

CITY OF WARWICK

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

RESOLUTION OF THE CITY COUNCIL

NO: \_\_\_\_\_

APPROVED: \_\_\_\_\_ MAYOR

DATE: \_\_\_\_\_

RESOLVED, That The City Council of the City of Warwick as required by the provisions of Sections 6-11 and 6-12 of the City Charter and the Ordinance relative to competitive bidding on purchase enacted there under hereby and herewith approves the acceptance of the following bid(s):

Bid #	Name	Vendor(s) Name/Address	Contract Award	Contract Period	Note	Code	FY
2015 - 138A	Police Personnel Uniforms	<b>Barney's Uniforms</b> 922 Cranston St. <u>Cranston, RI 02920</u> <b>RI Uniform &amp; Supply</b> 1395 Atwood Ave. Ste. 109 <b>Johnston, RI 02919</b>	\$10,000.00		1	6 - 12	
2016 - 243	Advanced Traffic Crash/Homicide Investigation School	<b>Hampton Inn Dover</b> Nine Hotel Dr. Dover, NH 03820	\$863.28		2	6 - 12	
2015 - 23	Chemical Cooling Tower Corrosion Inhibitor & Microbiological Control	<b>Nortech Division/Cascade Water Services, Inc.</b> 11 Freedom Way Ste. B6 Niantic, CT 06357	\$1,500.00	7/1/16 - 6/30/17	3	6 - 12	17

(continued next page)

PCR-65-16

Bid #	Name	Vendor(s) Name/Address	Contract Award	Contract Period	Note	Code	FY
2016 - 261	In-Line Hockey Rink Replacement for City Park	<b>Rink Systems, Inc.</b> 1103 Hershey St. Albert Lea, MN 56007	\$51,300.00				
2016 - 286	Remove Old Boiler, Install 2 High-Efficient Condensing Boilers & 1 Indirect Hot Water Heater at the Pilgrim Senior Center	<b>Climate Masters</b> 66 Clark Rd. Smithfield, RI 02917	\$45,700.00	1 year from date of award			
2016 - 315	Precast Catch Basins, Drywell, Oil/Water/Grit Separator & Leaching Galley (Re-bid)	<b>Concrete Systems, Inc.</b> Nine Commercial St. Hudson, NH 03051	\$30,000.00	1 year from date of award			
2016 - 316	Purchase 4 Fully-Rugged Tablets for Police Patrol Vehicles	<b>Island Tech Services</b> 980 S. 2 <sup>nd</sup> St. Ronkonkoma, NY 11779	\$17,060.00	1 year from date of award			
2016 - 317	Document Scanning Services for Public Works Engineering Division	<b>Konica Minolta Business Solutions USA, Inc.</b> 100 Williams Dr. Ramsey, NJ 07446	\$30,000.00	1 year from date of award			
2016 - 320	Professional Services Related to Design, Printing & Mail Preparation of Consumer Confidence Reports (Re-bid)	<b>AP Navitus</b> 260 Narragansett Pk. Dr. Rumford, RI 02916	\$10,360.00		4		

(continued next page)

PCR-65-16

Bid #	Name	Vendor(s) Name/Address	Contract Award	Contract Period	Note	Code	FY
2017 - 3	City of Warwick Medical Insurance Benefits & Stop-Loss Provider	<b>RI Interlocal Risk Management Trust</b> 501 Wampanoag Tr. Ste. 301 E. Providence, RI 02915	\$19,210,168.00 1 <sup>st</sup> year annual cost	7/1/16 - 6/30/19	5		17
2017 - 4	Dental Self-Insured Administrator	<b>Blue Cross &amp; Blue Shield of RI</b> 500 Exchange St. Providence, RI 02903	\$1,086,469.56	7/1/16 - 6/30/17	6		17
2017 - 9	Printing of Letterhead, Envelopes & Various Forms	<b>E-Z Copy &amp; Printing, Inc. d/b/a Copy World Printers</b> 1728 Warwick Ave. Warwick, RI 02889	\$13,000.00	7/1/16 - 6/30/17	7		17
2016 - 331	IT Online Training	<b>Skillsoft Corp.</b> 107 Northeastern Blvd. Nashua, NH 03062	\$3,135.38			56 - 6	
2016 - 332	Repairs to H7	<b>West Shore Collision Center</b> 2134 W. Shore Rd. Warwick, RI 02889	\$11,379.90			56 - 6	
2016 - 333	Encase Forensic SMS885 License Renewal	<b>Guidance Software, Inc.</b> 1055 E. Colorado Blvd. Pasadena, CA 91106	\$2,856.39	Expires 8/21/17		56 - 6	

(continued next page)

PCR-65-16

Bid #	Name	Vendor(s) Name/Address	Contract Award	Contract Period	Note	Code	FY
2017 - 21	Police License Advertising	<b>Beacon Communications</b> 1944 Warwick Ave. Warwick, RI 02889	\$6,000.00	7/1/16 - 6/30/17		56 - 6	17
2017 - 22	Police College Education Expenses	<b>Various Vendors</b>	\$70,000.00	7/1/16 - 6/30/17		56 - 6	17

AND BE IT FURTHER RESOLVED, That such purchase or contract be awarded to the lowest responsible bidder.

1. Request permission to increase PCR-140-15 from \$31,000.00 to \$41,000.00.
2. Request permission to increase PCR-24-16 (Sub A) from \$8,500.00 to \$9,363.28.
3. Request permission to increase and extend PCR-63-14 (Sub A) increase from \$3,000.00 to \$4,500.00 and extend from July 1, 2016 – June 30, 2017.
4. **Printing:** \$4,360.00. **Postage:** \$6,000.00.
5. This contract is for a 3-year period. Only the 1<sup>st</sup> year annual fee is being requested at this time. The department will go before the City Council for years 2 and 3 with annual costs determined by claims experience.
6. Fully-insured option.
7. **Various Departments:** \$5,000.00. **Police Department:** \$5,000.00. **Fire Department:** \$3,000.00.

**THIS RESOLUTION SHALL TAKE EFFECT UPON ITS PASSAGE**

**PATRICIA A. PESHKA**

**PURCHASING AGENT**



**SCOTT AVEDISIAN**

**MAYOR**

**CITY OF WARWICK**

**PURCHASING DIVISION  
3275 POST ROAD  
WARWICK, RHODE ISLAND 02886  
TEL (401) 738-2000 EXT. 6240  
FAX (401) 737-2364**

**TO:** Members of the Finance Committee  
**FROM:** Patricia A. Peshka, Purchasing Agent   
**DATE:** May 6, 2016  
**RE:** Bids for the Finance Committee on Monday, May 16, 2016

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CODE 30-260 Police Department/Miscellaneous Police Gear-Uniforms

**SECTION 6-12**

Request permission to increase PCR-140-15 from \$31,000.00 to \$41,000.00

**Bid #2015-138A Police Personnel Uniforms**

Barney's Uniforms  
922 Cranston St.  
Cranston, RI 02920

RI Uniform & Supply  
1395 Atwood Ave.  
Ste. 109  
Johnston, RI 02919

Contract Increase \$10,000.00

CITY OF WARWICK

Colonel Stephen M. McCartney  
Chief of Police

Scott Avedisian  
Mayor



Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

May 5, 2016

Mrs. Patricia Peshka, Purchasing Agent  
City of Warwick  
3275 Post Road  
Warwick, RI 02886

Re: BID #2015-138A – Police Personnel Uniforms – Bid Expires 10/19/16  
C.O. 6-12 – “Alteration to Contract”

Dear Mrs. Peshka:

The department is requesting authorization under the provisions of City Ordinance 6-12 “Alteration to Contract” to increase BID #2015-138A Police Personnel Uniforms issued to Barney’s Uniforms and R.I. Uniform by \$10,000.00 to cover police uniform expenses through October 19, 2016, on an as needed basis. The Police Department went before council and was awarded \$31,000.00 for the contract year 10/20/14 through 10/19/16.

If the \$10,000.00 increase is approved, the total bid amount would be \$41,000.00.

Funding for this, if approved would be from the Police Operating budget, Budget Code # 30-260 Miscellaneous Police Gear and Uniforms.

Please feel free to contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson".

Robert S. Nelson  
Major  
Administrative Bureau Commander

CODE 30-302 Police Department/Training (Listed as Conferences in MUNIS Report)  
(Available \$8,494.00 as of 5/3/16)

**SECTION 6-12**

Request permission to increase PCR-24-16 (Sub A)  
from \$8,500.00 to \$9,363.28

**Bid #2016-243 Advanced Traffic Crash/Homicide Investigation School**

Hampton Inn Dover  
Nine Hotel Dr.  
Dover, NH 03820

Contract Increase \$863.28

CITY OF WARWICK

Colonel Stephen M. McCartney  
Chief of Police

Scott Avedisian  
Mayor



Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

May 3, 2016

Mrs. Patricia A. Peshka  
Purchasing Agent  
City of Warwick  
3275 Post Road  
Warwick, Rhode Island 02886

Re: Request for Spending Authorization- Advanced Traffic Crash/Homicide Investigation School  
City Ordinance 6-12 Additional Hotel Expenditures Bid# 2016-243  
Funding Source Police Operating Budget, Budget Code # 30-302 Training

Dear Mrs. Peshka;

The Police Department had received authorization to send 2 Officers to the At Scene Crash Homicide Investigation Course being held in Dover, New Hampshire during the weeks of April 18 – April 22, 2016; April 25 – April 29, 2016; May 23- May 27, 2016; May 30 –June 3, 2016; June 20-June 24, 2016 and June 27-July 1, 2016; by the City Council on February 17, 2016. However, a mistake was made on the reservations for the hotel accommodations that needs to be rectified.

The hotel reservations were initially made for three nights instead of the required five because of a miscommunication between the hotel and a member of the department securing the reservations. This did not allow the member to attend the last day of the week for the first, second and third phase of the training. The additional nights stay for the first phase was covered under the original approval amount of \$8500.00 using miscellaneous expenses of \$215.82. The Second and Third phases are being attended by two officers who are sharing the hotel room and to accommodate the additional cost, require an additional \$863.28. These funds will cover the hotel charge for the Sunday night before the phase begins and the additional Thursday night which was unaccounted for in the original package.

Based on the above, the Department is requesting to spend an additional **\$863.28** for lodging expenses to correct the error in the first submission.

With this additional spending the spending cost for this school consists of the following:

\$4,750.00 (950.00 each for each phase) Off. Curley: Phases 1,2,3. Off. Sarkisian: Phases 2,3  
\$3,021.48 Hotel Lodging for each Phase  
\$1,500.00 for per diem with submission of appropriate receipts.  
\$ 91.80 for Miscellaneous costs as documented.  
**\$9,363.28**

Page 2  
May 3, 2016

If approved, funding for this additional expense will be from the Police Department Operating Budget, Code # 30-302.

Please feel free to contact me if you need any further information.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson", written in a cursive style.

Robert S. Nelson  
Major  
Administrative Bureau Commander

CODE 41-240 Thayer & Warburton/Chemicals-Refrigerants  
(Pending available funding)

**FY17**

**SECTION 6-12**

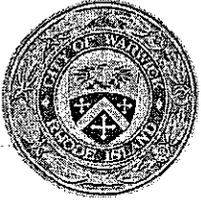
Request permission to increase and extend PCR-63-14 (Sub A)  
increase from \$3,000.00 to \$4,500.00  
and extend from July 1, 2016 – June 30, 2017

**Bid #2015-23 Chemical Cooling Tower Corrosion Inhibitor Microbiological Control**

Nortech Division/Cascade  
Water Services, Inc.  
11 Freedom Way  
Ste. B6  
Niantic, CT 06357

Contract Increase \$1,500.00

Contract Period July 1, 2016 – June 30, 2017



CITY OF WARWICK  
DEPARTMENT OF PUBLIC WORKS  
925 SANDY LANE  
WARWICK, RI 02886  
TEL. 401-738-2000 Ext. 6500  
FAX 401-732-5208

SCOTT AVEDISIAN  
MAYOR

DAVID PICOZZI  
DIRECTOR

To: Patricia Peshka, Purchasing Agent

From: David Picozzi, Director of Public Works

Date: April 29, 2016

Subj: Bid# 2015-23 Chemical Cooling Tower Corrosion Inhibitor and Microbiological Control

The current vendor, Nortech/Cascade, has offered to extend the current contract for an additional year as allowed within the bid specifications. This department finds this offer to be in the best interest of the City to accept at the current pricing.

Please consider this memo a request for Sec. 6-12, alteration to contract, of the City Charter to increase the awarded amount from \$3,000 to \$4,500, an increase of \$1,500 and extend the expiration until June 30, 2017.

**Bid #2016-261 In-Line Hockey Rink Replacement for City Park**

➤ 3 bids submitted

CODE 18-400 Finance Ad/Contingency  
(Available \$79,714.00 as of 5/3/16)

MANNER OF AWARD \$51,300.00

RECOMMEND Rink Systems, Inc.

