

BID #VPS-FY14-001

HEALTH INSURANCE AGENT/BROKER SERVICES

1. Number of employees, retirees, and unions?

Answer: There are 1,138 employees, 54 retirees, and 8 unions.

2. Will the broker assume responsibility for Life, AD&D, STD or LTD lines of coverage?

Answer: Yes.

3. Will the broker be asked to participate in collective bargaining sessions, mediation or arbitration?

Answer: No.

4. We are assuming that the successful bidder will coordinate annual open enrollment meetings and create customized employee communication – yes?

Answer: Yes.

5. Will the broker be asked to develop wellness programs and manage vendors related to those programs?

Answer: Yes.

6. Who are the vendors for medical, pharmacy and dental?

Answer: Medical is ConnectiCare, pharmacy is Medco, and dental is Anthem.

7. When was the last time the employee benefits (medical carrier, dental carrier, stop loss carrier, life carrier, etc.) were marketed?

Answer: Fiscal Year 2014.

8. Under Section (4) Submission and Information Requirements, in subsection (ee) the RFP states: "Each proposer must submit qualifications and price proposals. The price proposal must include only a fee for service amount. The proposer must agree to forgo any sales commissions or other type of funding that may be provided by vendors in the form of after-award compensation. Please outline and detail how the broker will be compensated now and in the future. Please note that the VPS will require **complete** disclosure of any and all fees / commissions / contingent commissions / overrides / bonuses your organization receives each year as a result of your organization's work on its behalf." *We need clarification on how exactly you want the price proposal presented as our company works on a commission basis. We can easily explain that if you want, or we can provide a flat fee or an hourly rate. From the way this section is worded though, we are unclear how you want us to proceed.*

Answer: Refer to Section (4) Submission and Information Requirements. The price proposal must include **only** a fee for the service amount.

9. "Description of the Firm's involvement with VPSs of education in Connecticut." I think there is a typo here. Not sure exactly what information you are looking for with this question. Can you clarify please?

Answer: This is a typographical error. The sentence should read, "Description of the Firm's involvement with boards of education in Connecticut."

10. "Description of issues faced by Connecticut VPSs of education relative to health insurance." I think there is a typo here. Not sure exactly what information you are looking for with this question. Can you clarify please?

Answer: This is a typographical error. The sentence should read, "Description of issues faced by Connecticut boards of education relative to health insurance."

11. "A.M. Best Rating of A- or better highly preferred." Is this in reference to your actual insurance carriers, or is this a question about the A.M. Best rating of us as your broker?

Answer: This pertains to the broker's rating.