

RFP Analysis Review

RFP #2023-04-B (Stop Loss)

Presented By:

Lance Pendley, Senior Vice President
Cristina Palacios, Account Executive





Stop Loss Marketing Analysis

Town of Prosper
Stop Loss Marketing Analysis
Bid List
Effective Date: 1/1/2023

Vendor	AM Best	Financial Size Stop Loss	Notes
American Fidelity	A+	X (\$500 Million to \$750 Million)	<i>Did not submit proposal</i>
Anthem	A+	XV (\$2 Billion or Greater)	<i>Decline to quote - Underwriting Guidelines - Specific Level</i>
Berkley A&H	A+	XV (\$2 Billion or Greater)	<i>Unable to firm. Requires additional data</i>
Berkshire Hathaway	A++	XV (\$2 Billion or Greater)	<i>Uncompetitive and Unable to firm (\$75K ISL @ +18.3%)</i>
HMIG	A	XV (\$2 Billion or Greater)	<i>Unable to firm. Requires additional data</i>
Liberty Mutual	A	XV (\$2 Billion or Greater)	<i>Unable to firm. Requires additional data - Uncompetitive (\$100K ISL @ -3.3%)</i>
Optum Health	A	N/A	<i>Unable to firm. Requires additional data - Uncompetitive (\$75K ISL @ +12.3%)</i>
QBE Insurance	A	XV (\$2 Billion or Greater)	<i>Incumbent - On the Spreadsheet</i>
SunLife Financial	A+	XV (\$2 Billion or Greater)	<i>Decline to quote - Uncompetitive Rates</i>
Swiss Re	A+	XV (\$2 Billion or Greater)	<i>Unable to firm. Requires additional data - Uncompetitive (\$75K ISL @ 27.6%)</i>
Symetra Financial	A	XV (\$2 Billion or Greater)	<i>Unable to firm. Requires additional data</i>
TMHCC	N/A	N/A	<i>Did not submit proposal</i>
Unum	A	N/A	<i>Unable to firm. Requires additional data - Uncompetitive (\$75K ISL @ 31%)</i>
Vista (MGU)	NR	NR	<i>MGU - McGriff cannot recommend doing business with Managing General Underwriters (MGU)</i>
Voya Financial	A	XV (\$2 Billion or Greater)	<i>Decline to quote - Uncompetitive Rates</i>

*This is not an insurance contract: This proposal is for comparison purposes only. Please refer to certificate booklet or proposal for additional details, including limitations and exclusions.
Final rates and benefits will be determined by actual enrollment and plan selection.*

Town of Prosper

Stop Loss Marketing Analysis - \$75K

Effective Date: 1/1/2023

Stop Loss Carrier		QBE Current Plan	QBE Renewal Plan
TPA / Network		UMR	UMR
SPECIFIC RETENTION		\$75,000	\$75,000
Contract		PAID	PAID
Coverages		Medical & Rx	Medical & Rx
Lifetime Maximum Reimbursement		Unlimited	Unlimited
Specific Rates			
Single	125	\$226.29	\$226.30
Family	135	\$226.29	\$226.30
Composite	260	\$226.29	\$226.30
Specific Monthly Premium		\$58,835.40	\$58,838.00
Specific Annual Premium		\$706,024.80	\$706,056.00
Aggregate Rate			
Composite		\$6.95	\$7.35
Monthly Accommodation			
Aggregate Monthly Premium		\$1,807.00	\$1,911.00
Aggregate Annual Premium		\$21,684.00	\$22,932.00
AGGREGATE RETENTION			
Contract		PAID	PAID
Coverages		Medical & Rx	Medical & Rx
Run-In Limit		n/a	n/a
Maximum Reimbursement		\$1,000,000	\$1,000,000
Corridor		125%	125%
Aggregate Factors			
Single	125	\$1,126.29	\$1,206.83
Family	135	\$1,126.29	\$1,206.83
Composite	260	\$1,126.29	\$1,206.83
Monthly Attachment Factor		\$292,835.40	\$313,775.80
Annual Attachment Factor		\$3,514,024.80	\$3,765,309.60
Preferred / Non-Preferred Carrier		Preferred	Preferred
UMR connection charge		\$0.00	\$0.00
TOTAL FIXED COSTS			
Total Monthly Premium		\$60,642.40	\$60,749.00
Total Annual Premium		\$727,708.80	\$728,988.00
Annual Difference		-	\$1,279.20
Percent Difference		-	0.18%
Total Maximum Liability		\$4,241,733.60	\$4,494,297.60
Annual Difference		-	\$252,564.00
Percent Difference		-	5.95%
Additional Comments:		No Lasers Includes 50% Rate Cap.	Firm through 12/15 Includes 50% Rate Cap.

Town of Prosper

Stop Loss Marketing Analysis - \$100K

Effective Date: 1/1/2023

Stop Loss Carrier	QBE Current Plan	QBE Renewal Plan
TPA / Network	UMR	UMR
SPECIFIC RETENTION	\$75,000	\$100,000
Contract	PAID	PAID
Coverages	Medical & Rx	Medical & Rx
Lifetime Maximum Reimbursement	Unlimited	Unlimited
Specific Rates		
Single 125	\$226.29	\$193.25
Family 135	\$226.29	\$193.25
Composite 260	\$226.29	\$193.25
Specific Monthly Premium	\$58,835.40	\$50,245.00
Specific Annual Premium	\$706,024.80	\$602,940.00
Aggregate Rate		
Composite	\$6.95	\$9.35
Monthly Accommodation		
Aggregate Monthly Premium	\$1,807.00	\$2,431.00
Aggregate Annual Premium	\$21,684.00	\$29,172.00
AGGREGATE RETENTION		
Contract	PAID	PAID
Coverages	Medical & Rx	Medical & Rx
Run-In Limit	n/a	n/a
Maximum Reimbursement	\$1,000,000	\$1,000,000
Corridor	125%	125%
Aggregate Factors		
Single 125	\$1,126.29	\$1,230.97
Family 135	\$1,126.29	\$1,230.97
Composite 260	\$1,126.29	\$1,230.97
Monthly Attachment Factor	\$292,835.40	\$320,052.20
Annual Attachment Factor	\$3,514,024.80	\$3,840,626.40
Preferred / Non-Preferred Carrier	Preferred	Preferred
UMR connection charge	\$0.00	\$0.00
TOTAL FIXED COSTS		
Total Monthly Premium	\$60,642.40	\$52,676.00
Total Annual Premium	\$727,708.80	\$632,112.00
Annual Difference	-	(\$95,596.80)
Percent Difference	-	-13.14%
Total Maximum Liability	\$4,241,733.60	\$4,472,738.40
Annual Difference	-	\$231,004.80
Percent Difference	-	5.45%
Additional Comments:	No Lasers Includes 50% Rate Cap.	Firm through 12/15 Includes 50% Rate Cap.

Thank You!