=====

Rink Systems, Inc.	1103 Hershey St.	Alberta Lea, MN 56007
All-American Arena Products	100 W. Main/PO Box 355	Alden, MN 56009
Athletica Sport Systems	554 Parkside Dr. Waterloo	Canada ON N2L 5Z4

	<u>Rink</u>	<u>All American*</u>	<u>Athletica**</u>
Option I. Supply Materials/Full Installation	<u>\$63,300</u>	<u>\$79,800</u>	<u>\$87,140</u>
Option II. Supply Materials w/Supervision	<u>\$55,300</u>	<u>\$62,800</u>	<u>\$65,620</u>
Option III. Supply Materials Only	<u>\$51,300</u>	<u>\$57,300</u>	<u>\$56,960</u>

\*Price held for 60 days

\*\*Price held for 30 days

**Bid #2016-261 In-Line Hockey Rink Replacement for City Park**

The following vendors were sent specifications

**Athletica**

685 Rupert St.  
Waterloo, ON N2V1N7  
rhart@athletica.com

**Becker Arena**

6611 W. Hwy. 13  
Savage, MN 55378  
info@beckerarena.com

**Legacy Pro Aluminum**

1103 Hershey St.  
Alert Lea, MN 56007  
skate@rinksystems.com

William DePasquale, Jr., AICP  
Planning Director



Scott Avedisian  
Mayor

## CITY OF WARWICK

Planning Department  
3275 Post Road, Annex; Warwick, RI 02886  
Tel. (401) 738-2000 Ext. 6289  
T.D.D. (401) 739-9150

---

TO: Mary LaFontaine, Purchasing

FROM: Richard J. Crenca   
Principal Planner

CC: Picozzi, DePasquale, Rooney

SUBJECT: Bid # 2016-261, In-Line Hockey Rink

DATE: March 29, 2016

Please be advised that Michael Rooney, Deputy Recreation Director and I have reviewed the three bids received for the proposed in-line hockey rink for City Park. After review, we would recommend that the bid be awarded to the lowest, responsible bidder: RINK SYSTEMS, INC., 1103 HERSHEY STREET, ALBERT LEA, MN. 56007 in the amount of **\$51,300**.

**Bid #2016-286 Remove Old Boiler, Install 2 High-Efficient Condensing Boilers & 1 Indirect Hot Water Heater at the Pilgrim Senior Center**

➤ 3 bids submitted

CODE 440-0414 Boiler/HVAC Replacement  
(Available \$1,351,654.00 as of 4/26/16)

MANNER OF AWARD \$45,700.00

RECOMMEND Climate Masters

=====

Climate Masters  
66 Clark Rd.  
Smithfield, RI 02917

Automatic Temperature Controls, Inc.  
95 Connecticut St.  
Cranston, RI 02920

Atlantic Power Services, Inc.  
911 Taunton Ave.  
Seekonk, MA 02771

Description	Climate Masters	Auto Temp	Atlantic
Installation of two complete boilers and indirect DHW tank system including demolition and removal of old equipment	\$45,700	\$62,574	\$51,383
Installation of two complete boilers and indirect DHW tank system excluding demolition and removal of old equipment	\$44,700	\$59,808	\$48,640
Demolition and removal of old boilers only	\$1,000	\$2,766	\$2,743

**Bid #2016-286 Remove Old Boiler, Install 2 High-Efficient Condensing Boilers & 1 Indirect Hot Water Heater at the Pilgrim Senior Center**

The following vendors were sent specifications

**Aero Mechanical, Inc.**

10 Leah St.  
Johnston, RI 02919  
estimating@aeroinc.com;lynnea@aeroinc.com

**AirCare Environmental Services, Inc.**

362 University Ave.  
Westwood, MA 02090  
info@aircare-services.com

**American Refrigeration Company, Inc.**

149 River Street, Suite 3  
Andover, MA 01810  
gdigiallonardo@americanrefrigeration.net

**Atlantic Power Services, Inc.**

911 Taunton Ave.  
Seekonk, MA 02771  
atlanticpowerservices@gmail.com

**Automatic Temperature Controls, Inc.**

95 Connecticut St.  
Cranston, RI 02920  
slussier@autotempcontrols.com

**CAM HVAC & Construction**

116 Lydia Ann Rd.  
Smithfield, RI 02917  
adam@camhvac.com;cathy@camhvac.com

**Climate Masters**

66 Clark Rd.  
Smithfield, RI 02917  
401climatemasters@gmail.com

**ESI**

Six Howard Ireland Dr.  
Attleboro, MA 02703  
jmahoney@envsys.com

**GEM Plumbing & Heating**

One Wellington Rd.  
Lincoln, RI 02865  
lengemma@gemplumbing.com;gcosgro@gemplumbing.com

**High Tech Eng.**

423 Walcott St.  
Pawtucket, RI 02861  
hightecheng@verizon.net

**Honeywell, Inc.**

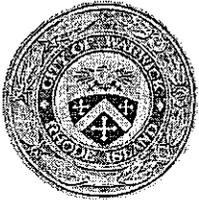
2000 Plainfield Pike  
Cranston, RI 02921  
doreen.hamilton@honeywell.com;martin.pitek@honeywell.com  
beth.caldarone@honeywell.com;william.place@honeywell.com

**Regan Heating & Air Conditioning**

235 Georgia Ave.  
Providence, RI 02905  
rlajoie@reganhvac.com

**Seekonk Heating Services, Inc.**

911 Taunton Ave.  
Seekonk, MA 02771  
billshs@msn.com



CITY OF WARWICK  
DEPARTMENT OF PUBLIC WORKS  
925 SANDY LANE  
WARWICK, RI 02886  
TEL. 401-738-2000 Ext. 6500  
FAX 401-732-5208

SCOTT AVEDISIAN  
MAYOR

DAVID PICOZZI  
DIRECTOR

To: Patricia Peshka, Purchasing Agent

From: David Picozzi, Director of Public Works

Date: April 25, 2016

Re: Bid #2016-286 REMOVAL OF OLD BOILER & INSTALLATION OF TWO (2) HIGH EFFICIENT  
CONDENSING BOILERS AND ONE (1) INDIRECT HOT WATER HEATER AT THE PILGRIM SENIOR  
CENTER

We have reviewed the three bids received on the above recommended award to the lowest bidder,  
Climate Masters HVAC Contractors. The cost is \$45,700 for the scope of the project.

**Bid #2016-315 Precast Catch Basins, Drywell, Oil/Water/Grit Separator  
& Leaching Galley (Re-bid)**

➤ 1 bid submitted

CODE                      63-231 Highway/Gravel-Stone  
                                 (Reported as Supplies/Computer in MUNIS Report)  
                                 (Available \$9,643.00 as of 5/3/16)  
                                 (FY17 Pending available funding)

63-232 Highway/Drainage Blocks  
(Reported as Supplies/Checks in MUNIS Report)  
(Available FY16 \$16,610.00 as of 5/3/16)  
(FY17 Pending available funding)

MANNER OF AWARD        \$30,000.00  
                                 1 year from date of award

RECOMMEND                Concrete Systems, Inc.

=====

Concrete Systems, Inc.  
Nine Commercial St.  
Hudson, NH 03051

Pricing as Follows

(continued next page)

**Bid #2016-315 Precast Catch Basins, Drywell, Oil/Water/Grit Separator  
& Leaching Galley (Re-bid)**

Item #	RIDOT Standard	Description	Unit	Unit Price
1	7.1.5	Precast Concrete Inlet Stone 5'	Each	N/A
2	7.1.6	Precast Concrete Inlet Stone 38"	Each	N/A
3	7.1.8	Precast Concrete Apron Stone 38"	Each	N/A
4	4.4.0	Precast Concrete Catch Basin 4' Diameter		
	a.	Base Section	Each	93.00
	b.	3' Riser	Each	225.00
	c.	2' Riser	Each	150.00
	d.	Alternate Flat Top	Each	135.00
5	4.4.0	Precast Concrete Catch Basin 5' Diameter		
	a.	Base Section	Each	175.00
	b.	3' Riser	Each	354.00
	c.	2' Riser	Each	236.00
	d.	Alternate Flat Top	Each	200.00
6	4.4.0	Precast Concrete Catch Basin 6' Diameter		
	a.	Base Section	Each	290.00
	b.	3' Riser	Each	465.00
	c.	2' Riser	Each	310.00
	d.	Alternate Flat Top	Each	410.00
7	4.2.0	Precast Concrete Manhole 4' Diameter		
	a.	Base Section	Each	93.00
	b.	3' Riser	Each	225.00
	c.	2' Riser	Each	150.00
	d.	Concentric Cone Top	Each	N/A
	e.	Alternate Flat Top	Each	135.00

(continued next page)

**Bid #2016-315 Precast Catch Basins, Drywell, Oil/Water/Grit Separator  
& Leaching Galley (Re-bid)**

Item #	RIDOT Standard	Description	Unit	Unit Price
8	4. 2.1	Precast Concrete Manhole 5' Diameter		
	a.	Base Section	Each	175.00
	b.	3' Riser	Each	354.00
	c.	2' Riser	Each	236.00
	d.	Concentric Cone Top	Each	N/A
	e.	Alternate Flat Top	Each	200.00
9	4.2.2	Precast Concrete Manhole 6' Diameter		
	a.	Base Section	Each	290.00
	b.	3' Riser	Each	465.00
	c.	2' Riser	Each	310.00
	d.	Concentric Cone Top	Each	N/A
	e.	Alternate Flat Top	Each	410.00
10	4.5.0	Precast Concrete Drop Inlet	Each	636.00
11	4.5.1	Precast Concrete Drop Inlet Lateral Outlet	Each	696.00
12	4.5.2	Precast Concrete Drop Inlet Longitudinal Outlet	Each	636.00
13	No Spec	Oil/Water/Grit Separator 1,000 gallon (H-20)	Each	2,600.00
14	No Spec	Precast Concrete Drywell (H-20)	Each	
15	No Spec	Leaching Galley 4' x 4' x 4' (H-20)	Each	300.00
16	No Spec	Percentage off structures not listed above		

**Bid #2016-305 Precast Concrete Catch Basins, Drywell, Oil Separator & Leaching Galley**

The following vendors were sent specifications

**Anchor, an Oldcastle Co.**

30 Budlong Road  
Cranston, RI 02920  
John.machunis@oldcastle.com;kevin.smith@oldcastle.com

**Concrete Systems, Inc.**

Nine Commercial St.  
Hudson, NH 03051  
tgarcia@csigroup.com

**E.J. Prescott**

38 Albion Rd.  
Lincoln, RI 02865  
Jason.normandin@ejprescott.com;Jack.blade@ejprescott.com

**Hanson Pipe & Products, Inc.**

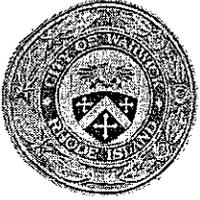
170 Fiore Indus. Dr.  
Wakefield, RI 02879  
Phil.vitali@hanson.biz

**Scituate Concrete Pipe**

One Buckeye Lane/PO Box 870  
Scituate, MA 02066  
richardhoffman@scituatecompanies.com

**Scituate Ray Precast**

PO Box 636  
Marshfield, MA 02050  
cbonney@scituatecompanies.com



CITY OF WARWICK  
DEPARTMENT OF PUBLIC WORKS  
925 SANDY LANE  
WARWICK, RI 02886  
TEL. 401-738-2000 Ext. 6500  
FAX 401-732-5208

SCOTT AVEDISIAN  
MAYOR

DAVID PICOZZI  
DIRECTOR

To: Patricia Peshka, Purchasing Agent

From: David Picozzi, Director of Public Works

Date: April 25, 2016

Re: Bid #2016-315 Precast Concrete Catch Basins, Manholes, Drywells, Oil/Water/Grit Separator,  
Leaching Galley

We have reviewed the only bid received on the above recommended award to Concrete Systems, Inc.  
The recommended cap is \$30,000.00 for a one year period.

**Bid #2016-316 Purchase 4 Fully-Rugged Tablets for Police Patrol Vehicles**

➤ 2 bids submitted

CODE 30-231 Police Department/Supplies-Computer  
(Available \$20,086.00 as of 5/5/16)

MANNER OF AWARD \$17,060.00  
1 year from date of award

RECOMMEND Island Tech Services

=====

Island Tech Services  
980 S. 2<sup>nd</sup> St.  
Ronkonkoma, NY 11779 \$17,060.00

Advanced Electronic Design  
344 John Dietsch Blvd., Unit 1 & 2  
N. Attleboro, MA 02763 \$23,032.00

**Bid #316 Purchase 4 Fully-Rugged Tablets for Police Patrol Vehicles**

The following vendors were sent specifications

**Island Tech Services**

19 Randolph Ave.  
Methuen, MA 01844  
jdanella@itsg.us.com

**Patrol PC**

344 John Dietsch Blvd. Unit 1 & 2  
N. Attleboro, MA 02763  
rgarofano@patrolpc.com

**Whalley Computer Assocs., Inc.**

Nine Industrial Rd., Ste. 3  
Milford, MA 01757  
min@wca.com

CITY OF WARWICK

Colonel Stephen M. McCartney  
Chief of Police

Scott Avedisian  
Mayor



Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

May 4, 2016

Mrs. Patricia Peshka, Purchasing Agent  
Warwick City Hall  
3275 Post Road  
Warwick, RI 02886

Re: Bid Award #2016-316 -- Fully Rugged Tablets  
Funding Source: Federal Asset Forfeiture-30-231

Dear Mrs. Peshka:

The Police Department received two (2) bids on bid# 2016-316 for the purchase of four (4) fully rugged tablets for use as mobile computer terminals. These tablets will be used in patrol vehicles as a substitute for aging laptops that have reached their expiration.

The companies listed below submitted viable bids for all of the equipment necessary for the purchase and installation of these units:

Island Tech Services, 930 S. 2<sup>nd</sup> Street Ronkonkoma NY 11779..... **\$17,060.00**

Advanced Electronic Design (PatrolPC) 344 John Dietsch Blvd. Unit 1&2 N. Attleboro MA 02763.....**\$23,032.00**

The Police department recommends awarding this bid to Island Tech Services LLC as they were the lowest bidder on the items specified. The total cost of this purchase will be **\$17,060.00**, and if approved, will be funded by the Police department's Operating Budget code 30-231,

If there are any questions or concerns about this Bid proposal request, please contact me at 468-4230.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson".

