City of Jacksonville, Florida

Lenny Curry, Mayor

Employee Services Department
City Hall, 117 West Duval St., Suite 150
Jacksonville, Florida 32202

ONE CITY. ONE JACKSONVILLE.

MEMORANDUM

To: Greg Pease, Chairperson

Professional Services Evaluation Committee

From: Mary DiPerna, Chief, Compensation and Benefits

Carolina Teran-Oceguera, Manager, Compensation and Benefits

Re: P – 23-20 – Group Vision

Date: July 17, 2020

As a result of fee and contract negotiations with VSP, we recommend that the City enter into a contract with VSP for the City of Jacksonville Group Vision Insurance Plan. VSP has agreed to reduce premiums by an additional 1% for a total reduction of 11.8% over the current premiums. The contract shall begin on January 1, 2021 for a five (5) year period.

All other terms and conditions are according to the Scope of Services outlined in the Request for Proposal. The maximum indebtedness shall not exceed $2,000,000 for the contract period.

Mark Tafuri
Market Director

July 17, 2020

Ms. Mary DiPerna, MAcc, CEBS
Chief of Compensation & Benefits Division
City of Jacksonville, Florida
Compensation & Benefits Division
117 West Duval Street
City Hall, Suite 150
Jacksonville, Florida 32202

RE: RFP No: P-23-20 Voluntary Vision Plan

Dear Ms. DiPerna,

We have reviewed the RFP and our plan offering for the City of Jacksonville and I wanted to first confirm that our plan designs for both the High and Low plans duplicate the fundamental plan design of the current programs. While we have attempted to mirror all aspects of the plans there are things that are structurally done differently between VSP and EyeMed. These differences such as the Option tier copays vary on the low plan for Progressives and both plans for Anti-Reflective Coating. Certain Option tier copays are lower with VSP and others are lower with EyeMed. These tiers are specifically designed by each Carrier and are proprietary. As a whole, the plans In-network stack up extremely close and provide the same outcome.

There are a few differences that I wanted to point out, Our Out of Network allowance structure does not permit us to make any alterations as these numbers are filed with the State. Typically, we do not see high out of network usage. In addition, we offer our members the opportunity for a 20% discount on the second pair of glasses. VSP has opted not to offer discounts on the purchase of additional Conventional Contact lenses as only about 1% of all contact lens wearers actually use Conventional Lenses. Instead, we are offering our members rebates as high as $200 on brands such as Bausch and Lomb.

Finally, we will be willing to reduce our rates as requested by 1% for the full term of the contract. The new rates will be

High Plan	$6.92/ $11.13/ $10.40/ $17.72
Low Plan	$3.56/ $6.80/ $6.36/ $10.87

Please let me know if you have any further questions or need any additional information.

Sincerely,

Mark Tafuri

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