

# RESOLUTION OF THE CITY COUNCIL

No. 146



Approved March 24, 2024

RESOLVED, That the Members of the Providence City Council hereby Authorizes Approval of the following Contract Award by the Board of Contract and Supply, in accordance with Section 21-26(b)(1) of the Code of Ordinances.

Delta Dental of Rhode Island  
(Department of People and Culture)

\$16,606,722.00

IN CITY COUNCIL  
MAR 20 2025  
READ AND PASSED

  
RACHEL M. MILLER, PRESIDENT  
  
CLERK

I HEREBY APPROVE.

  
Mayor

Date: 3/24/25



OFFICE OF THE INTERNAL AUDITOR  
*City of Providence*

March 4, 2025

Ms. Tina Mastroianni  
City Clerk's Office  
City of Providence  
25 Dorrance Street  
Providence, RI 02903

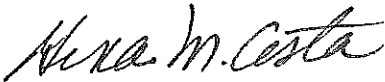
Dear Tina:

I am writing to request that the following requested contract award be submitted to the City Council and the Finance Committee for approval:

- **Department of Planning and Development**
  - Request of a Change Order #1 to Planning, Engineering and Design Services for Safe Streets Projects with **Toole Design Group, LLC** in the amount of **\$210,366.58** in accordance with the Code of Ordinances, Section 21-26 (b) (4);
  - Approval to pay **Federal Hill Commerce Association \$750,000** "to update decorative lighting along Atwells Avenue" in accordance with the Code of Ordinances, Section 21-26 (b) (1) and (2);
- **Department of Public Works**
  - Approval to pay **Safety Markings, LLC** for outstanding invoices related to Citywide pavement markings in the amount of **\$100,996.53** in accordance with the Code of Ordinances, Section 21-26 (b) (2);
  - Approval to exercise option year 1 for Providence Citywide Pavement Markings with **K5 Corporation and Safety Markings LLC not to exceed \$200,000** in accordance with the Code of Ordinances, Section 21-26 (b)(5);
- **Department of People and Culture**
  - Award to **Caremark PCS Health, LLC**, low bidder, the amount of **\$73,200,000** for "Prescription Drug RX Marketing" (3-Year Contract with Two 2-Year Options for Renewal) in accordance with Code of Ordinances, Section 21-26 (b)(1);

- Award to **Metropolitan Life Insurance Company, low bidder** for Vision Insurance (3 Year Contract with Two 2-Year Options for Renewal) the amount of **\$437,595** in accordance with Code of Ordinances, Section 21-26 (b);
- Award to **Blue Cross & Blue Shield of RI (London Health Administrators)**, second lowest bidder, for Flexible Spending Account (FSA) Marketing (3 Year Contract with Two 2-Year Options for Renewal) the amount of **\$36,396** in accordance with Code of Ordinances, Section 21-26 (b);
- Award to **Delta Dental of Rhode Island**, second lowest bidder, for Dental Insurance the amount of **\$16,606,722** (3-Year Contract with Two 2-Year Options for Renewal) in accordance with Code of Ordinances, Section 21-26 (b) (1);
- Award to **Blue Cross & Blue Shield of Rhode Island**, low bidder, for Medical Insurance in the amount of **\$364,533,525** (3-Year Contract with Two 2-Year Options for Renewal) in accordance with Code of Ordinances, Section 21-26 (b) (1);
- Award to **Blue Cross & Blue Shield of Rhode Island (London Health Administrators)**, highest bidder, for HRA Marketing RFP in the amount of **\$226,125** (3-Year Contract with Two 2-Year Options for Renewal) in accordance with Code of Ordinances, Section 21-26 (b) (1);
- Award to **Metropolitan Life Insurance Company** for “Basic Life/AD &D Supplemental Life Insurance Marketing in the amount of **\$243,783** (3-Year Contract with Two 2-Year Options for Renewal) in accordance with Code of Ordinances, Section 21-26 (b) (1);

Sincerely,



Gina M. Costa  
Internal Auditor

Cc: John Arzoomanian, Department of Public Property  
Alejandro Tirado, Director of Purchasing  
Joseph I. Mulligan, III, Director of Planning and Development  
Patricia A. Coyne-Fague, Esa, Director of Public Works  
Shomari Husband, City Treasurer  
Paul Winspeare, Chief People Officer