Robert S. Nelson  
Major  
Administrative Bureau Commander

**Bid #2016-317 Document Scanning Services for Public Works Engineering Division**

➤ 2 bids submitted

CODE 67-360 Engineering/Professional Services  
(Available FY16 \$7,201.00/FY17 Pending available funding)

MANNER OF AWARD \$30,000.00  
1 year from date of award

RECOMMEND Konica Minolta Business Solutions USA, Inc.

Konica Minolta  
Business Solutions USA, Inc. 100 Williams Dr. Ramsey, NJ 07446

Digiscribe New England 51 Morgan Dr. Norwood, MA 02062

<u>SERVICE</u>	<u>DESCRIPTION</u>	<u>UNIT</u>	<u>KONICA</u>	<u>DIGISCRIBE</u>
Document Preparation	Remove staples, paperclips, folders, etc.	per page	.02	.02
Document Scanning	3 x 5 Index Cards	per page	.05	.06
Document Scanning	6 x 4 Index Cards	per page	.05	.06
Document Scanning	18 x 24 Maps	per page	1.50	1.75
Document Scanning	24 x 36 Maps	per page	1.50	1.75
Document Scanning	36 x 48 Maps	per page	1.50	1.75
Data Entry	Manually keying in file name	per keystroke	.005	Incl.
Quality Control	QC offerings	per image	Incl.	Inc.
FTP Transmission	Secure FTP Transmission	per transmission	Incl.	10.00
Mastering	Burn scanned images and indexed information to requested media	per DVD	15.00	20.00
Transportation	Secure pickup and delivery of boxes and media with signed work order	per trip	Incl.	50.00

**Bid #2016-317 Document Scanning Services for the Public Works Engineering Division**

The following vendors were sent specifications

**Digiscribe**

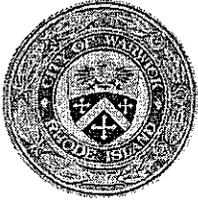
51 Morgan Dr.  
Norwood, MA 02062  
tzellif@digiscribenewengland.com

**Inception Technologies, Inc.**

77 Sundial Ave.  
Manchester, NH 03101  
rfeoli@inceptiontech.com

**Konica Minolta Business Solutions**

2670 Warwick Ave  
Warwick, RI 02889  
pconnolly@kmbs.konicaminolta.us



CITY OF WARWICK  
DEPARTMENT OF PUBLIC WORKS  
925 SANDY LANE  
WARWICK, RI 02886  
TEL. 401-738-2000 Ext. 6500  
FAX 401-732-5208

SCOTT AVEDISIAN  
MAYOR

DAVID PICOZZI  
DIRECTOR

To: Patricia Peshka, Purchasing Agent

From: David Picozzi, Director of Public Works 

Date: May 2, 2016

Re: Bid #2016-317 Document Scanning Services for Public Works Engineering Division

We have reviewed the two bids received on the above recommended award to Konica Minolta Business Solutions USA, Inc. The requested cap is \$30,000 for scanning of all documents in the Engineering Division.

**Bid #2016-320 Professional Services Related to Design, Printing & Mail Preparation  
of Consumer Confidence Reports (Re-bid)**

➤ 1 bid submitted

CODES	84-202 Water Department/Print, Bind & Reproduct (Available \$8,263.00 as of 5/4/16)	\$4,360.00
	84-205 Postage (Available \$3,087.00 as of 5/4/16)	\$6,000.00
MANNER OF AWARD	\$10,360.00	
RECOMMEND	AP Navitus	

=====

AP Navitus  
260 Narragansett Pk. Dr.  
Rumford, RI 02916

A.	Item #1 Labor/Materials/Services	\$ <u>500.00</u>
B.	Item #2 Color Print	\$ <u>3,160.00</u>
C.	Item #3 Copy/Fold/Label/Sort	\$ <u>500.00</u>
D.	Item #4 Each Additional Color Added	\$ <u>200.00</u>
E.	<b>Total Lump Sum A-C</b>	<b>\$ <u>4,160.00</u></b>
F.	<b>Total Lump Sum A-D</b>	<b>\$ <u>4,360.00</u></b>

**Bid #2016-310 Professional Services Related to Design, Printing & Mail Preparation of Consumer Confidence Reports**

The following vendors received specifications-

**ABS Printing**

173 Washington St.  
W. Warwick RI 02893  
tina@absprinting.com

**Acumen Printing, LLC**

2905 Post Rd., Ste. 11  
Warwick RI 02886  
Kristin@acumenprinting.necoxmail.com

**Advanced Business Machines**

11 Powder Hill Rd.  
Lincoln RI 02865  
adeluca@teamadvanced.com;pparisi@teamadvanced.com  
mblair@teamadvanced.com;mjohnson@teamadvanced.com

**Allegra Print & Imaging**

41 Rocky Hollow Rd.  
E. Greenwich RI 02818  
info@allegraeastgreenwich.com

**Allegra Print & Imaging**

719 Bald Hill Rd.  
Warwick RI 02886  
sales@allegrawarwick.com;bsweeney@allegrawarwick.com

**American Printing**

260 Narragansett Indus. Pk. Dr.  
Rumford RI 02916  
Jill-ann@amprintri.com;paul@amprintri.com

**Cenveo**

1635 Coining Dr.  
Toledo OH 43612  
Cenveotoledo.sb@e-lynxx.com

**Courier Printing Corp.**

24 Laurel Bank Ave.  
Deposit NY 13754  
cprintstacey@tds.net

**Creative Digital, Inc.**

50 Minnesota Ave. Unit 2  
Warwick RI 02888  
joan@creativedigitalri.com

**Curtis 1000/John Lynch**

33 Wildrose Court  
Warwick RI 02888  
jlynch@curtis1000.com

**D3Logic**

89 Commercial Way  
E. Providence RI 02914  
Thomas.berard@d3logic.com

**e-LYNXX Corp.**

PO Box W  
Chambersburg PA 17201  
Laura.truett@e-lynxx.com;Marlene.college@e-lynxx.com

**Enterprise Printing & Products Corp.**

150 Newport Ave.  
E. Providence RI 02916  
vijay@enterpriseprinting.net

**E-Z Copy & Printing, Inc. d/b/aCopy World Printers**

1728 Warwick Ave.  
Warwick RI 02889  
angelo@copyworldri.com

**Focus Business Solutions**

2075 Plainfield Pike  
Johnston RI 02919  
katiehart@focussolutions.net

**Franklin Impressions, LLC**

PO Box 175  
Yantic CT 06389  
rickbfranklin@snet.net;rickfranklin@snet.net

**Graphic Image**

561 Boston Post Rd.  
Milford CT 06460  
jose@graphicimage.net

**Grossman Marketing Group**

30 Cobble Hill Rd.  
Somerville MA 02143  
jhicks@grossmanmarketing.com

**Horizon Concepts**

2704 Grand Avenue, Ste. 7  
Bellmore NY 11710  
Horizonconcepts1@hotmail.com

**ideal Printing**

24 Greco Lane, Ste. A  
Warwick RI 02886  
joe@idealprinting.com

**Image Printing & Copying**

33 Plan Way #7  
Warwick RI 02886  
imagep@imageprintingri.com

**J. William & Co.**

207 Fairfax Dr.  
Warwick RI 02888  
bill@jwilliamcompany.com

**Jane Lee Design**

Four Boom St.  
Jamestown RI 02835  
jane@janeleedesign.com

**Kel-Print, Inc. d/b/a Sir Speedy**

969 Park Ave.  
Cranston RI 02910  
pat@sirspeedycranston.com

**Lawrence & Brooks, Inc.**

12 Sheldon St.  
Providence RI 02906  
striedman@lawrenceandbrooks.com

**Liberty Printing**

247 Quaker Lane  
W. Warwick RI 02893  
Liberty.printing@cox.net

**Lont & Overkamp**

320 N. 6th St.  
Prospect Park NJ 07508  
dennis@lont.com

**Mark Altman & Associates**

428 Main St.  
Hudson MA 01749  
procurement@markaltman.com;maltman@markaltman.com

**Meridian Printing**

1538 S. County Trail  
E. Greenwich RI 02818  
pterreri@meridianprinting.com

**New England Office Supplies**

110 King Philip Rd.  
E. Providence RI 02916  
randyb@neosusa.com

**Nittany Valley Offset**

1015 Benner Pike  
State College PA 16801  
sales@nittanyvalley.com;sfowler@nittanyvalley.com

**OneZone Communications**

900 Asbury  
Buffalo Grove IL 60089  
mike.martinez@onezonecom.com

**Print Mail Pro**

2500 McHale Ct., Ste. 100  
Austin TX 78758  
amason@printmailpro.com

**Printcraft, Inc.**

3076 Post Rd.  
Warwick RI 02886  
steve@printcraftri.com

**Pucino Print Consultants**

631 Fletcher Rd.  
N. Kingstown RI 02852  
pucinoprint@verizon.net

**Regine Printing Co., Inc.**

208 Laurel Hill Ave.  
Providence RI 02909  
jean@regineprinting.com;sally@regineprinting.com

**RI Monthly Communications**

280 Kinsley Ave.  
Providence RI 02903  
pohare@rimonthly.com;lgunther@rimonthly.com

**Sheahan Printing Corp.**

One Front St.  
Woonsocket RI 02895  
dave@sheahanprinting.com

**T. Pine Book & Catalog Printers**

382 Leonard Bridge Rd.  
Lebanon CT 06249  
robertcharper@gmail.com

**Tara Biek Creative**

214 SW Ocean Blvd.  
Stuart FL 34994  
tara@tarabiekcreative.com

**The Field Companies, Inc.**

385 Pleasant St.  
Watertown MA 02471  
kevinm@fieldcompanies.com;joem@fieldcompanies.com

**Tiffany Printing Co.**

952 Tiogue Ave.  
Coventry RI 02816  
invitations@tiffanyprinting.com

## MEMO

To: Patricia Peshka, Purchasing Agent  
From: Daniel O'Rourke, Chief of Water Division   
Date: May 4, 2016  
Re: Recommendation Letter for Bid #2016-320 Consumer  
Confidence Report

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The Water Division received one bid for the printing and mailing of our annual Consumer Confidence Report (CCR). We are recommending AP Navitus, Rumford RI for an amount not to exceed \$4,360.00. This is a yearly unfunded mandate under the provisions of the Federal Safe Drinking Water Act and administered by the Rhode Island Department of Health.

In addition, the Water Division anticipates expending about \$6,000 for postage and will be itemized and matched against our customer files. Therefore, we are recommending a purchase order be awarded for the aforementioned amount of \$4,360 with a total project cost not to exceed \$10,360.

This amount \$4360 will be charged to budget code #84-202 and the postage will be charged to budget code #84-205. If you have any questions, please contact me at extension 6604.

**Bid #2017-3 City of Warwick Medical Insurance Benefits & Stop-Loss Provider**

➤ 4 bids submitted

**FY17/FY18/FY19**

CODES 75-158 Healthcare/Municipal; 75-159 Healthcare/Municipal Retirees  
75-160 Healthcare/Police; 75-161 Healthcare/Police Retirees  
75-162 Healthcare/Fire; 75-163 Healthcare/Fire Retirees  
75-183 Healthcare/Crossing Guard Retired  
(Pending available funding)

MANNER OF AWARD \$19,210,168.00 (1<sup>st</sup> year annual cost, see note below)  
7/1/16-6/30/19

RECOMMEND RI Interlocal Risk Management

*Note: This contract is for a 3-year period. Only the 1<sup>st</sup> year annual fee is being requested at this time. The department will go before the City Council for years 2 and 3 with annual costs determined by claims experience.*

=====

RI Interlocal Risk Management Trust	501 Wampanoag Tr., Ste. 301	E. Providence, RI 02915
Stop Loss Insurance Brokers, Inc.	20 Park Pl. #628	Boston, MA 02114
UnitedHealthcare	9900 Bren Rd. East	Minnetonka, MN 55343
WB Community Health	300 Jefferson Blvd., Ste. 205	Warwick, RI 02888

Pricing as Follows

(continued next page)





## SECTION V

## QUOTE FORM

City of Warwick, Rhode Island

Fully Insured Quotes (Monthly Premiums)

Plan Name	Group Number	Individual	Empl/ Spouse	Empl/ Child(ren)	Family
City of Warwick Municipal – Retirees - Classic	735-0001	\$728.35	N/A	N/A	\$1,783.45
City of Warwick Police – BlueSolutions with WRI (WRI rate component is \$54.87)	735-0002	\$545.12 <u>\$54.87</u> \$599.98	N/A	N/A	\$1,334.88 <u>\$54.87</u> \$1,389.75
City of Warwick Police – HealthMate with WRI (WRI rate component is \$54.87)	735-0002	\$658.54 <u>\$54.87</u> \$713.41	N/A	N/A	\$1,612.61 <u>\$54.87</u> \$1,667.48
City of Warwick Police – Classic with WRI (WRI rate component is \$54.87)	735-0003	\$814.85 <u>\$54.87</u> \$869.71	N/A	N/A	\$1,997.44 <u>\$54.87</u> \$2,052.31
City of Warwick Retired Police - HealthMate	735-0004	\$658.32	N/A	N/A	\$1,610.21
City of Warwick Retired Police – HealthMate 300/600	735-0004	\$690.52	N/A	N/A	\$1,688.98
City of Warwick Retired Police - Classic	735-0005	\$795.67	N/A	N/A	\$1,950.41
City of Warwick Retired Police – Classic 300/600	735-0005	\$835.12	N/A	N/A	\$2,047.20
City of Warwick Retirees - HealthMate	735-0006	\$657.65	N/A	N/A	\$1,610.35
Warwick Early Retirees - HealthMate	735-0007	\$657.65	N/A	N/A	\$1,608.59
Warwick Early Retirees - Classic	735-0008	\$795.67	N/A	N/A	\$1,950.41
Warwick Fire Department – HealthMate with WRI (WRI rate component is \$87.78)	735-0009	\$659.84 <u>\$87.78</u> \$747.62	N/A	N/A	\$1,614.06 <u>\$87.78</u> \$1,701.84

