

**2018 City of Mesquite Life Insurance RFP Marketing Results**  
**Criteria Evaluation**

	TheStandard	Aflac	Dearborn National	Securian	Unum	UHC
1) Competitiveness of fees; ability to offer multi-year rate guarantees or year renewal options with capped liability. <b>45 Points</b>	45	25	30	35	40	20
2) Qualifications, experience, expertise, and program compatibility <b>20 Points</b>	20	20	20	20	20	20
3) Plan design and methodology including technical approach and understanding of the scope of the project <b>20 Points</b>	20	20	20	20	20	20
4) Proposed contract terms and conditions <b>10 Points</b>	8	10	10	10	10	10
5) References <b>5 Points</b>	0	0	5	0	0	0

**Total Possible Points = 100**

**93**

**75**

**85**

**85**

**90**

**70**