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Memorandum

Date : November 2, 2010
 TO : Hidalgo County Commissioner's Court
 Rene Ramirez County Judge
 A. C. Cuellar Precinct 1
 Hector (Tito) Palacios Precinct 2
 Joe Flores Precinct 3
 Oscar Garza Precinct 4
 From : Gary Looney REBC
 RE : Request to Negotiate

County Judge and Commissioners:

Pursuant to the Request for Proposals for "Third Party Administration, Individual Stop Loss and Aggregate Stop Loss for Self Funded Medical Plan, Group Term Life and Accidental Death and Dismemberment RFP No. 2010-09-22-YZV" I have completed my initial analysis and scoring of the proposals submitted. I request that the Court allow me to proceed with the evaluation process and negotiate with the top two carriers offering complete bids for the TPA and Stop Loss coverage in an effort to provide the County with the best and final offers by each. I also request that the Court allow me to request final offers from companies submitting quotes for Group Term Life Insurance.

Attached is a list of those companies submitting bid information and the scoring grids used for the evaluation of the submissions.

It was stated in the Request for Proposals that the top three submissions would be required to make a presentation to Hidalgo County. There are only two that are within reason to request a presentation for TPA and Stop Loss. With the Courts permission I will arrange for the final presentations with each of the two carriers for TPA and Stop Loss coverage and two of the Life Insurance submitters. I expect the final negotiations to take approximately two weeks.

Thank you for your confidence in my efforts on behalf of Hidalgo County.

Gary Looney
 Sr VP Alamo Insurance Group

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CC: Martha Salazar Purchasing Agent
 Raul Silguero Budget Division

Hidalgo County

Proposal Offerings

	TPA Services Medical	Stop Loss Insurance	Life Insurance	Agency Services	Complete TPA Stop Loss Submission	Complete Group Term Life Submission
Health Smart	Yes	Yes	No	Included	Yes	No
ING	No	No	Yes	Included	No	Yes
Jeff Everett and Associates				Yes		
Sun Life	No	No	Yes	Included	No	Yes
UNUM	No	No	Yes	Included	No	Yes
Aetna	Yes	Yes	No	Included	Yes	No
Blue Cross/Blue Shield	Yes	Yes	Yes	Included	Yes	Yes
Frates	Yes	No	No	Included	No	No
Puro and Aseguro, Inc.				Yes		
Lincoln National/Swanter and Gordon			Yes	Included	No	Yes
WEB	Yes	No	No	Included	No	No

11/2/2010

File: Hidalgo County Vendors Offering Quotes 2011

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Hidalgo County Life Insurance Scoring Grid							
							Max Pts
CARRIER	#1	#2	#3	#4	#5		
Premium Rate for Basic Life and ADD	60	40	40	60	47		60
Age Reduction Formula	6	6	6	6	6		6
Actively at Work provisions	6	0	0	0	0		6
Multiple Year Rate Guarantee	0	7	7	7	7		7
Portability	0	4	4	4	0		4
Convertability	3	3	3	3	3		3
Administrative Help Enrolling	5	5	5	2	5		5
Web Based capability	4	4	4	4	4		4
Enhancements	2	2	3	2	2		5
Point Total	86	71	72	88	74		100

Alamo Insurance Group
11/2/2010

**Hidalgo County
Medical RFP Scoring Grid**

	#1	#2	#3	Max Pts
Section 1 ADMINISTRATION				
Pricing (100 points)				
Administrative Fees	37	41	50	50
Performance Guarantee PPO Discounts	7	7	3	7
Performance Guarantee Service	7	7	3	7
Multiple Year Rates	0	13	9	13
Enrollment Expense i.e. Booklets	5	7	5	7
Run In Expense	0	0	0	13
Set up Fees	3	3	2	3
				100
Stop/Loss (100 Points)				
Premium Cost	50	38	10	50
Lasers	50	50	50	50
				100
Network Discounts (400 points)				
	350	307	265	350
	50	50	50	50
				400
Point Total Section 1	559	523	447	600
Section 2 Network Providers				
Network Providers - Access (100 Points)				
Hospitals	25	25	25	25
Doctors - Primary Care	15	15	15	15
Doctors - Specialists	15	15	15	15
Tertiary Providers	15	15	15	15
Centers of Excellence	15	15	15	15
Urgent Care Centers				10
Transplant Options	5	5	5	5
Point Total Section 2	90	90	90	100
Section 3 Pharmacy				
Pharmacy (100 Points)				
Cost	30	40	35	40
Formulary	5	5	5	5
Rebates	30	35	25	35
Access	5	5	5	5
Transparency	2	2	5	5
Preferred Local Pharmacy	6	6	6	6
Reporting Capabilities	4	4	4	4
Point Total Section 3	82	97	85	100
Section 4 Technology				
Technology (50 Points)				
Website Access	10	10	10	10
Telephone Access	10	10	10	10
Ability to Duplicate Current Plans	10	10	10	10
Ad Hoc Claims Reporting	10	10	8	10
Employee Access	10	10	9	10
Point Total Section 4	50	50	47	50
Section 5 Wellness				
Wellness (100 Points)				
Disease Management	50	50	50	50
Wellness tools	40	50	40	50
Point Total Section 5	90	100	90	100
Section 6 Additional Services				
Additional Services (50 Points)				
Enrollment Services	12	12	12	12
Policy Booklets	3	3	3	3
Local Office	5	5	5	5
Patient Advocacy	5	5	5	5
Company's Ability to service acct	5	5	5	5
Financial Capability	5	5	3	5
Bilingual Staffing	3	3	3	3
AM Best Rating	2	2	2	2
Experience with School Districts County Governments	8	8	2	8
Industry Experience	2	2	1	2
Point Total Section 6	50	50	41	50
Total Points	921	810	600	1000