Plan Name	Group Number	Individual	Empl/ Spouse	Empl/ Child(ren)	Family
Warwick Fire Department – Classic with WRI (WRI rate component is \$87.78)	735-0012	\$782.63 \$87.78 \$870.41	N/A	N/A	\$1,918.30 \$87.78 \$2,006.08
City of Warwick - HealthMate	735-0013	\$657.65	N/A	N/A	\$1,610.35
City of Warwick - Classic	735-0016	\$782.63	N/A	N/A	\$1,918.30
City of Warwick - BlueCHIP	735-0016	\$631.08	N/A	N/A	\$1,545.27
Warwick Police Retirees Outstate - Classic	735-0019	\$728.35	N/A	N/A	\$1,783.45
City of Warwick Municipal Retirees – HealthMate	735-0020	\$657.65	N/A	N/A	\$1,608.59
Warwick Police Retirees – In-State - HealthMate	735-0021	\$657.65	N/A	N/A	\$1,608.59
Warwick Police Retirees – In-State – HealthMate 300/600	735-0021	\$689.79	N/A	N/A	\$1,687.18
Warwick Police Retirees - Classic	735-0022	\$795.67	N/A	N/A	\$1,950.41
Warwick Special Group - HealthMate	735-0023	\$657.65	N/A	N/A	\$1,610.35
Warwick Fire Retirees – In-State - HealthMate	735-0025	\$660.55	N/A	N/A	\$1,615.81
Warwick Fire Retirees – Outstate - HealthMate	735-0026	\$659.84	N/A	N/A	\$1,614.06
Warwick Fire Retirees – Instate - Classic	735-0027	\$795.67	N/A	N/A	\$1,950.41
Warwick Fire Retirees – Outstate - Classic	735-0028	\$728.35	N/A	N/A	\$1,783.45

**ASO Quote (Monthly Administrative Fee)**

**Response: The Trust provides guaranteed fully insured rates. Therefore, The Trust is not providing an ASO quote.**

Plan Name	All Inclusive Monthly Administrative Rate	Working rate for Individual	Working rate for EE/SP	Working rate for EE/CH	Working rate for Family



**SECTION VI**

**STOP LOSS INSURANCE QUOTE FORM**

City of Warwick, Rhode Island

**Response: The Trust provides guaranteed fully insured rates. As such, the City is not responsible for self insured claims liability, and Stop-Loss insurance is not applicable.**



**Assumptions**

Specific Stop Loss Level:  
Specific Stop Loss Maximum:

**Benefit Accumulation Period**

Coverage:  
Incurred:  
Paid:  
Aggregate Corridor:  
Aggregate Maximum:  
Minimum Aggregate Deductible:  
Monthly Aggregate Accommodation:

**Specific Stop Loss**

Monthly Per Subscriber Rates:

**Aggregate Stop Loss**

Monthly Per Subscriber Rates:  
Monthly Attachment Factor:

	Option 1		
	Quote 1	Quote 2	Quote 3
Specific Stop Loss Level:	150,000	175,000	200,000
Specific Stop Loss Maximum:	Unlimited	Unlimited	Unlimited
Coverage:	Medical & Rx	Medical & Rx	Medical & Rx
Incurred:	12 Months	12 Months	12 Months
Paid:	24 Months	24 Months	24 Months
Aggregate Corridor:	125%	125%	125%
Aggregate Maximum:	2,000,000	2,000,000	2,000,000
Minimum Aggregate Deductible:	95%	95%	95%
Monthly Aggregate Accommodation:	Yes/No	Yes/No	Yes/No
Monthly Per Subscriber Rates:	N/A	N/A	N/A
Monthly Per Subscriber Rates:	N/A	N/A	N/A
Monthly Attachment Factor:	N/A	N/A	N/A

**Notes:**

Each vendor is required to quote on at least one option above. Please quote net of all broker/agent Commissions. Please indicate your pricing for No Lasers and separate pricing for coverage that would allow Lasers if available.

**FULLY INSURED MONTHLY RATES**

<b>Plan Name</b>	<b>Group Number</b>	<b>Individual</b>	<b>Employee/ Spouse</b>	<b>Employee/ Child(ren)</b>	<b>Family</b>
City of Warwick Municipal – Retirees - Classic	735-0001	\$728.35	N/A	N/A	\$1,783.45
City of Warwick Police – BlueSolutions with WRI (WRI rate component is \$54.87)	735-0002	\$545.12 <u>\$54.87</u> \$599.98	N/A	N/A	\$1,334.88 <u>\$54.87</u> \$1,389.75
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City of Warwick Police – Classic with WRI (WRI rate component is \$54.87)	735-0003	\$814.85 <u>\$54.87</u> \$869.71	N/A	N/A	\$1,997.44 <u>\$54.87</u> \$2,052.31
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City of Warwick Retirees - HealthMate	735-0006	\$657.65	N/A	N/A	\$1,610.35
Warwick Early Retirees - HealthMate	735-0007	\$657.65	N/A	N/A	\$1,608.59
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Warwick Fire Department – HealthMate with WRI (WRI rate component is \$87.78)	735-0009	\$659.84 <u>\$87.78</u> \$747.62	N/A	N/A	\$1,614.06 <u>\$87.78</u> \$1,701.84
Warwick Fire Department – Classic with WRI (WRI rate component is \$87.78)	735-0012	\$782.63 <u>\$87.78</u> \$870.41	N/A	N/A	\$1,918.30 <u>\$87.78</u> \$2,006.08
City of Warwick - HealthMate	735-0013	\$657.65	N/A	N/A	\$1,610.35
City of Warwick - Classic	735-0016	\$782.63	N/A	N/A	\$1,918.30
City of Warwick - BlueCHIP	735-0016	\$631.08	N/A	N/A	\$1,545.27
Warwick Police Retirees Outstate - Classic	735-0019	\$728.35	N/A	N/A	\$1,783.45
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Warwick Police Retirees – In-State - HealthMate	735-0021	\$657.65	N/A	N/A	\$1,608.59

Plan Name	Group Number	Individual	Employee/ Spouse	Employee/ Child(ren)	Family
Warwick Police Retirees – In-State – HealthMate 300/600	735-0021	\$689.79	N/A	N/A	\$1,687.18
Warwick Police Retirees - Classic	735-0022	\$795.67	N/A	N/A	\$1,950.41
Warwick Special Group - HealthMate	735-0023	\$657.65	N/A	N/A	\$1,610.35
Warwick Fire Retirees – In-State - HealthMate	735-0025	\$660.55	N/A	N/A	\$1,615.81
Warwick Fire Retirees – Outstate - HealthMate	735-0026	\$659.84	N/A	N/A	\$1,614.06
Warwick Fire Retirees – Instate - Classic	735-0027	\$795.67	N/A	N/A	\$1,950.41
Warwick Fire Retirees – Outstate - Classic	735-0028	\$728.35	N/A	N/A	\$1,783.45

**ADMINISTRATION SERVICES PRICING**

**Rates for Administration Services, Per Subscriber, Per Month**

**SELF-INSURED ADMINISTRATION FEE**

**Response: The Trust provides guaranteed fully insured rates. Therefore, The Trust is not providing a self insured quote.**

(Per Contract, Per Month)

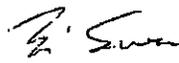
\$ \_\_\_\_\_  
(Figures)

\_\_\_\_\_  
(Words\*)

\* In case of discrepancy between the written words and those in figures,  
the written words shall govern.

**PLEASE SUBMIT THIS PAGE WITH YOUR PROPOSAL**

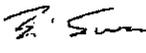
**Acknowledgement of Addendum (if applicable)**

<u>Addendum Number</u>	<u>Signature of Bidder</u>
#1	
_____	_____
_____	_____
_____	_____

COMPANY NAME: UnitedHealthcare

COMPANY ADDRESS: 9900 Bren Road East

COMPANY ADDRESS: Minnetonka, MN 55343

BIDDER'S SIGNATURE: 

BIDDER'S NAME (PRINT): Eric Swain

TITLE: VP, Account Management TEL. NO.: 1-401-732-7265

E-MAIL ADDRESS: eric c swain@uhc.com \*

\*Please include your email address. Future proposals will be emailed, unless otherwise noted by you.

**II. AWARD AND CONTRACT:**

The CITY OF WARWICK, acting as duly authorized through its Purchasing Agent, accepts the above proposal and hereby enters into a contract with the above party to pay the proposal price upon completion of the project or receipt of the goods unless another payment schedule is contained in the specifications. All terms of the specifications, both substantive and procedural, are made terms of this contract.

DATE: \_\_\_\_\_  
RFP #2017-3 Purchasing Agent

**SECTION 5**

**QUOTE FORM**

City of Warwick, Rhode Island

**Fully Insured Quotes (Monthly Premiums)**

Plan Name	Individual	Employee / Spouse	Employee / Child(ren)	Family

**ASO Quote (Monthly Administrative Fee) working rates for administration fee only**

Plan Name	All Inclusive Monthly Administrative Rate	Working rate for Individual	Working rate for EE/SP	Working rate for EE/CH	Working rate for Family
Warwick City Employees Choice+	\$13.31	\$6.45	\$13.18	\$10.69	\$18.67
Special Groups Choice+	\$13.31	\$6.37	\$13.02	\$10.57	\$18.46
Police and Fire HDHP w/ HSA	\$13.90	\$5.84	\$11.94	\$9.69	\$16.92
Police Choice+	\$13.31	\$8.38	\$17.13	\$13.90	\$24.28
Fire ND PPO	\$13.31	\$7.29	\$14.89	\$12.09	\$21.11
Fire Choice+	\$13.31	\$5.67	\$11.59	\$9.41	\$16.43
Early Retirees ND PPO	\$13.31	\$7.42	\$15.16	\$12.30	\$21.48
** Excludes WRI pending detailed					
Explanation of claims processing and					
Funding.					

**SECTION 6**

**STOP LOSS INSURANCE QUOTE FORM**

City of Warwick, Rhode Island

**CITY QUOTE SPECIFICATIONS**

**Assumptions**

Specific Stop Loss Level:  
Specific Stop Loss Maximum:

**Benefit Accumulation Period**

Coverage:  
Incurred:  
Paid:  
Aggregate Corridor:  
Aggregate Maximum:  
Minimum Aggregate Deductible:  
Monthly Aggregate Accommodation:

**Specific Stop Loss**

Monthly Per Subscriber Rates:

**Aggregate Stop Loss**

Monthly Per Subscriber Rates:  
Monthly Attachment Factor:

Option 1		
Quote 1	Quote 2	Quote 3
150,000 Unlimited	175,000 Unlimited	200,000 Unlimited
Medical & Rx 12 Months 24 Months 125% 2,000,000 95% Yes/No	Medical & Rx 12 Months 24 Months 125% 2,000,000 95% Yes/No	Medical & Rx 12 Months 24 Months 125% 2,000,000 95% Yes/No
\$112.73	\$91.79	\$81.29
\$4.91 \$1,535.73	\$4.98 \$1,556.67	\$5.01 \$1,567.17

**Stop Loss basis is 12/12+12-month Terminal Liability**

**Notes:**

Each vendor is required to quote on at least one option above. Please quote net of all broker/agent Commissions. Please indicate your pricing for No Lasers and separate pricing for coverage that would allow Lasers if available.

**FULLY INSURED ASO EQUIVALENT MONTHLY RATES**  
**Provided for Illustrative Purposes Only**

<b>Plan Name</b>	<b>Individual</b>	<b>Employee / Spouse</b>	<b>Employee / Child(ren)</b>	<b>Family</b>
Warwick City Employees Choice+	\$692.74	\$1,415.95	\$1,149.25	\$2,006.85
Special Groups Choice+	\$683.95	\$1,398.00	\$1,134.67	\$1,981.41
Police and Fire HDHP w/ HSA	\$453.47	\$926.90	\$752.31	\$1,313.72
Police Choice+	\$900.26	\$1,840.12	\$1,493.52	\$2,608.04
Fire ND PPO	\$630.49	\$1,288.73	\$1,045.99	\$1,826.54
Fire Choice+	\$609.34	\$1,245.49	\$1,010.89	\$1,765.25
Early Retirees ND PPO	\$671.65	\$1,372.85	\$1,114.27	\$1,945.77
** Excludes WRI pending detailed				
Explanation of claims processing and				
Funding.				

