



Executive Summary Mankato ISD
Analysis of Request for Proposals April 16, 2021

Mankato ISD requested proposals for their **Long Term Disability** program in accordance with MN statute 471.6161. This request for proposal was conducted to comply with the 5 year bid requirement as well as to evaluate current market conditions.

Proposals were evaluated with the following considerations:

- Duplicating current in force benefits
- Compliance with specifications
- Proposers ability to adequately service the District employees
- Premium Rates and Guarantees
- Ease, cost and effectiveness of transition from present carriers

District reserves the right to accept or reject any or all proposals.

Group Long Term Disability: A proposal was received from Madison National Life (incumbent).

Declining carriers: *Guardian, Hartford, Reliance Standard, One America, Kansas City Life and Cigna.*

Upon a review of the carrier's responses, National Insurance Services recommends the District keep the Long Term Disability Plan with Madison National Life (incumbent).

This recommendation is based on the following:

- MNL provided a competitive proposal, matching the current plan design with a new base rate of .22% of covered payroll, \$.32 for Supplemental LTD & Accident and \$1.00 for the Supplemental Accident Only, effective January 1, 2022. These rates are guaranteed for 3 years.
- This is an annual savings of \$17,505; aggregate savings of \$52,515 over 3 years.
- Seamless Waiver of Premium Service – Upon filing the LTD claim, the life waiver of premium claim will also be reviewed as your life coverage is with MNL.
- Compliance with specifications.
- No administrative disruption to district – District's current provider.