	88.00	not interviewed	See rate tables included in proposal	net 30 days	The quote Prudential has provided will remain firm for 90 days. Proposer may reevaluate offer within the 90 days if the number of lives or volume fluctuates by more than 10%.
<b>USable Life</b> 17500 Chenal Parkway, Ste 500 Little Rock, AR 72223 Doug Davis, Sales Manager - Mid Atlantic Region 3200 West End Avenue, Suite 306 Nashville, TN 37203 615/715-6034 Doug.Davis@usablelife.com	Yes	Yes	80.00	not interviewed	See rate tables included in proposal	net 30 days	7/19/2018

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