**ADMINISTRATION SERVICES PRICING**

**Rates for Administration Services, Per Subscriber, Per Month**

**SELF-INSURED ADMINISTRATION FEE**

(Per Contract, Per Month)                      \$13.31

---

Thirteen dollars and thirty one cents

(Words\*)

*\* In case of discrepancy between the written words and those in figures, the written words shall govern.*



**SECTION 5, Continued**

**QUOTE FORM**

**City of Warwick, Rhode Island**

**ASO Quote (Monthly Administrative Fee)**

Plan Name	All Inclusive Monthly Administrative Rate <sup>1</sup>	Working rate for Individual <sup>2</sup>	Working rate for EE/SP	Working rate for EE/CH	Working rate for Family <sup>3</sup>
735-0001 Classic	\$24.81	\$745.84	N/A	N/A	\$1,826.27
735-0002 Blue Solutions WRI Rate Total	\$24.81	\$547.72 \$ 50.00 \$597.72			\$1,341.16 \$ 50.00 \$1,391.16
735-0002 HealthMate WRI Rate Total	\$24.81	\$674.42 \$ 50.00 \$724.42			\$1,651.40 \$ 50.00 \$1,701.40
735-0003 Classic WRI Rate Total	\$24.81	\$834.49 \$ 50.00 \$884.49			\$2,045.48 \$ 50.00 \$2,095.48
735-0004 HealthMate	\$24.81	\$674.13			\$1,648.87
735-0004 HM 300/600	\$24.81	\$707.10			\$1,729.54
735-0005, Classic	\$24.81	\$814.78			\$1,997.25
735-0005, Classic 300/600	\$24.81	\$855.18			\$2,096.36
735-0006 HealthMate	\$24.81	\$673.44			\$1,649.02
735-0007, HealthMate	\$24.81	\$673.44			\$1,649.02
735-0008 Classic	\$24.81	\$814.78			\$1,996.93
735- 0009 HealthMate WRI Rate Total	\$24.81	\$676.74 \$57.66 \$734.40			\$1,653.87 \$ 57.66 \$1,711.53
735-0012 Classic WRI Rate Total	\$24.81	\$802.48 \$57.66 \$860.14			\$1,965.43 \$ 57.66 \$2,023.09
735-0013 HealthMate	\$24.81	\$673.44			\$1,649.02
735-0016 BlueChip	\$24.81	\$646.23			\$1,582.38
735-0016 Classic	\$24.81	\$801.42			\$1,964.36
735-0019 Classic	\$24.81	\$745.84			\$1,826.27
735-0020 HealthMate	\$24.81	\$673.44			\$1,647.21

<sup>1</sup> Administrative rates include WB Community Health administrative rate of \$1 and the Blue Cross Blue Shield administrative rate of \$23.81.

<sup>2</sup> Working rates stated include the administrative rate of \$24.81.

<sup>3</sup> Working rates stated include the administrative rate of \$24.81.

735-0021 HealthMate	\$24.81	\$673.44			\$1,647.21
735-0021 HM 300/600	\$24.81	\$706.35			\$1,727.70
735-0022 Classic	\$24.81	\$814.78			\$1,996.93
735-0023 HealthMate	\$24.81	\$673.44			\$1,649.02
735-0025 HealthMate	\$24.81	\$676.41			\$1,654.61
735-0026 HealthMate	\$24.81	\$675.68			\$1,652.81
735-0027 Classic	\$24.81	\$814.78			\$1,997.25
735-0028 Classic	\$24.81	\$745.84			\$1,826.27



**SECTION 6**

**WB STOP LOSS INSURANCE QUOTE FORM<sup>1</sup>**

City of Warwick, Rhode Island

**CITY QUOTE SPECIFICATIONS**

**Assumptions**

Specific Stop Loss Level:  
Specific Stop Loss Maximum:

**Benefit Accumulation Period**

Coverage:  
Incurred:  
Paid:  
Aggregate Corridor:  
Aggregate Maximum:  
Minimum Aggregate Deductible:  
Monthly Aggregate Accommodation:

**Specific Stop Loss**

Monthly Per Subscriber Rates:

**Aggregate Stop Loss**

Monthly Per Subscriber Rates:  
Monthly Attachment Factor:

Option 1		
Quote 1	Quote 2	Quote 3
City Only		
150,000 Unlimited	175,000 Unlimited	200,000 Unlimited
Medical & Rx 12 Months	Medical & Rx 12 Months	Medical & Rx 12 Months
24 Months	24 Months	24 Months
125%	125%	125%
2,000,000	2,000,000	2,000,000
95%	95%	95%
Yes/No	Yes/No	Yes/No
\$79.12	\$68.06	\$48.16
N/A	N/A	N/A

**Notes:**

Each vendor is required to quote on at least one option above. Please quote net of all broker/agent Commissions. Please indicate your pricing for No Lasers and separate pricing for coverage that would allow Lasers if available.

**WBCH Response: Working Rates** quoted in this proposal are inclusive of Quote #3 above. Please note that the above quotes are a combination of the WB Stop Loss Pool from the attachment point up to a maximum of \$500,000. BCBSRI provides stop loss coverage on claims from \$500,000 with no individual limit. With that being said, BCBSRI may opt to laser (not cover) three individuals after the \$500,000 WB coverage. The three individuals will be fully covered under the WB Stop Loss Pool up to the maximum coverage of \$500,000 but may not be covered by BCBSRI after the \$500,000 amount. Based on the BCBSRI proposal they will review the claims as of April 30, 2016 and make a final assessment on the three claims that they have been lasered.

<sup>1</sup> Stop Loss Insurance Rates are included in the working rates outlined in Section 5.

**FULLY INSURED MONTHLY RATES**

<b>Plan Name</b>	<b>Individual</b>	<b>Employee / Spouse</b>	<b>Employee / Child(ren)</b>	<b>Family</b>
N/A				

**ADMINISTRATION SERVICES PRICING**

**Rates for Administration Services, Per Subscriber, Per Month**

**SELF-INSURED ADMINISTRATION FEE**

(Per Contract, Per Month)      \$ 24.81  
(Figures)

Twenty-four dollars and eighty-one cents  
(Words\*)

*\*In case of discrepancy between the written words and those in figures, the written words shall govern.*



**Blue Cross & Blue Shield of Rhode Island**  
**CITY OF WARWICK**  
**Illustrative Stop-Loss Proposal**  
**Effective Date: July 1, 2016 - June 30, 2017 ("Rate Year")**

This non-binding illustrative Stop-Loss Proposal ("Proposal") sets forth the financial terms and conditions under which Blue Cross & Blue Shield of Rhode Island ("BCBSRI") proposes to provide Stop-Loss Insurance coverage for CITY OF WARWICK ("INSURED"). This illustrative Stop-Loss Proposal is contingent upon receipt and review of experience and large claims through 05/31/2016.

		Proposal #1 Months	Proposal #2 Months	Proposal #3 Months
<b>Benefit Accumulation Period:</b>	Losses Incurred and Paid	12 12 with TLO (3 months)	12 12 with TLO (3 months)	12 12 with TLO (3 months)

Specific Stop-Loss (per Enrolled Member per Benefit Accumulation Period)	Proposal #1	Proposal #2	Proposal #3
Specific Deductible	\$150,000	\$175,000	\$200,000
Specific Stop-Loss Maximum	Unlimited	Unlimited	Unlimited
<b>Monthly Per Employee Charges</b> <i>* Rates are net of broker commission.</i>	Proposal #1	Proposal #2	Proposal #3
	\$107.13	\$88.55	\$78.50

Aggregate Stop-Loss	Proposal #1	Proposal #2	Proposal #3
Projected Loss (per Employee per month) (1)	\$1,529.93	\$1,541.58	\$1,549.02
Corridor (percentage of Projected Losses INSURED must incur before Losses are eligible for reimbursement)	125%	125%	125%
Monthly Aggregate Factor (Projected Loss * Corridor)	\$1,912.41	\$1,926.97	\$1,936.28
Aggregate Stop-Loss Minimum (Monthly Aggregate Factor * 12 months * number of Employees at the beginning of the Rate Year * 95%)	\$25,376,900	\$25,570,100	\$25,693,700
Annual Aggregate Deductible (Monthly Aggregate Factor * 12 months * number of Employees) (2)	\$26,712,500 (Estimated)	\$26,915,900 (Estimated)	\$27,046,000 (Estimated)
Loss Limit (Per Enrolled Member) (equal to Specific Deductible above)	\$150,000	\$175,000	\$200,000
Maximum Aggregate Coverage (total amount of Losses eligible for reimbursement under Aggregate Coverage)	\$2,000,000	\$2,000,000	\$2,000,000
<b>Monthly Per Employee Charges</b> <i>* Rates are net of broker commission.</i>	Proposal #1	Proposal #2	Proposal #3
Aggregate Rate	\$5.33	\$5.38	\$5.40

(1) BCBSRI reserves the right to recalculate the Projected Loss if there is: (i) a change to the Benefit Documents, including but not limited to changes to covered health services or the scope of health services available to eligible members; or (ii) more than a ten percent (10%) variance between the number of enrolled employees on any premium due date and the number of enrolled employees on the effective date.

(2) The Annual Aggregate Deductible above is an estimate based on current enrollment and Projected Loss above. A reconciliation process shall occur at the end of the Benefit Accumulation Period whereby BCBSRI will calculate the Actual Annual Aggregate Deductible using actual subscriber months and any adjustments made to the Projected Loss as described in footnote (1) above.



**Blue Cross & Blue Shield of Rhode Island**  
**CITY OF WARWICK**  
**Illustrative Stop-Loss Proposal**  
**Effective Date: July 1, 2016 - June 30, 2017 ("Rate Year")**

This non-binding illustrative Stop-Loss Proposal ("Proposal") sets forth the financial terms and conditions under which Blue Cross & Blue Shield of Rhode Island ("BCBSRI") proposes to provide Stop-Loss Insurance coverage for CITY OF WARWICK ("INSURED"). This illustrative Stop-Loss Proposal is contingent upon receipt and review of experience and large claims through 05/31/2016.

	Proposal #1	Proposal #2	Proposal #3
<b>Benefit Accumulation Period:</b>			
Losses Incurred and Paid	12 24	12 24	12 24
<b>Specific Stop-Loss</b>			
(per Enrolled Member per Benefit Accumulation Period)	Proposal #1	Proposal #2	Proposal #3
Specific Deductible	\$150,000	\$175,000	\$200,000
Specific Stop-Loss Maximum	Unlimited	Unlimited	Unlimited
<b>Monthly Per Employee Charges</b>			
* Rates are net of broker commission.	Proposal #1	Proposal #2	Proposal #3
Without Special Limits Rate	\$126.15	\$104.28	\$92.43
<b>Aggregate Stop-Loss</b>			
Projected Loss (per Employee per month) (1)	\$1,529.93	\$1,541.58	\$1,549.02
Corridor (percentage of Projected Losses INSURED must incur before Losses are eligible for reimbursement)	125%	125%	125%
Monthly Aggregate Factor (Projected Loss * Corridor)	\$1,912.41	\$1,926.97	\$1,936.28
Aggregate Stop-Loss Minimum (Monthly Aggregate Factor * 12 months * number of Employees at the beginning of the Rate Year * 95%)	\$25,376,900	\$25,570,100	\$25,693,700
Annual Aggregate Deductible (Monthly Aggregate Factor * 12 months * number of Employees) (2)	\$26,712,500 (Estimated)	\$26,915,900 (Estimated)	\$27,046,000 (Estimated)
Loss Limit (Per Enrolled Member) (equal to Specific Deductible above)	\$150,000	\$175,000	\$200,000
Maximum Aggregate Coverage (total amount of Losses eligible for reimbursement under Aggregate Coverage)	\$2,000,000	\$2,000,000	\$2,000,000
<b>Monthly Per Employee Charges</b>			
* Rates are net of broker commission.	Proposal #1	Proposal #2	Proposal #3
Aggregate Rate	\$5.33	\$5.38	\$5.40
<p>(1) BCBSRI reserves the right to recalculate the Projected Loss if there is: (i) a change to the Benefit Documents, including but not limited to changes to covered health services or the scope of health services available to eligible members; or (ii) more than a ten percent (10%) variance between the number of enrolled employees on any premium due date and the number of enrolled employees on the effective date.</p> <p>(2) The Annual Aggregate Deductible above is an estimate based on current enrollment and Projected Loss above. A reconciliation process shall occur at the end of the Benefit Accumulation Period whereby BCBSRI will calculate the Actual Annual Aggregate Deductible using actual subscriber months and any adjustments made to the Projected Loss as described in footnote (1) above.</p>			



**CITY QUOTE SPECIFICATIONS**

**Assumptions**

Specific Stop Loss Level:  
Specific Stop Loss Maximum:

**Benefit Accumulation Period**

Coverage:  
Incurred:  
Paid:  
Aggregate Corridor:  
Aggregate Maximum:  
Minimum Aggregate Deductible:  
Monthly Aggregate Accommodation:

**Specific Stop Loss**

Monthly Per Subscriber Rates:

**Aggregate Stop Loss**

Monthly Per Subscriber Rates:  
Monthly Attachment Factor:

	Option 1			Option 2		
	Quote 1	Quote 2	Quote 3	Quote 1	Quote 2	Quote 3
	City Only 12/24			City Only 12/18		
Specific Stop Loss Level:	150,000	175,000	200,000	150,000	175,000	200,000
Specific Stop Loss Maximum:	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx
Incurred:	12 Months	12 Months	12 Months	12 Months	12 Months	12 Months
Paid:	24 Months	24 Months	24 Months	18 Months	18 Months	18 Months
Aggregate Corridor:	125%	125%	125%	125%	125%	125%
Aggregate Maximum:	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
Minimum Aggregate Deductible:	95%	95%	95%	95%	95%	95%
Monthly Aggregate Accommodation:	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>
Monthly Per Subscriber Rates:	94.14	\$82.44	\$72.28	\$93.20	\$81.61	\$71.55
Monthly Per Subscriber Rates:	\$7.04	\$7.06	\$7.11	\$6.95	\$6.97	\$7.00
Monthly Attachment Factor:	\$1,812.23	\$1,823.18	\$1,834.14	\$1,776.70	\$1,787.44	\$1,798.17

**Notes:**

Each vendor is required to quote on at least one option above. You need not provide quotations for both options however, you may do so. Please quote net of all broker/agent Commissions. Please indicate your pricing for No Lasers and separate pricing for coverage that would allow Lasers if available.

*Rates above include the 1,160 active employees*

Broker fee - \$1.75 per person/month in addition to rates listed

Aggregate rates do not include \$1.50 per person/month aggregate accommodation

The rates above do not include the Medicare Supplement plan, which is quoted at \$8.00 per retired employee/month, which is an *optional* add on.

