



San Elizario ISD
P.O. Box 920
San Elizario, TX 79849
Phone: 915.872.3900
Fax: 915.872.3903

MEMORANDUM

To: Members of the Board of Trustees
From: Nancy Tinoco, Purchasing Specialist
Subject: Consider and possible Board action to approve Request for Competitive Sealed Proposals for Voluntary Fully Insured, Vision and Disability Benefits (RFCSP# 25-1167)
Date: June 18, 2025

HISTORY:

The District's current three-year contract for voluntary vision and voluntary disability insurance was originally awarded on June 15, 2020. As this agreement approaches its expiration, the District initiated a competitive procurement process by soliciting proposals from qualified firms capable of providing these voluntary insurance services. The District intends to award a new initial contract for a three-year term, effective September 1, 2025, through August 31, 2028. Furthermore, the District shall retain the option to renew the contract for up to two (2) additional one-year terms.

RATIONALE:

Request for Competitive Sealed Proposals (RFCSP) No. 25-1167 solicited responses for a new three-year contract for voluntary vision and disability insurance services. A total of four (4) carrier proposals were received across both service lines. However, two (2) of the submissions were disqualified due to incomplete documentation. Summaries of the remaining qualified proposals are provided below for reference; however, the terms and conditions outlined in the actual submitted proposals shall prevail. Pricing details are included in the attachment labeled *Table 1*.

Vendor Responses

Vendor	Broker/TPA	General Information	Financial Information	Customer Service	References	Implementation	Vision	Disability
Ochs	TEB Benefits Group	Not Considered - Did not include electronic copy within submission						
The Hartford	TEB Benefits Group	Not Considered - RFP submission was not sealed						
The Standard	TEB Benefits Group	X	X	X	X	X	X	X
Versant (Superior Vision)	TEB Benefits Group	X	X	X	X	X	X	Did Not Quote

Subsequently, a Best and Final Offer (BAFO) was requested solely from The Standard for disability insurance. The Standard agreed to match the District's current rates as their BAFO, with a three-year rate guarantee. Additionally, The Standard agreed to align the Return-to-Work Incentive with the

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current plan design as part of their final offer. These details are included in the attachment labeled *Table 2*.

The evaluation committee consisted of the following staff members:

Stephanie Ruiz – Coordinator, Human Resources
Edna Garcia – Accountant
Jasmine Lozano – Counselor, Secondary, SEHS

The evaluation criteria used for this request for proposals was as follows:

The purchase price	40
The reputation of the vendor and the vendor's goods or services	15
The quality of the vendor's goods or services	10
The extent to which the goods or services meet the District's needs	10
The vendors past relationship with the District	5
The impact on the ability of the district to comply with laws relating to historically underutilized businesses	5
The total long-term cost to the district to acquire the services	5
For a contract that is not for goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner has its principal place of business in this state or employs at least 500 persons in this state.	5
SEISD Questionnaire response	5
Total	100

BUDGET IMPACT:

There is no budget impact associated with these proposal awards since these are voluntary benefits directly paid by employees.

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ADMINISTRATIVE RECOMMENDATION:

The evaluation committee recommends awarding the voluntary vision insurance contract to Versant Health (Superior Vision), based on the evaluation of submitted proposals. For the voluntary disability insurance, the committee recommends accepting the Best and Final Offer submitted by The Standard.

For Approval? ☒ Yes ☐ No

If no, please check one: ☐ Presentation ☐ Report ☐ Information

Please check if applicable: ☒ Attachment Included

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