

RESOLUTION NO. 2010-83

AUTHORIZING CONTRACT NO. 2010-72C WITH METLIFE SECURITIES, INC. TO PROVIDE DENTAL INSURANCE COVERAGE FOR A PERIOD OF ONE YEAR WITH THREE, ONE-YEAR OPTIONS IN AN AMOUNT NOT TO EXCEED \$1,003,800.00 FOR THE BASE YEAR (GENERAL FUND, VARIOUS DEPARTMENT BUDGETS)

WHEREAS, the Authority provides dental insurance coverage to its employees; and

WHEREAS, the proposal of MetLife Securities, Inc. located at 9200 South Hills Blvd., Suite 130, Cleveland, Ohio 44147 to provide a dental insurance coverage to the Authority for a period of one year with three, one-year options was received on August 27, 2010; and

WHEREAS, negotiations with MetLife Securities, Inc. have resulted in the estimated amount not to exceed \$1,003,800.00 based on the rates submitted and anticipated enrollment; and

WHEREAS, the General Manager/Secretary-Treasurer deems the negotiated offer of MetLife Securities, Inc. to be the most advantageous to the Authority, price and all other factors considered and recommends acceptance hereof by the Board of Trustees.

NOW, THEREFORE BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the proposal submitted by MetLife Securities, Inc., as modified by negotiations, to provide dental insurance coverage to the Authority's employees for a period of one year with three, one-year options be and the same is hereby accepted.

Section 2. That the General Manager/Secretary-Treasurer be, and he is hereby authorized to enter into a contract with MetLife Securities, Inc. to provide dental insurance coverage for a period of one year commencing January 1, 2011 and ending December 31, 2011 with options to extend the contract for three additional one-year terms subject to approval of the exercise of each option by the General Manager/Secretary-Treasurer..

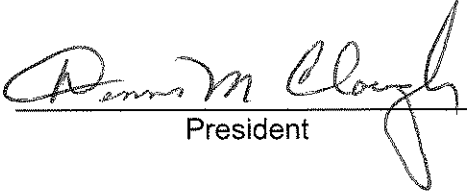
Section 3. That said contract shall be payable out of the General Fund, Various Department budgets, in an amount not to exceed one million three thousand eight hundred & 00/100 dollars (\$1,003,800.00) for the base year at the rates established based on the Authority's anticipated enrollment. Projected costs are based on current enrollment and rates established for each specific plan for the plan year 2011 and on anticipated enrollment and rates for each of the option years.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon funding for future years, compliance by the contractor to Specifications and Addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees in Resolution 2010-028; bonding and insurance requirements and all applicable laws relating to the contractual obligation of the Authority.

Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that MetLife Securities, Inc. will attempt to exceed the 10% DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: November 9, 2010



President

Attest: 

CEO, General Manager/Secretary-Treasurer



Greater Cleveland Regional Transit Authority
STAFF SUMMARY AND COMMENTS

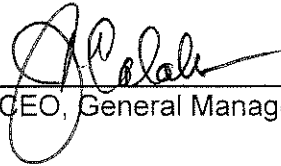
TITLE/DESCRIPTION: CONTRACT: DENTAL INSURANCE COVERAGE FOR ONE YEAR WITH THREE, ONE-YEAR OPTIONS VENDOR: METLIFE SECURITIES, INC. AMOUNT: NOT TO EXCEED \$1,003,800.00 FOR THE BASE YEAR	Resolution No.: 2010-83
	Date: November 9, 2010
	Initiator: Human Resources Department
ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract to offer its employees access to dental insurance coverage.
- 2.0 **DESCRIPTION/JUSTIFICATION:** The Authority provides medical, prescription drug, dental, vision and life insurance benefits to its employees. This action will enable the Authority to provide dental insurance benefits for the period January 1, 2011 through December 31, 2011 with the Authority's option to exercise up to three, one-year options.
- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposal was posted on the GCRTA web site and advertised in the local newspapers. Providers were asked to propose on any or all lines of coverage. Proposals were received on August 27, 2010 for this solicitation. Findley Davies, Inc., the Authority's Benefits Consultant, and a panel of Authority employees evaluated the proposals in accordance with established Procurement Policies and Procedures. After negotiations, the proposal of MetLife Securities, Inc. was determined to be the most advantageous to the Authority to provide dental insurance coverage.

 Projected costs are based on current enrollment and rates established for each specific plan for the plan year 2011 as detailed in Attachment A and on anticipated enrollment and rates for each of the option years. A cost analysis has been performed by the Procurement Department and the proposal of MetLife Securities, Inc., as modified by negotiations, has been determined to be fair and reasonable to the Authority.
- 4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 10% DBE participation goal was established for this procurement based on the administrative costs. MetLife Securities, Inc. has committed to achieve the goal through utilization of Franklin Imaging.
- 5.0 **POLICY IMPACT:** This procurement must be completed in order to permit the Authority to enroll employees in its dental benefits program in accordance with the Authority's personnel policies and contractual agreements with the labor unions.
- 6.0 **ECONOMIC IMPACT:** This contract shall be funded through the General Fund, Various Department budgets in an amount not to exceed one million three thousand eight hundred & 00/100 dollars (\$1,003,800.00) for the base year. This is a 10% increase in total projected costs for plan year 2011.

- 7.0 ALTERNATIVES: Reject this offer. Rejection of the offer would delay procurement of dental benefits and risk not having such benefits available to the Authority's employees.
- 8.0 RECOMMENDATION: This contract was reviewed by the Finance Committee at their November 9, 2010 meeting. It is recommended that the offer of MetLife Securities, Inc., as modified by negotiations, be accepted and the resolution passed authorizing the General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: Attachment A.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.



CEO, General Manager/Secretary-Treasurer

ATTACHMENT A

RECOMMENDED PROVIDERS AND ESTIMATED BUDGET FOR PLAN YEAR 2011			
<u>Employee Benefit Plans</u>	<u>Estimated Enrollment</u>	<u>Plan Type</u>	<u>Funding</u>
<u>[MEDICAL]</u>			
Medical Mutual	1411	PPO/HMO	Self-Funded
Kaiser	417	HMO	Fully-Insured
<u>[DENTAL]</u>			
MetLife	1890	PPO	Fully-Insured
<u>[VISION]</u>			
National Vision	1869	PPO	Fully-Insured
<u>[TERM LIFE INSURANCE]</u>			
The Hartford	Active & Retirees		Fully-Insured
<u>TOTAL 2010 BUDGET</u>			
		\$20,316,500	
<u>TOTAL 2011 BUDGET</u>			
		\$22,319,150	
<u>% INCREASE</u>			
		10%	