



City of Glendale
Solicitation Number: RFP 24-45 / 42400061
LIFE, AD&D INSURANCE AND COMMUTER LIFE
BAFO PRICING WORKBOOK

CITY OF GLENDALE
Procurement Department
5970 West Brown Street,
Suite 210
Glendale, Arizona 85302

1. BAFO PRICING WORKBOOK

Contractor must complete the Pricing Schedule below. Any items not clearly listed on the Contractor’s submitted price proposal will be considered included in the Contractor’s price at no additional cost to the City. All pricing should contemplate compliance with the performance requirements as specified in the Scope of Work.

Instructions:

- a. Please provide your best and final offer below.

Complete the table below based on the current plan design All rates should be expressed in the form of a monthly rate per \$1,000 of coverage, with the exception of child rates. Child rates should be expressed as a per unit monthly rate.

City Manager: 2 X Salary (rounded up to the nearest thousand)
All Other Active Employees: 1 X Salary (rounded up to the nearest thousand)
Retirees: 1 X Salary plus \$1,000 (rounded up to the nearest thousand)

Coverage Category	Enter Price
Basic Life	<u>\$0.090</u>
Basic AD&D	<u>\$0.015</u>
• Basic Dependent Life - \$1000	<u>\$0.280 / unit / month</u>
• Spouse	<u>\$0.280 / unit / month</u>
• Dependent Child(ren)	<u>\$0.280 / unit / month</u>
• Employee Optional Life:	<u>See below age banded rates</u>
o <29	<u>\$0.060</u>
o 30 – 34	<u>\$0.080</u>
o 35 – 39	<u>\$0.090</u>
o 40 – 44	<u>\$0.150</u>
o 45 – 49	<u>\$0.240</u>
o 50 – 54	<u>\$0.420</u>
o 55 – 59	<u>\$0.690</u>
o 60 – 69	60-64: <u>\$1.020</u> 65-69: <u>\$1.52</u>
o 70 +	<u>\$2.370</u>
• Dependent Spouse Optional Life:	<u>See below age banded rates</u>
o <29	<u>\$0.060</u>
o 30 – 34	<u>\$0.080</u>
o 35 – 39	<u>\$0.090</u>
o 40 – 44	<u>\$0.150</u>
o 45 – 49	<u>\$0.240</u>
o 50 – 54	<u>\$0.420</u>
o 55 – 59	<u>\$0.690</u>
o 60 – 69	60-64: <u>\$1.020</u>



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	65-69: \$1.52
• Dependent Child Optional Life	<u>\$0.152</u>
• Employee Optional AD&D	<u>\$0.020</u>
• Commuter Life	<u>Not applicable. We are quoting Basic and Optional Life and AD&D</u>

Please note that our rates now include a Line of Duty Benefit for Basic AD&D at no additional cost and are guaranteed for 5 years.

1. Provide costs associated with ad hoc or customized reports.

There are no fees associated with neither our ad hoc or customized reports.

2. What is your charge for conversions?

Plan participants no longer eligible to participate in a group life insurance plan may elect to convert their group coverage to an individual life insurance policy. Upon conversion, there is a one-time charge made to the claims experience of the Pool and not directly to the group plan. The charge is based on the age of the insured at the time of conversion and the converted amount of life insurance.

3. Confirmation that if you are awarded this contract, aside from taking over the existing participants at their current amounts, you will allow an initial enrollment period for employees to increase coverage amounts up to Guaranteed Issue without Evidence of Insurability.

Option 1: We are offering a special one-time guaranteed issue enrollment opportunity, while proposing to enhance the voluntary life plan, where all active employees may elect or increase coverage by \$100,000 without evidence of insurability, provided that the resulting amount of insurance does not exceed the newly proposed guaranteed issue limit of \$300,000. Increases above the guaranteed issue limit are also available, however require evidence of insurability.

Option 2: We are offering a special one-time guaranteed issue enrollment opportunity, matching the current voluntary life plan, where all active employees may elect or increase coverage by \$200,000 without evidence of insurability, provided that the resulting amount of insurance does not exceed the guaranteed issue limit of \$200,000. Increases above the guaranteed issue limit are also available, however require evidence of insurability.

Option 1 and 2: Our guaranteed issue offer for all eligible employees will be accompanied by our best practices educational and enrollment materials. These materials will be included at no additional cost. By accepting the guaranteed issue offer we require that our best practices are followed to ensure employees understand the special guarantee issue opportunity, allowing them to make the best decision for themselves and their families, while at the same time ensuring the long-term health of your group term life insurance plan.



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PAYMENT Contractor shall provide monthly statements of itemized services. Payment will be reviewed and approved by the Contract Administrator or designee. The itemized statement shall not exceed the proposal fee in this Section.

TAX AMOUNT Do not include any use tax or federal tax in your proposal.

OFFEROR NAME: Securian Life Insurance Company