

RFP Information

Created by:
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Date

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Products

Medical

- PPO
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- PPO
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Vision

- PPO
- Exam Only

Commissions

- Commissions are offered as a % of premium or PEPM (per employee per month) dollar amount
- Match the Sales strategy or current commissions
- Fully insured plans typically have a % of premium
- ASO / self-funded plans typically have a PEPM amount

Incumbent Data Provided

- The incumbent data provided is important in processing an RFP (Request for Proposal).
 - Incumbent Carrier - competitor information is helpful in comparing area discounts, industry loads
 - Benefit Summaries - used to match benefits as close as possible
 - Rates - used to determine if the proposal offered is competitive or uncompetitive
 - Claims Experience - used by Underwriters to rate a group. This is typically for larger groups with 150 or more enrolled

Census

- The census includes demographics for employees that work for the account.
- The age, gender, and zip codes have an impact on pricing.
- Required information:
 - Date of Birth
 - Gender
 - Home Zip Code
 - What plan is each employee enrolled in?
 - What coverage tier does each employee have?
 - Who do they cover: themselves, their spouse, their children?

RFP Finalization

- Was the proposal Released to Sales?
- Was an Underwriter assigned?
- Did Sales or Underwriting Decline to Quote (DTQ)?
 - If yes, what was the reason?