**Bid 2017-3 City of Warwick Medical Insurance Benefits & Stop-Loss Provider**

The following vendors were sent specifications:

**Advantage Benefits**

78 Pleasant St.  
Worcester, MA 01609  
bill@advantagebenefits.com

**AmWINS Group Benefits c/o Carol Radzik**

16 International Way  
Warwick, RI 02886  
Henry.santos@amwins.com

**Blue Cross & Blue Shield of RI**

500 Exchange St.  
Providence, RI 02903  
[Robert.Knowles@bcbsri.org](mailto:Robert.Knowles@bcbsri.org); [john.gilliland@bcbsri.com](mailto:john.gilliland@bcbsri.com)  
[Marc.gagnon@bcbsri.org](mailto:Marc.gagnon@bcbsri.org); [robert.wolfkiel@bcbsri.com](mailto:robert.wolfkiel@bcbsri.com)

**Cornerstone Group**

931 Jefferson Blvd., Ste. 3001  
Warwick, RI 02886  
rcalise@teamcornerstone.com

**Mr. Joseph Almond, RI Municipal Insurance Corp.**

**Town Administrator, Town of Lincoln**

100 Old River Rd./Box 100  
Lincoln, RI 02865  
[t.josephalmondjalmond@lincolnri.org](mailto:t.josephalmondjalmond@lincolnri.org); [gbrusso@lincolnri.org](mailto:gbrusso@lincolnri.org)

**RI Dept. of Human Services, Div. Healthcare Quality**

50 Taft St.  
Cranston, RI 02905  
lynneharri@hotmail.com

**RI Interlocal Risk Management Trust**

501 Wamponaug Tr., Ste 301  
E. Providence, RI 02915  
blavallee@ritrust.com

**RIMIC Rodio & Ursillo, Ltd. Attorneys at Law**

86 Weybossett St.  
Providence, RI 02903

**Stop Loss Insurance Brokers**

20 Park Plaza, Ste. 912  
Boston, MA 02116  
ddoyle@stoplossins.com

**Stop Loss Insurance Services**

100 Front Street, Suite 610  
Worcester, MA 01608  
mford@americanstoploss.com;krosati@americanstoploss.com

**The Segal Co.**

116 Huntington Ave.  
Boston, MA 02116  
rghazarian@segaladvisors.com

**Tufts Benefit Administrators**

One Exchange Pl., 3rd Fl.  
Providence, RI 02903  
Kim\_Matthes@tufts-health.com;Dean\_bushey@tufts-health.com

**United Health Care**

475 Kilvert St.  
Warwick, RI 02886  
eric\_c\_swain@uhc.com;jjette@uhc.com

**W.B. Community Health**

300 Jefferson Blvd., Suite 205  
Warwick, RI 02888  
alord.wbch@gmail.com

**TO:** Honorable City Council  
**FROM:** Bruce R. Keiser, Director of Administration  
**DATE:** May 3, 2016  
**SUBJECT:** Health Care Bid Award

In response to the Request for Proposals for Health Care coverage, the City received offers from three health insurance providers, the RI Interlocal Risk Management Trust, United Health Care, and West Bay Community Health (WBCH). The bids were reviewed and evaluated by the City's health care consultant, The Cornerstone Group.

The attached consultant report presents the cost proposals received from each of the three insurance vendors and summarizes the total cost requirements of each bid as follows:

	RI Trust	WBCH	United Health
<b>Health Benefits Plan</b>	\$18,871,125	\$19,284,072	\$18,942,118
<b>Work-related injury (WRI)</b>	\$ 339,043	\$ 245,503	No submittal
<b>Total</b>	\$19,210,168	\$19,529,575	NA

In the review of the United Health proposal, Cornerstone noted that United Health did not address claims to cover medical expenses resulting from work-related injuries (WRI) to police and fire personnel. As WRI benefit claims are a required element of the RFP, United Health's bid is considered nonresponsive.

Cornerstone recommends that the City continue to purchase health coverage through the Trust whose offer is the lowest of the three bids received and is 0.2% less than the current year contract award. In addition, as a fully insured plan with guaranteed premiums the Trust offer provides budget certainty and stability. Both WBCH and United Health proposed self-insured plans with working rates only which would require that the City fund any deficit if claims expenses exceeded appropriations.

Based on the consultant's findings and recommendation, the Administration requests that the City Council award a three-year contract for health care coverage to the RI Interlocal Risk Management Trust consistent with the Trust's proposal dated April 6, 2016. The administrative fee of \$25.08 per employee per month is level for each year. Premiums for the second and third years will be determined based on claims trends and changes in the cost of medical services and pharmaceuticals.

cc. Mayor Scott Avedisian  
 David Picozzi  
 Ernest Zymslinski



# The City of Warwick Medical Insurance RFP Report

May 2016

CORNERSTONE |   
GENCORP | GROUP

Robert F. Calise  
Managing Director, Employee Benefits  
rcalise@teamcornerstone.com  
401.773.7000

# Medical Insurance RFP Report

## 1 CORNERSTONE GROUP BACKGROUND

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Cornerstone Group is a local employee benefits consulting firm located in Warwick, Rhode Island with just under 50 employees. 22 years ago, firm principals, Rob Calise and Joe Cardello, began operations catering to the employee benefit needs of small, mid and larger sized employers in RI. In June of 2015, we merged our operation with another local insurance leader, Gencorp Insurance Group to broaden the array of services and products we offer to our clients. Our combined entity, Cornerstone|Gencorp, became part of The Hilb Group at the same time that we merged our operation. Today, we serve as advisor to more than 1200 plan sponsors for their group insurance and retirement programs. We focus our practice on three areas of employee benefits, group insurance benefits, risk management, property, liability, casualty, workers compensation, retirement services and human resources consulting. Within our group insurance benefits practice, we work with clients on cost containment strategies, compliance solutions relative to DOL, ERISA and PPACA as well as helping employers communicate the value of their benefit programs to their employees.

Currently we employ over 100 employees located in Warwick, RI. With over 20 consultants each working with our clients in one of our focus areas. We are a partner firm in a unique program with Milliman, the nation's largest actuarial firm, where we are able to support our clients' actuarial needs relative to their group insurance benefits and retirement plans.

## 2 SCOPE OF WORK

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The City of Warwick retained our services via a formal RFP for a health benefits consultant. The overall scope of the work we were retained for was to develop an RFP for the group medical insurance programs on a fully insured and self-insured arrangement. We were to consider proposals for the City purchasing coverage on its own. Ultimately, we were charged with development of the RFP, review and analysis of the bid responses and a formal recommendation to the City Council.

Our RFP included the review of various aspects of your benefit program which included:

- Benefit design adherence to comply with collective bargaining agreements
- Provider Network breadth and overall disruption
- Provider Network overall discounts
- Disease Management and Wellness capabilities
- Promotion of quality of care through payment reform
- Customer service satisfaction ratings
- Claims payment and adjudication systems
- Claims appeal process and procedures
- Willingness to piggy-back on the State program should the bidder be awarded a State program
- Collaborative purchasing group arrangements

### 3 BIDDER LIST

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The City received bids from the following organizations:

1. WB Community Health – Purchasing Group utilizing Blue Cross Blue Shield of RI
2. The RI Inter-local Risk Management Trust – Purchasing Group utilizing Blue Cross Blue Shield of RI
3. Everest Reinsurance Company – Stop Loss Insurance

### 4 NON-BIDDER LIST

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The following bidders declined to quote or their quote was deemed faulty:

1. Tufts Health Plan – declined to quote (plan design and timing)
2. United Health Care of NE – faulty bid, Work Related Injury pricing not included
3. Blue Cross Blue Shield of RI – quoted through WB Community Health and RI Inter-local Trust

## 5 GENERAL OVERVIEW

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After reviewing the bids received as noted above, we concluded that there essentially were only two viable bids. The WB Community Health bid and The RI Inter-local Risk Management Trust bid, both of which were offering Blue Cross Blue Shield of RI coverage and were able to comply with all of the bid requirements.

Currently, the City covers 1164 employees with a current total annual spend of approximately \$18,734,339. This equates to \$16,094 per covered employee per year.

The City's current arrangement through The RI Inter-local Risk Management Trust provides the City with the equivalent of fully insured rates which provides budget certainty. The rates are guaranteed for the policy year and the City can never be asked to pay more than those stated premiums for that given policy period.

Most often, we see employers of similar size to the City funding their programs through a traditional self-insured program either directly with a provider (e.g. Blue Cross) or through a purchasing group. The Trust has a unique program and for the 2016-17 plan-year, they have provided the most attractive arrangement for the City.

My opinion is that the City continue to consider a self-insured program where the City has the full advantage of years where the performance of the program is favorable. This also means that in years where the performance is not favorable, the program can create budget deficits.

I recommend this path as financing medical insurance for the City's employees should not be looked at year by year but it is more of a three to five-year review and comparison. There is a high degree of probability that, when measured in three to five-year increments, the City will likely out perform any fully insured arrangement.

## 6 RI INTER-LOCAL RISK MANAGEMENT TRUST ARRANGEMENT

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RI Inter-local Risk Management Trust (The Trust) submitted a bid to continue to cover the City for the upcoming 2016-17 fiscal year.

The Trust is a purchasing collaborative that has a "health pool" that is owned by its members. The Trust provides fully insured health coverage to its members through an arrangement with BCBSRI. The Trust develops fully insured premium rates for each member on annual basis. Each member shares in the annual operating gains or losses of the "health pool". As The Trust accrues surplus in the health pool, the Board of Trustees may approve a member equity disbursement in the form of a direct rate credit, an invoice credit, or a direct deposit into an OPEB Trust. Disbursements in the form of an invoice credit or an OPEB Trust deposit are made in accordance with the Trust's Member Equity Allocation policy where a members' equity share in the pool is determined by multiplying the number of months that the member has participated in the pool by the number of subscribers for that member for each corresponding months relative to the total health pool subscriber months for all members combined. The member equity calculation at end of year is arrived at by taking the beginning equity balance (\$0 for new

members) plus the member's share of operating gains or losses during the year and then subtracting any surplus that was distributed to the member during the year (if any). In the event that a member terminates from the pool and has been a member for fewer than 36 months, the member forfeits the right to withdraw any equity allocated to it. If a member has been in the pool for 36 months or more, it would be entitled to 50% of its earned equity. A member may withdraw without penalty if the withdrawal is mandated by a legislative act or Order of a Court of competent jurisdiction, or if it provides written notification to the Trust of such intent no later than two months prior to the policy expiration date.

The City is participating in a risk sharing arrangement with the other communities that are members of the health pool. Should the pool perform with a surplus, the City would be allocated its share of the equity and could potentially use some of that equity at the discretion of the Board. Should the pool perform with a deficit, the differential would be paid from member equity, which would reduce a member's equity balance, but not to a deficit. Members are not obligated to pay additional premiums to satisfy a preceding year's deficit.

The City is currently covered through The Trust and their existing costs and renewal costs under this bid response are:

**City of Warwick**

	<u>2015-16</u>	<u>2016-17</u>	<u>Change</u>	<u>Percent Change</u>
Health Benefits Plan	\$18,734,339	\$18,871,125	\$ 136,786	0.73%
Work Related Injury	\$ 509,837	\$ 339,043	(\$ 170,794)	(33.5%)
Total Costs	\$19,244,176	\$19,210,168	(\$ 34,008)	(0.18%)

*Note:* The pricing noted above includes the use of \$438,347 from the City's Premium Offset Account. This was an amount approved by the Board of Directors had approved for distribution and use for premium offset. Additionally, The Trust has approved the distribution of \$109,927 this year and the City has an additional \$71,000 from last year available to fund an OPEB trust. My understanding is that the OPEB trust is in the process of being established and these funds will be deposited once the trust is completed.

It should also be noted that the City has accrued \$2,945,000 in its equity allocation as of June 30, 2015. This equity allocation account will be re-valued within a few months of the end of this fiscal year ended June 30, 2016. Should the City decide to leave The Trust for any reason, the City will forfeit 50% of the equity allocation. The remaining equity balance would be paid in three equal installments, December 2016, December 2017 and December 2018.

## 7 WB COMMUNITY HEALTH ARRANGEMENT

WBCH is a self-insured arrangement whereby each participating community participates in the program and continues to negotiate their own benefits for their employees currently through the use of Blue Cross Blue Shield of RI products. WBCH will assist in plan design development and negotiation. WBCH develops “working rates” based on the claims of each entity and fixed expenses. The participating entities are not responsible to pay more than the working rates each month for each covered employee. At the end of the plan year, WBCH calculates the working rates (budget) to the actual expenses and determines whether there is a surplus (budgeted revenue exceeds actual expenses) or a deficit (budgeted revenue is less than actual expenses). If it is determined that a participant accrued a surplus, it can be used to offset the working rates in adverse claims year. If it’s determined that a participant accrued a deficit, the deficit will be added to the development of the working rates in the following year.

The overall operations of the WBCH allow each participant to determine their own benefit designs, select a stop-loss insurance attachment point (City was priced at \$200,000 attachment point). WBCH provides insurance protection from the stop-loss attachment point through \$500,000 at which point WBCH has purchased reinsurance through BCBSRI for claims exceed \$500,000. For the City we had an unlimited stop-loss reimbursement level priced.

This arrangement allows the City to capitalize on the lowest administrative costs and to “group purchase” stop-loss insurance. It also gives the City the security of a known, budgeted working rate without the fear of an excessive claims period increasing costs in the current fiscal year. As with fully insured arrangements, excessive claims that exceed budget will be captured in the following year’s working rates.

### City of Warwick

	<u>2015-16</u>	<u>2016-17</u>	<u>Change</u>	<u>Percent Increase</u>
Health Benefits Plan	\$18,734,339	\$19,284,072	\$549,733	2.93%
Work Related Injury	\$ 509,837	\$ 245,503	(\$264,334)	(51.8%)
Total Costs	\$19,244,176	\$19,529,575	\$285,399	1.48%

*Note:* Under the WBCH arrangement, the City would need to place a deposit of funds with WBCH/Blue Cross in the amount of \$400,000 to be held as an impressed balance to pay claims.