CITY OF PROVIDENCE  
MAYOR BRETT P. SMILEY

**DEPARTMENT OF PEOPLE & CULTURE**  
Human Resources | Diversity, Equity, Inclusion & Belonging

Paul A. N. Winspeare, MBA, BS-HRM, SPHR, PHR, aPHR, M.:  
**Chief People Officer**

Date: 2/27/2025

Dr. Silas Otniel Rodrigues Pinto, Ph.D., NCSP  
Deputy Chief of People and Culture – Equity, Inclusion & Talent

Ashley Fioravanti, MA-HRM, SHRM-CP  
Deputy Chief of People and Culture – Total Compensation

The Honorable Brett P. Smiley  
Chairman, Board of Contract and Supply  
City Hall  
25 Dorrance Street  
Providence, RI 02903

RE: Dental Insurance (3-Year Contract with Two 2-Year Options for Renewal) – Department of People and Culture

MinuteTraq ID#: 47354

Minority Participation: 20% MBE, 0%WBE

Account Code(s): 101-900-21321, 700-900

Dear Mayor Smiley,

DATE OF BID OPENING: November 18, 2024

RECOMMENDED BIDDER & THEIR ADDRESS:

Delta Dental of Rhode Island, James Kinney, 10 Charles Street, Providence, RI 02904

TOTAL AMOUNT RECOMMENDED: Year 1 - \$5,319,939, Year 2 - \$5,532,737, Year 3 - \$5,754,046; TOTAL – \$16,606,722

In response to our request for proposal regarding the above entitled, our department received the following bid(s)

(Listed by low bidder first):

	VENDOR NAME	BASE (minimum reqs.)	TOTAL (final specifications)
1	Blue Cross & Blue Shield of Rhode Island		Year 1 - \$5,243,539 Year 2 - \$5,348,409 Year 3 - \$5,455,378 TOTAL - \$16,047,326
2	Delta Dental of Rhode Island		Year 1 - \$5,319,939 Year 2 - \$5,532,737 Year 3 - \$5,754,046 TOTAL - \$16,606,722
3	Metropolitan Life Insurance Company		Year 1 - \$5,550,081 Year 2 - \$5,550,081 Year 3 - \$5,550,081 TOTAL - \$16,650,243

- On the basis of said bids, we recommend the low bidder, as identified on LINE 1, whose bid has met the specifications.
- On the basis of said bids, we recommend the bidder identified on LINE: 2. While not the apparent low bidder, a review of the bids reveal that it is in the best interest of the City to reject the low bidder. See the Explanation box below.
- On the basis of said bids, we recommend multiple bidders identified on LINES: \_\_\_\_\_. A review of the bids reveal that it is in the best interest of the City to utilize these bidders together. See the Explanation box below.

Explanation: Renewing with Delta Dental of Rhode Island is recommended due to several key benefits. The renewal offers a 4.1% cost reduction compared to current costs. Delta Dental's network is particularly strong, with 89% of providers in-network and access to Primary and Specialty dentists at 98% or higher. Additionally, staying with them ensures no member disruption, unlike

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transitioning to other carriers, which would cause significant disruption. This option combines cost savings, a robust network, and minimal disruption, making it the most advantageous choice.

Additional documentation to support the decision for this award **not** attached to this letter.

Respectfully submitted,

Rolanda Schaefer - Director  
Director Name & Title of Total Rewards.

Sara Silveria  
Financial Approval:



Department Subject Matter Expert: Paul Winspeare, Chief People Officer

*By signing, the subject matter expert certifies the following: That the recommended vendor(s) is/are the lowest, qualified bidder(s) with regards to the corresponding specifications. That all bids corresponding to this award were reviewed for completeness and that the recommended bidder's submission is inclusive of all required documents.*

**City of Providence**

**Rhode Island  
Department of City Clerk**

**MEMORANDUM**

**DATE:** November 18, 2024

**TO:** Purchasing Director

**SUBJECT:** **DENTAL INSURANCE (3-YEAR CONTRACT WITH TWO  
2-YEAR OPTIONS FOR RENEWAL) – DEPARTMENT OF  
PEOPLE AND CULTURE**

**CONSIDERED BY:** Board of Contract and Supply

**DISPOSITION:** VOTED: that all bids be referred to the Purchasing  
Director for tabulation

Delta Dental of RI  
Blue Cross Blue Shield of RI  
Metropolitan Life Insurance Company

  
Purchasing Department

**City Clerk**