



COUNTY OF DANE
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
Room 425 City-County Building
210 Martin Luther King Jr. Blvd.
Madison, WI 53703-3345
608-266-4131
FAX 608-266-4425 TDD 608-266-4941

GREG BROCKMEYER
Director of Administration

CHARLES HICKLIN
Controller

DATE: October 8, 2019
TO: All Proposers
FROM: Carolyn Clow, Purchasing Agent
SUBJECT: ADDENDUM #1 to RFP #119081 – Group Voluntary Vision Insurance

Question 1

Do you have any retiree membership data on your census? I know that they are outsourced, but wondering for marketing purpose if there is anything that can be provided.

Answer: A second census with this data will be available soon and may be requested from Carolyn Clow at clow.carolyn@countyofdane.com

Question 2

Vision paid claims information – can you please provide us with the premium vs. claims for a rolling 24-months?

Answer: See attached information.

Question 3

Is the plan 100% employee paid as a Voluntary Plan? Or does the employer contribute anything towards the cost of the benefit plans?

Answer: The Vision plan is 100% voluntary; there is no employer contribution.

Question 4

Page 10 of RFP - Under General Requirements - Must accept Dane County's self-billing. Vendor must accept payment of employee premium via monthly payroll deduction to the vendor. Please advise if it is the County's intent for carrier to receive monthly payments directly from their employees.

Answer: The County collects premiums via payroll deduction for active members and remits those premiums to the carrier. Retirees would need to be billed directly/individually.

Question 5

Page 10 of RFP - Requirements - The vendor agrees to deal directly with retirees in providing an open enrollment, notifying the retirees of such enrollment period, accepting applications, and direct

billing of retirees on the plan. Please advise if the County would accept an independent offering of our filed individual platform to the retirees that would not require any County administration?

Answer: No, the plan quoted needs to be provided on a group platform.

Question 6

Page 12 of RFP – 4.0 – Proposal Preparation Requirements – Mention of “Page Limitations” – Would you please verify page limitations apply to vendor response and describe those limitations?

Answer: There are no page limitations.

Question 7

Can you please clarify if there is any Employer contribution on this plan or if it’s 100% employee paid?

Answer: 100% employee paid.

Question 8

Can you please provide a vision handbook? The summary is a great start, but having the actual handbook would be nice since the request is that we match or improve upon all current benefits.

Answer: Please see the documents labeled: 2015-2018_Anthem_Custom_Summary_Materials_Only & 2015-2018_Anthem_Custom_Summary_Full Service_Plan

Question 9

Can you please confirm: when you say to include “standard commission”, do you mean each carrier should use their own standard commission? Or is there one specific amount (% of premium) you are wanting each carrier to use across the board?

Answer: Please quoting using your carrier specific standard commissions.

Question 10

Please confirm the current and requested commission level?

Answer: The current commission is 10% of premium, please quote using your carrier specific standard level of commission.

Question 11

Please provide 2 to 3 years of premium, claims and insured lives by year.

Answer: See answer #2

Please acknowledge receipt of this addendum by noting “Addendum #1 Received” on the Signature Affidavit page when you submit your bid. If you have any questions regarding this addendum, please contact me at 608-266-4966.

Sincerely,

Carolyn A. Clow, CPPB
Lead Purchasing Agent

County of Dane
 Revenue and Enroll Report
 Report Period: Sep 1, 2017 - Aug 31, 2019

Plan	Revenue Type	201709	201710	201711	201712	201801	201802
VISION 1	PREM	\$1,792.28	\$5,498.09	\$5,590.86	\$5,666.06	\$5,714.28	\$5,675.47
VISION 2	PREM	\$7,984.95	\$8,043.40	\$8,089.32	\$8,049.01	\$8,076.59	\$8,077.90
TOTALS		\$9,777.23	\$13,541.49	\$13,680.18	\$13,715.07	\$13,790.87	\$13,753.37