## 8 UNITED HEALTH CARE

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Although United Health Care's bid was found to be deficient due to the Work Related Injury rates not being included in their submission, we did want the City to have the benefit of reviewing their pricing excluding WRI rates.

### City of Warwick

Health Benefits Plan (excluding WRI)	2015-16	2016-17	2016-17	2016-17
	The Trust	The Trust	WBCH	UHC
	\$18,734,339	\$18,871,125	\$19,284,072	\$18,942,118

WBCH and UHC are based on working rates developed by each underwriter respectively. WBCH guarantees the rates for the fiscal year and any deficit or surplus is carried forward to the following year. UHC working rates are not guaranteed and are illustrative. Operationally, the City would be responsible for paying the actual claims incurred weekly and paying fixed expenses (plan administration and stop loss insurance) monthly.

## 9 RECOMMENDATION

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We have completed a comprehensive analysis of the health plan options that the City has available for the 2016-17 fiscal year. It is clear that The RI Inter-local Risk Management Trust has the most attractive offer that is not only priced as the lowest cost option but also offers the guarantees of a fully insured program.

I have two general concerns with The Trust arrangement for the City. The first is that the City is one of the largest, if not the largest member of The Trust and it is sharing risk with all of the other communities in The Trust. This simply means that if The Trust performs well, then the City stands to benefit substantially, however if The Trust does not perform well, then the City will be responsible for a larger share of those losses than it would be otherwise. The formula used to allocate equity within The Trust is not common since it has nothing to do with the City's plan performance and only takes into account the number of "member months" accrued versus the total member months contained within The Trust.

My other concern is more of an observation that although the City may have a desire to have guaranteed premiums for budgeting purposes, this likely is not the most efficient and cost-effective way to finance the purchase of medical benefits for the City's employees. As previously mentioned, a self-insured program will typically out-perform a fully insured program when looking at any three to five-year time period. Although the predictability of fully insured premiums may be attractive, the City has an obligation to consider long term cost savings strategies for all goods and services it procures. That being said, a self-insured program will ultimately cost the City less than other programs with a very high degree of confidence.

As a separate observation, in reviewing the benefit levels offered to the City employees, the pharmacy benefit is very unusual in that it caps each participant's out of pocket exposure to \$300.00 per year. This is a very generous benefit and very unusual. I would recommend that the City consider amending this benefit in the future to control the pharmacy spending as pharmacy costs continue to escalate at a much faster rate than medical expenses. Pharmacy claims are approaching 20% of the total health care claims spend for the City and there is a significant opportunity to impact this with a benefit change to your pharmacy program.

In summary, based upon The Trust pricing for 2016-17 and the financial penalties for exiting The Trust this year, I recommend that the City accept the bid from The Trust for the medical plan for fiscal year 2016-17.

**Bid #2017-4 Dental Self-Insured Administrator**

➤ 4 bids submitted

**FY17**

CODES                75-169 Dental/Municipal  
                         75-165 Dental/Police  
                         75-167 Dental/Fire  
                         (Pending available funding)

MANNER OF AWARD    \$1,086,469.56 (Fully-Insured Option)  
                         7/1/16-6/30/17

RECOMMEND            Blue Cross & Blue Shield of RI

=====

Blue Cross & Blue Shield of RI	500 Exchange St.	Providence, RI 02903
RI Interlocal Risk Management Trust	501 Wampanoag Tr., Ste. 301	E. Providence, RI 02915
WB Community Health	300 Jefferson Blvd., Ste. 205	Warwick, RI 02888
Delta Dental of RI	10 Charles St.	Providence, RI 02904

**Pricing as Follows**

(continued next page)

PLEASE SUBMIT THIS PAGE WITH YOUR BID

Acknowledgement of Addendum (if applicable)

Addendum Number

Signature of Bidder

Addendum 1

Melissa B. Cummings

COMPANY NAME: Blue Cross & Blue Shield of Rhode Island

COMPANY ADDRESS: 500 Exchange Street

COMPANY ADDRESS: Providence, RI 02903

BIDDER'S SIGNATURE: Melissa B. Cummings

BIDDER'S NAME (PRINT): Melissa B. Cummings

TITLE: SVP, Chief Customer Officer TEL. NO.: (401) 459-5756

E-MAIL ADDRESS: melissa.cummings@bcbsri.org\*

\*Please include your email address. Future bids will be emailed, unless otherwise noted by you.

**II. AWARD AND CONTRACT:**

The CITY OF WARWICK, acting as duly authorized through its Purchasing Agent, accepts the above bid and hereby enters into a contract with the above party to pay the bid price upon completion of the project or receipt of the goods unless another payment schedule is contained in the specifications. All terms of the specifications, both substantive and procedural, are made terms of this contract.

DATE: \_\_\_\_\_

Bid #2017-4

\_\_\_\_\_  
Purchasing Agent

**CITY OF WARWICK BID AND CONTRACT FORM**

**Bid #2017-4 Dental Self-Insured Administrator**

**I. BID:**

WHEREAS, the CITY OF WARWICK has duly asked for bids for performance of services and/or supply of goods in accordance with the above-indicated specifications.

The person or entity below does irrevocably offer to perform the services and/or furnish the goods in accordance with the specifications, which are hereby incorporated by reference in exchange for the bid price below;

This offer shall remain open and irrevocable until the CITY OF WARWICK has accepted this bid or another bid on the specifications or abandoned the project.

The bidder agrees that acceptance below by the CITY OF WARWICK shall transform the bid into a contract. This bid and contract shall be secured by Bonds, if required by the specifications.

**Information below based on a PSPM (per subscriber per month) basis and 1,012 enrolled subscribers.**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Projected Mature Claims Payments</b>	<b>\$86.02</b>	<b>\$87.74</b>	<b>\$89.49</b>
<b>Retention</b>	<b>\$2.69</b>	<b>\$2.88</b>	<b>\$3.08</b>
<b>Administrative/Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Retention</b>	<b>\$2.69</b>	<b>\$2.88</b>	<b>\$3.08</b>
<b>Total Cost</b>	<b>\$88.71</b>	<b>\$90.62</b>	<b>\$92.57</b>

**Please see next page for costs on an annual basis.**

Annualized costs are illustrated below based on 1,012 enrolled subscribers.

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Projected Mature Claims Payments</b>	<b>\$1,044,610.37</b>	<b>\$1,065,502.57</b>	<b>\$1,086,812.62</b>
<b>Retention</b>	<b>\$32,667.36</b>	<b>\$34,974.72</b>	<b>\$37,403.52</b>
<b>Administrative/Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Retention</b>	<b>\$32,667.36</b>	<b>\$34,974.72</b>	<b>\$37,403.52</b>
<b>Total Cost</b>	<b>\$1,077,277.73</b>	<b>\$1,100,477.29</b>	<b>\$1,124,216.14</b>

Please see attached exhibits for 3 Year ASC proposal, 2016 Working Rates and Financial Projections.



Blue Cross & Blue Shield of Rhode Island  
 CITY OF WARWICK  
 Contingent Premium Proposal Dental  
 Effective Date: July 1, 2016 - June 30, 2017 ("Rating Period")

This Contingent Premium Proposal ("Proposal") sets forth the financial terms and conditions under which Blue Cross & Blue Shield of Rhode Island ("BCBSRI") proposes to administer health care coverage for City of Warwick ("GROUP"). This Proposal shall constitute a binding interim agreement and shall serve as the basis for a more detailed Contingent Premium Agreement ("Agreement") that will be entered into by BCBSRI and the GROUP. In the event that BCBSRI and the GROUP fail to enter into the Agreement within forty-five (45) days of the GROUP'S receipt of such Agreement, BCBSRI shall have the right to terminate this Proposal and any agreement arising hereunder upon no less than thirty (30) days' prior written notice.

**Contingent Monthly Billing Rates**

The Contingent Monthly Billing Rates for the initial Rating Period shall be:

Blue Cross Dental Plan D0000100		
Group Number(s): 000000735		
	<u>Individual</u>	<u>Family</u>
Billed Claims Settlement Point	\$27.64	\$88.14
Retention	\$6.99	\$22.12
Contingent Monthly Billing rates per Subscriber at 100%	\$34.57	\$110.26
Contingent Minimum Rates per Subscriber at 95%	\$32.84	\$104.75
100% Contingent Rates	\$34.57	\$110.26
Contingent Maximum Rates per Subscriber at 100%	\$34.57	\$110.26
Blue Cross Dental Plan D0000107		
Group Number(s): 000000735		
	<u>Individual</u>	<u>Family</u>
Billed Claims Settlement Point	\$23.88	\$76.18
Retention	\$5.99	\$19.12
Contingent Monthly Billing rates per Subscriber at 100%	\$29.87	\$95.30
Contingent Minimum Rates per Subscriber at 95%	\$28.38	\$90.54
100% Contingent Rates	\$29.87	\$95.30
Contingent Maximum Rates per Subscriber at 100%	\$29.87	\$95.30
Blue Cross Dental Plan D0000128		
Group Number(s): 000000735		
	<u>Individual</u>	<u>Family</u>
Billed Claims Settlement Point	\$24.61	\$78.55
Retention	\$6.18	\$19.71
Contingent Monthly Billing rates per Subscriber at 100%	\$30.79	\$98.26
Contingent Minimum Rates per Subscriber at 95%	\$29.25	\$93.35
100% Contingent Rates	\$30.79	\$98.26
Contingent Maximum Rates per Subscriber at 100%	\$30.79	\$98.26

**General Contingencies**

- 1) All financial terms are based on current benefits. Any deviation from this benefit package may affect the financial terms.
- 2) This proposal is based on an assumed enrollment of 234 Individual and 778 Family subscribers. Any significant change in the assumed number of enrolled employees (+ / - 10%), individual/family mix, or enrollment shifts among benefit options may result in adjustments to the proposal.
- 3) BCBSRI shall be the exclusive carrier for the duration of the Agreement.
- 4) The GROUP shall offer a fully comprehensive benefit package through BCBSRI.
- 5) A minimum of seventy-five percent (75%) of eligible employees shall be enrolled with BCBSRI for the duration of the Agreement.

**Annual Experience Accounting**

Within one hundred eighty (180) days of the end of each Rating Period, BCBSRI will perform a settlement using the following calculation to determine any surplus (payable to the GROUP) or deficit (payable to BCBSRI) accrued by the GROUP during that Rating Period, which settlement is hereinafter referred to as the "Annual Experience Accounting":

$$\text{Surplus (Deficit)} = \text{Billed Claims Settlement Point} - \text{Total Claims Liability} + \text{credit adjustments due to the GROUP} \\ - \text{unpaid financial obligations and late payment charges due from the GROUP}$$

If the Annual Experience Accounting results in a surplus (amount due to the GROUP), then BCBSRI will pay to the GROUP that portion of the surplus limited to the Contingent Minimum Rate.

If the Annual Experience Accounting results in a deficit (amount due to BCBSRI), then the GROUP will pay to BCBSRI that portion of the deficit limited to the Contingent Maximum Rate.

Examples:

Actual Costs vs. <u>Projected Costs</u>	GROUP <u>Liability</u>
92%	95%
95%	95%
100%	100%
103%	100%

For purposes of this Proposal, "Retention" is defined as consisting of a charge for BCBSRI's cost of doing business, including but not limited to a contingent risk charge, claims intervention services costs, and a contribution to reserve.

**Credit Procedures**

BCBSRI has performed a credit check of the GROUP for suitability for a Contingent funding arrangement. BCBSRI has agreed to waive the requirement of a letter of credit. BCBSRI reserves the right at any time to revoke this waiver and to require a letter of credit. If, upon revocation of such waiver and requirement of a letter of credit by BCBSRI, the GROUP does not provide the required letter of credit, BCBSRI may terminate the Agreement pursuant to the section of the Agreement entitled "Term and Termination."

**Term and Termination**

Term: The Agreement shall be effective July 1, 2016 through June 30, 2017.

Termination by GROUP for Cause. GROUP may terminate the Agreement upon sixty (60) days prior written notice for cause. Any such notice shall identify the specific areas of claimed non-performance or non-compliance with the Agreement. BCBSRI shall have the right to cure any alleged breach or failure to comply with such material term or condition of the Agreement within thirty (30) days following receipt of such notice.

Non-Renewal by GROUP. GROUP also shall have the right to terminate this Agreement effective as of the end of the initial term or the end of any subsequent Rating Period by providing BCBSRI with at least thirty (30) days prior written notice of its intention not to renew.

Termination by BCBSRI. BCBSRI may terminate or refuse to renew the Agreement as permitted by Section 27-18.6-5 of the Rhode Island General Laws, or any other applicable law, as amended from time to time. Notwithstanding the foregoing, in the event that the GROUP shall materially fail to comply with the section of the Agreement entitled "Financial Obligations of GROUP", BCBSRI shall have the right to terminate the Agreement upon thirty-one (31) days prior written notice, with the right of the GROUP to cure such non-compliance within said thirty-one (31) day grace period.

The GROUP understands and agrees that upon termination of the Agreement for whatever reason, each type of health coverage furnished under the Agreement shall be terminated.

If you are in agreement with the terms of the foregoing Proposal, sign where indicated. Each person who signs this Proposal represents and warrants that he/she is duly authorized to bind the GROUP or BCBSRI to the terms of this Proposal.

