



Renewal / Marketing Analysis
Prepared for

CITY OF SPARKS

Presented By

L/P Insurance Services, Inc.
Employee Benefits Division

Effective: July 1, 2015

CITY OF SPARKS

Response to Bid

<u>CARRIERS CONTACTED</u>	<u>INTERMEDIARY</u>	<u>BID RESPONSE</u>	<u>% Compared to Current</u>
EXCESS LOSS			
Companion Life	HSI	Incumbent - Current/Renewal Presented	9.01%
National Union Fire	AIG	Quotes Presented	37.60%
Optum	-	Quotes Presented	38.73%
HCC Life	-	Declined to Quote - Not Competitive	-
Prodigy	-	Declined to Quote - Not Competitive	-
Voya	-	Declined to Quote - Not Competitive	-
US Fire	ARS	Declined to Quote - Not Competitive	-
Partner Re	ARS	Declined to Quote - Not Competitive	-
American National	ARS	Declined to Quote - Not Competitive	-
HM Life	ARS	Declined to Quote - Not Competitive	-
Swiss Re	ARS	Declined to Quote - Not Competitive	-
Sun Life	ARS	Declined to Quote - Not Competitive	-
Transamerica/Munich Re	ARS	Declined to Quote - Not Competitive	-
Reliance Standard	ARS	Declined to Quote - Not Competitive	-

CITY OF SPARKS

Excess Loss - \$225K Specific Deductible

Effective: July 1, 2015

CARRIER INTERMEDIARY	Current	Renewal	Option 1	Option 2
	Companion Life HSI	Companion Life HSI	National Union Fire AIG	Optum N/A
EXPOSURES:				
Single	167	167	167	167
Family	452	452	452	452
SPECIFIC STOP LOSS:				
Stop Loss Level	\$225,000	\$225,000	\$225,000	\$225,000
Contract Basis	24/12	24/12	24/12	24/12
Benefits Covered	Medical/Rx	Medical/Rx	Medical/Rx	Medical/Rx
Annual Limit of Liability	Unlimited	Unlimited	Unlimited	Unlimited
Lifetime Limit of Liability	Unlimited	Unlimited	Unlimited	Unlimited
Reimbursement Percent	100%	100%	100%	100%
Specific Advancement	Included	Included	Included	Included
Actively at Worked Waived	Waived w/disclosure	Waived w/disclosure	Waived w/disclosure	Waived w/disclosure
Retirees	Included	Included	Included	Included
SPECIFIC STOP LOSS RATES:				
Single	\$21.00	\$22.75	\$23.09	\$27.53
Family	\$49.91	\$54.46	\$70.82	\$69.83
ESTIMATED ANNUAL COSTS				
Single	\$42,084	\$45,591	\$46,272	\$55,170
Family	\$270,712	\$295,391	\$384,128	\$378,758
SPECIFIC STOP LOSS				
% over/(under) current	0.00%	9.01%	37.60%	38.73%
\$ over/(under) current	\$0	\$28,186	\$117,604	\$121,132
Contingencies				
Lasers	Claimant 1 - \$340K	None	None	None
Rate Lock	-	60 days	60 days	60 days
Signed Disclosure Statement Required	-	No	Yes	Yes
Signed plan document	-	No	Yes	Yes

Blue = Increased Benefit / Red = Decreased Benefit