

RESOLUTION OF THE CITY COUNCIL

No. 150

Approved April 6, 2021

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

Delta Dental of RI
(Human Resources)

\$17,000,000.00 for a three year contract

IN CITY COUNCIL

APR 1 2021

READ AND PASSED

Sabrina Mats
PRES.

Tina L. Mastromanni
ACTING CLERK

I HEREBY APPROVE.

[Signature]
Mayor
Date: *4/6/21*

Office of the Internal Auditor
City of Providence



February 23, 2021

Mr. Shawn Selleck
City Clerk's Office
City of Providence
25 Dorrance Street
Providence, RI 02903

Dear Shawn:

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

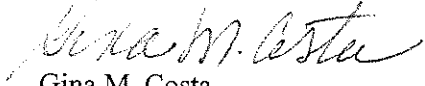
▪ **Human Resources:**

- Award to **Delta Dental of RI** for dental marketing in the amount of **\$17,000,000.00** for a three- year contract in accordance with the Code of Ordinance, Section 21-26 (a);
- Award to **Blue Cross & Blue Shield of RI** for medical marketing in the amount of **\$246,000,000.00** for a three-year in accordance with the Code of Ordinance, Section 21-26 (a);
- Award to **Caremark PCS Health, LLC** ("CVS Health") for pharmacy marketing in the amount of **\$63,000,000.00** for a three-year contract in accordance with the Code of Ordinance, Section 21-26 (a);

▪ **Water Supply Board:**

- Award to **Dewcon, Inc** for the replacement and rehabilitation of water matins and appurtenances within upper South Providence in the amount of **\$4,262,690.00** in accordance with the Code of Ordinances, Section 21-26 (a);
- Award to **Cathedral Corporation** for water bill laser printing and mailing services for a total amount not to exceed **\$2,100,000.00** in accordance with the Code of Ordinances, Section 21-26 (a).

Sincerely,



Gina M. Costa
Internal Auditor

Cc: Emmanuel Eccheviera, Director of Human Resources
Ricky Carulo, General manager, WSB
Brenda Almonte, Director of Public Property
Alejandro Tirado, Associate Director of Purchasing
James J. Lombardi, III, Treasurer/Senior Advisor to City Council



CITY OF PROVIDENCE

Jorge O. Elorza, Mayor

February 19, 2021

Honorable Jorge Elorza
Chairman, Board of Contract and Supply
City Hall
Providence, RI 02903

Dear Mayor Elorza,

RE: 29721 – Dental Marketing

DATE OF BID OPENING: October 13, 2020

RECOMMENDED BIDDER: Delta Dental of RI
10 Charles Street, Providence, RI 02904

AMOUNT RECOMMENDED: \$5,000,000/year 1; \$6,000,000/year 2; \$6,000,000/year 3
In response to our request for proposal regarding the above entitled, our Department received the following Bids; (Please list by low bidder first)

	Name	BASE – Self-Insured	ALTERNATE – Fully-Insured	BASE TOTAL (Pending Budget Approval)
1.	Blue Cross & Blue Shield of RI	Year 1 - \$5,000,000 Year 2 - \$5,000,000 Year 3 - \$6,000,000 3-year Total: \$16,000,000	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000	Year 1 - \$5,000,000 Year 2 - \$5,000,000 Year 3 - \$6,000,000 3-year Total: \$16,000,000
2.	Delta Dental	Year 1 - \$5,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$17,000,000	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000	Year 1 - \$5,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$17,000,000
3.	Metropolitan Life	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000	Year 1 - \$5,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$17,000,000	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000
4.	UnitedHealthcare	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000	Did not provide	Year 1 - \$6,000,000 Year 2 - \$6,000,000 Year 3 - \$6,000,000 3-year Total: \$18,000,000

(Additional sheet is ☐ is not ☐ attached)

☐ On the basis of said bids, we recommend the low bidder, as identified on LINE 1, which firm's 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(s) because of the high level of provider disruption in the network when changing from the incumbent carrier. In addition, from a cost basis, the savings were marginal and can vary based on utilization, essentially eliminating the projected savings.
- Based on the information shared with Mercer by Providence, UHC did submit a bid which was opened during the public forum. As a result, the UHC bid was reviewed and presented to Providence.

HUMAN RESOURCES – BENEFITS

Providence City Hall, 25 Dorrance Street, Room 410, Providence, Rhode Island 02903
401-680-5279 ph – 401-680-5457 fax
www.providenceri.gov



CITY OF PROVIDENCE
Jorge O. Elorza, Mayor

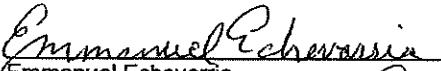

Additional sheet is ☐ is not ☐ attached)

MINORITY PARTICIPATION 20%

Respectfully submitted,

Account Code 101-900-21321 (City)
 10-18000-432002500-52122-5100 (PPSD)
 10-99997-997979700-21153 (PPSD)

Amount \$5,000,000 – year 1
 \$6,000,000 – year 2
 \$6,000,000 – year 3
 \$17,000,000 - 3-Year Total (Pending Budget
 Approval)


Emmanuel Echevarria
Director of Human Resources 

Financial Approval: _____

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