Plan	Product	201709	201710	201711	201712	201801	201802
VISION 1	VIS	\$6,236.23	\$7,736.56	\$6,676.58	\$6,677.54	\$9,380.19	\$4,019.68
VISION 2	VIS	\$6,394.82	\$7,531.45	\$4,520.74	\$4,991.69	\$7,663.03	\$3,410.54
		\$12,631.05	\$15,268.01	\$11,197.32	\$11,669.23	\$17,043.22	\$7,430.22

Plan	201709	201710	201711	201712	201801	201802	201803
VISION 1	389	394	404	414	418	423	426
VISION 2	688	690	694	698	698	697	703

Plan	201709	201710	201711	201712	201801	201802	201803
VISION 1	860	876	900	921	932	939	944
VISION 2	1,573	1,576	1,579	1,592	1,592	1,590	1,598

Revenue

201803	201804	201805	201806	201807	201808	201809	201810	201811	201812
\$5,515.82	\$5,614.70	\$5,451.07	\$5,626.02	\$5,362.26	\$5,759.03	\$5,919.01	\$5,617.39	\$5,741.10	\$5,848.83
\$8,124.33	\$8,178.33	\$8,681.97	\$8,623.99	\$8,689.61	\$8,738.78	\$8,949.35	\$8,699.96	\$8,662.47	\$8,663.15
\$13,640.15	\$13,793.03	\$14,133.04	\$14,250.01	\$14,051.87	\$14,497.81	\$14,868.36	\$14,317.35	\$14,403.57	\$14,511.98

Claims

201803	201804	201805	201806	201807	201808	201809	201810	201811	201812
\$7,022.33	\$5,920.11	\$4,852.46	\$5,603.95	\$8,003.61	\$6,567.82	\$4,916.15	\$5,371.81	\$6,900.72	\$8,581.59
\$6,226.49	\$7,014.87	\$5,030.25	\$5,745.34	\$6,078.62	\$6,060.95	\$5,899.01	\$6,511.98	\$6,621.85	\$6,693.12
\$13,248.82	\$12,934.98	\$9,882.71	\$11,349.29	\$14,082.23	\$12,628.77	\$10,815.16	\$11,883.79	\$13,522.57	\$15,274.71

Vision Subscribers

201804	201805	201806	201807	201808	201809	201810	201811	201812	201901
426	429	440	449	457	464	467	473	481	492
704	743	745	748	749	753	751	749	750	752

Vision Members

201804	201805	201806	201807	201808	201809	201810	201811	201812	201901
941	951	974	994	1,016	1,027	1,033	1,044	1,055	1,078
1,593	1,702	1,705	1,715	1,716	1,718	1,711	1,704	1,704	1,707

201901	201902	201903	201904	201905	201906	201907	201908	Total Revenue
\$5,910.42	\$6,394.82	\$5,355.44	\$5,714.48	\$6,203.00	\$5,994.16	\$5,944.94	\$8,185.11	\$136,094.64
\$8,703.05	\$8,709.60	\$8,674.16	\$8,690.89	\$8,925.31	\$8,951.60	\$8,944.09	\$8,963.86	\$204,895.67
\$14,613.47	\$15,104.42	\$14,029.60	\$14,405.37	\$15,128.31	\$14,945.76	\$14,889.03	\$17,148.97	\$340,990.31

201901	201902	201903	201904	201905	201906	201907	201908	Total Paid
\$6,512.73	\$5,737.44	\$7,101.94	\$7,251.93	\$7,131.86	\$6,694.87	\$8,028.85	\$8,405.92	\$161,332.87
\$4,899.93	\$3,814.88	\$4,792.72	\$6,060.38	\$5,085.61	\$3,517.98	\$4,813.68	\$4,598.94	\$133,978.87
\$11,412.66	\$9,552.32	\$11,894.66	\$13,312.31	\$12,217.47	\$10,212.85	\$12,842.53	\$13,004.86	\$295,311.74

201902	201903	201904	201905	201906	201907	201908	Ttl Subs
499	499	500	527	537	542	550	11,100
751	752	752	769	771	773	773	17,653

201902	201903	201904	201905	201906	201907	201908	Ttl Mbrs
1,089	1,087	1,087	1,152	1,164	1,168	1,184	24,416
1,704	1,703	1,701	1,761	1,763	1,767	1,767	40,240