



Purchasing Department
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LARIMER COUNTY PROPOSAL #12-05
HUMAN RESOURCES DEPARTMENT
AUGUST 27, 2012 2PM

Proposals to consider contracting with a company to provide dental insurance administration services for the Larimer County Human Resources Department were accepted on Monday, August 27, 2012, 2012 at 2:00 p.m. in the Purchasing Department. Proposals were accepted by Heather L. MacMillan, Purchasing Agent I, and recorded by Les Brown, Department Specialist II. The following proposals were received:

VENDOR

The Guardian Life Insurance Company of America
Anthem Blue Cross & Blue Shield
Delta Dental
UMR
Group Administrators Limited
Humana Delta Insurance Company

No decision of award was made pending review and recommendation by the Larimer County Human Resources Department.

The Larimer County Human Resources Department reviewed the proposals and recommends accepting the proposal from Delta Dental in the estimated amount of \$53,277.00, per the attached departmental recommendation.

The Larimer County Purchasing Department concurs with the above recommendation.

Kathryn Rowe
Purchasing Director

Carol L. Block, Financial Services Director
For the Board of Larimer County Commissioners



TO: Pam Stultz, Human Resources Benefits Administrator

FROM: Heather MacMillan, Purchasing Agent I

DATE: 8/27/12

SUBJECT: P12-05 Dental Insurance Administration

Transmitted for your review and recommendation, are the proposals received to consider contracting with a company for dental insurance administration. When you have made your final decision of award for this proposal, please fill in this form and return it to me via interoffice mail, e-mail, or fax.

The following criteria must be used to evaluate the proposals:

1. Financial = 40%
2. Network Access = 20%
3. Administration & Billing Capabilities = 20%
4. Service Commitment = 10%
5. Fit with Larimer County Operations & Culture = 10%

This document will be considered a public record and open to inspection. The individual committee score sheets, comment sheets and other evaluation notes are DELIBERATIVE PROCESS records and not public records.

Explain why you want to award the work to a particular vendor and the dollar amount of the award: Based on the criteria set forth, the committee recommends that Delta Dental be awarded the contract for dental administration. The amount of the award is an estimated \$53,277 annually for administration fees. The recommendation is made because our analysis indicates Delta Dental will save The County approximately \$60,000 annually above the closest bidder (Guardian). This is based on our analysis of current claim experience and provider utilization against each bidder's proposal, expected network coverage, and provider contract arrangements. Delta Dental also has more contracted dentists in our geography through a combination of their PPO and Premier networks. Delta Delta contracts with approximately 85% of the dentists currently being accessed by Larimer County employees, with the closest bidder contracting with approximately 50%. The increased number of contracted dentists under Delta Dental will reduce out-of-pocket costs for employees, while saving the County money.

THIS RECOMMENDATION MUST BE SIGNED BY THE DEPARTMENT HEAD

Rosenda Webb
DEPARTMENT HEAD SIGNATURE

Human Resources
DEPARTMENT

9/26/12
DATE