Agreed and Assented to:

GROUP

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

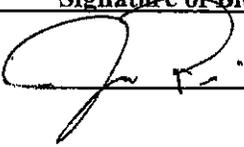
Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date Issued: 3/31/2016

**PLEASE SUBMIT THIS PAGE WITH YOUR BID**

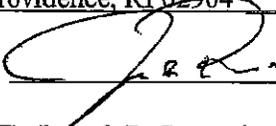
**Acknowledgement of Addendum (if applicable)**

<u>Addendum Number</u>	<u>Signature of Bidder</u>
<u>1</u>	<u></u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>

COMPANY NAME: Delta Dental of Rhode Island

COMPANY ADDRESS: 10 Charles Street

COMPANY ADDRESS: Providence, RI 02904

BIDDER'S SIGNATURE: 

BIDDER'S NAME (PRINT): Joseph R. Perroni

TITLE: Vice President, Sales & Business Relations TEL.NO.: (401)752-6294

E-MAIL ADDRESS: jperroni@deltadentalri.com \*

\*Please include your email address. Future bids will be emailed, unless otherwise noted by you.

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**II. AWARD AND CONTRACT:**

The CITY OF WARWICK, acting as duly authorized through its Purchasing Agent, accepts the above bid and hereby enters into a contract with the above party to pay the bid price upon completion of the project or receipt of the goods unless another payment schedule is contained in the specifications. All terms of the specifications, both substantive and procedural, are made terms of this contract.

DATE: \_\_\_\_\_  
RFP #2017-4 Purchasing Agent

**CITY OF WARWICK**  
**BID AND CONTRACT FORM**

**Bid #2017-4 Dental Self-Insured Administrator**

**I. BID:**

WHEREAS, the CITY OF WARWICK has duly asked for bids for performance of services and/or supply of goods in accordance with the above-indicated specifications.

The person or entity below does irrevocably offer to perform the services and/or furnish the goods in accordance with the specifications, which are hereby incorporated by reference in exchange for the bid price below;

This offer shall remain open and irrevocable until the CITY OF WARWICK has accepted this bid or another bid on the specifications or abandoned the project.

The bidder agrees that acceptance below by the CITY OF WARWICK shall transform the bid into a contract. This bid and contract shall be secured by Bonds, if required by the specifications.

	Year 1	Year 2	Year 3
Assumed Enrollment (Ind/Fam)	242 / 773	242 / 773	242 / 773
Projected Mature Claims Payments	\$952,294	\$985,624	\$1,020,121
Retention	\$48,123*	\$49,950*	\$51,778*
Administrative/Other Expenses	\$0	\$0	\$0
Total Retention	\$48,123	\$49,950	\$51,778
Total Cost	\$1,000,417	\$1,035,574	\$1,071,899

*\*Retention in Year 1 represents \$3.95 per contract per month, Year 2 represents \$4.10 per contract per month, and Year 3 represents \$4.25 per contract per month.*

**PLEASE SUBMIT THIS PAGE WITH YOUR BID**

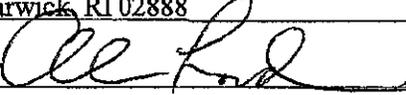
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<u>Addendum Number</u>	<u>Signature of Bidder</u>
<u>#1</u>	<u></u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>

COMPANY NAME: WB Community Health

COMPANY ADDRESS: 300 Jefferson Blvd Suite 205

COMPANY ADDRESS: Warwick, RI 02888

BIDDER'S SIGNATURE: 

BIDDER'S NAME (PRINT): Alan R. Lord

TITLE: Executive Director TEL. NO.: (401) 499-4291

E-MAIL ADDRESS: alord@wbcommunityhealth.org \*

\*Please include your email address. Future bids will be emailed, unless otherwise noted by you.

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**II. AWARD AND CONTRACT:**

The CITY OF WARWICK, acting as duly authorized through its Purchasing Agent, accepts the above bid and hereby enters into a contract with the above party to pay the bid price upon completion of the project or receipt of the goods unless another payment schedule is contained in the specifications. All terms of the specifications, both substantive and procedural, are made terms of this contract.

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	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Projected Mature Claims Payments<sup>1 2</sup></b>	<b>\$995,000</b>	<b>\$1,015,000</b>	<b>\$1,035,000</b>
<b>Retention</b>	<b>\$45,243</b>	<b>\$45,243</b>	<b>\$45,243</b>
<b>Administrative/Other Expenses</b>	<b>\$4,872</b>	<b>\$4,872</b>	<b>\$4,872</b>
<b>Total Retention</b>	<b>\$50,115</b>	<b>\$50,115</b>	<b>\$50,115</b>
<b>Total Cost</b>	<b>\$1,045,115</b>	<b>\$1,065,115</b>	<b>\$1,085,115</b>

<sup>1</sup> Projected 2% annual claims increase. Actual claims experience may be different.

<sup>2</sup> Projected Mature Claims Payments for Year 2 and Year 3 assume no plan design changes and consistent enrollment. Changes in either enrollment or plans/plan designs may have a positive or negative impact on actual claims. Additionally, these rates are inclusive of IBNR claims run-out liability.



**PLEASE SUBMIT THIS PAGE WITH YOUR BID**

**Acknowledgement of Addendum (if applicable)**

<u>Addendum Number</u>	<u>Signature of Bidder</u>
Addendum #1 _____	<u>B. Lavallee</u>
_____	_____
_____	_____
_____	_____

COMPANY NAME: Rhode Island Interlocal Risk Management Trust

COMPANY ADDRESS: 501 Wampanoag Trail, Suite 301, East Providence, RI 02915

BIDDER'S SIGNATURE: B. Lavallee

BIDDER'S NAME (PRINT): Brian Lavallee

TITLE: Director, Employee Benefits Programs TEL. NO.: 401-438-6511 ext. 563

E-MAIL ADDRESS: blavallee@ritrust.com

*\*Please include your email address. Future proposals will be emailed, unless otherwise noted by you.*

**II. AWARD AND CONTRACT:**

The CITY OF WARWICK, acting as duly authorized through its Purchasing Agent, accepts the above bid and hereby enters into a contract with the above party to pay the bid price upon completion of the project or receipt of the goods unless another payment schedule is contained in the specifications. All terms of the specifications, both substantive and procedural, are made terms of this contract.

DATE: \_\_\_\_\_  
RFP #2017-4

\_\_\_\_\_  
Purchasing Agent



**CITY OF WARWICK**

**BID AND CONTRACT FORM**

**Bid #2017-4 Dental Self-Insured Administrator**

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	Year 1	Year 2	Year 3
Projected Mature Claims Payments	n/a <sup>1</sup>	n/a <sup>1</sup>	n/a <sup>1</sup>
Retention	n/a <sup>1</sup>	n/a <sup>1</sup>	n/a <sup>1</sup>
Administrative/Other Expenses	n/a <sup>1</sup>	n/a <sup>1</sup>	n/a <sup>1</sup>
Total Retention	n/a <sup>1</sup>	n/a <sup>1</sup>	n/a <sup>1</sup>
Total Cost	n/a <sup>1</sup>	n/a <sup>1</sup>	n/a <sup>1</sup>

<sup>1</sup> The Rhode Island Interlocal Risk Management Trust is not bidding on a self insured basis. Rather, The Trust's proposal reflects guaranteed premium rates on a fully insured basis through an intergovernmental risk sharing pool. Per the "Alternate Bids" section on page 7 of the Bid specifications, please refer to Attachment A for The Trust's proposed fully insured rates. These rates represent a 2.2% decrease to the City's current working rates, and include all claims run-out liability (unlike a self insured arrangement). Under The Trust's fully insured program, no additional claims run-out liability or claims run-out processing fees exist at the conclusion of the policy period.

**Fully Insured Dental Rates By Group**

Group	Group Number	Trust Proposed Fully Insured Rates	
		Individual	Family
Municipal Actives	735	\$34.57	\$110.22
Police Actives	1995	\$34.57	\$110.22
COBRA	8958	\$34.57	\$110.22
COBRA	8959	\$34.57	\$110.22
Police Retirees - Level IV	3A11	\$34.57	\$110.22
COBRA	4B03	\$34.57	\$110.22
Municipal Retirees	101214	\$34.57	\$110.22
Fire Actives	900	\$30.78	\$98.23
Fire Retirees	904	\$30.78	\$98.23
Fire Retirees - Out-of-state	1C14	\$30.78	\$98.23
Police Retirees - Out-of-state	2H15	\$29.86	\$95.27
Police Retirees - Level II	7267	\$29.86	\$95.27

**Bid #2017-4 Dental Self-Insured Administrator**

The following vendors were sent specifications:

**Blue Cross & Blue Shield of RI**

500 Exchange St.

Providence, RI 02903

[Robert.Knowles@bcbsri.org](mailto:Robert.Knowles@bcbsri.org); [john.gilliland@bcbsri.com](mailto:john.gilliland@bcbsri.com)

[Marc.gagnon@bcbsri.org](mailto:Marc.gagnon@bcbsri.org); [robert.wolfkiel@bcbsri.com](mailto:robert.wolfkiel@bcbsri.com); [gilliland.j@bcbsri.org](mailto:gilliland.j@bcbsri.org)

**Delta Dental of RI**

10 Charles St.

Providence, RI 02904

[wbjjerke@deltadentalri.com](mailto:wbjjerke@deltadentalri.com)

**RI Interlocal Risk Management Trust**

501 Wamponaug Tr., Ste 301

E. Providence, RI 02915

[blavallee@ritrust.com](mailto:blavallee@ritrust.com); [lgrassini@ritrust.com](mailto:lgrassini@ritrust.com)

**United Health Care**

475 Kilvert St.

Warwick, RI 02886

[eric\\_c\\_swain@uhc.com](mailto:eric_c_swain@uhc.com); [jjette@uhc.com](mailto;jjette@uhc.com)

**W.B. Community Health**

300 Jefferson Blvd., Suite 205

Warwick, RI 02888

[alord.wbch@gmail.com](mailto:alord.wbch@gmail.com)



Jane Jordan  
Personnel Director

Scott Avedisian  
Mayor

CITY OF WARWICK  
DIVISION OF PERSONNEL  
3 275 POST ROAD  
WARWICK, RHODE ISLAND 02886  
Tel (401) 738-2000 - Fax (401) 732-7636  
T.D.D. (401) 739-9150

MEMORANDUM

To: Patricia Peshka, Purchasing Agent  
From: Jane Jordan, Personnel Director  
Date: May 3, 2016  
Subject: Bid: 2017-4 Dental Self-Insured Administrator

I have reviewed the bids for dental and have noted the following in making a recommendation for the dental carrier.

The RFP asked for self-insured bidders but also allowed for fully insured bidders. Five responses were received. Two of the bidders Blue Cross and Inter Local Trust offered fully insured bids. Delta Dental, WB Community Health and also Blue Cross offered self-insured bids.

The Personnel Department is recommending the fully-insured bid for Dental to be awarded to our present carrier Blue Cross for one year. One of the main reasons we recommend going with the fully-insured is that the City will have budget certainty and avoid unexpected, unbudgeted claims when they are billed with fixed rates.

Rhode Island Inter local-Trust submitted a fully-insured bid with the dental provider Delta Dental at a projected cost based on enrollment of \$1,086,118.92 and Blue Cross submitted a fully insured bid at a projected cost based on enrollment at \$1,086,469.56. Although Blue Cross is slightly higher than the Trust by \$350.64 it has significant advantages. Blue Cross also offers a One Way Contingent Agreement with possible savings up to 5% on claims, and no other fully insured bidder has both the medical and the dental claims processed together which is a health benefit to employees. Also Blue Cross has 614 participating dentists compared to 542 participating dentist in Delta Dental.

The bid from Blue Cross our incumbent carrier was the only bidder that offered a continuation of our Blue Cross dental, all of the other three (WB, Delta Dental and the Trust) offered coverage through Delta Dental.

Therefore, our recommendation is to award the bid to Blue Cross for a one year. Please present the dental bid at the same time the Health Care Bids are present to the City Council.

*Jane Jordan*

Dental Bids May-16  
Self-Insured Administrator Bidders

The Self Funded (Insured) bidder charges an administrative cost per employee per month and is billed the actual Claims Expenses

	Retention	Projected Mature Claims Payment	Totals
Blue Cross	Year 1 32,667.36	1,044,610.37	1,077,277.73
	Year 2 34,974.72	1,065,502.57	1,100,477.29
	Year 3 37,403.52	1,086,812.62	1,124,216.14
	105,045.60	3,196,925.56	3,301,971.16
Delta Dental	Year 1 48,123.00	952,294.00	1,000,417.00
	Year 2 49,950.00	985,624.00	1,035,574.00
	Year 3 51,778.00	1,020,121.00	1,071,899.00
	149,851.00	2,958,039.00	3,107,890.00
WB Community Health (Delta Dental)	Year 1 50,115.00	995,000.00	1,045,115.00
	Year 2 50,115.00	1,015,000.00	1,065,115.00
	Year 3 50,115.00	1,035,000.00	1,085,115.00
	150,345.00	3,045,000.00	3,195,345.00

Fully Insured - Alternate Bids	The traditional cost per covered Employee premium arrangement where the City has no member risk or financial responsibility		Family Monthly		Family Monthly	
	Ind.	Family	Ind.	Family	Ind.	Family
Blue Cross	735 M735	34.57	110.26	268	3,353.29	29,549.68
Full Insured Rates	Municipal Active	34.57	110.26	8	276.56	1,543.64
	Municipal Retiree	34.57	110.26	45	1,385.55	16,212.90
	Fire Active	30.79	98.26	15	461.85	8,357.10
	Fire Retiree's	30.79	98.26	2	61.58	196.52
	Fire Retiree's Out of State	34.57	110.26	33	1,140.81	14,664.58
	Police Active	29.87	95.30	0	0	0
	Police Retirees Out of State	34.57	110.26	25	864.25	11,467.04
	Police Retirees - Level IV	29.87	95.30	6	298.70	571.80
	Police Retirees - Level II	29.87	95.30	4	138.28	0
	COBRA Dental	34.57	110.26	239	7,980.87	82,558.26
						90,539.13 Monthly
						1,086,469.56 Annual

RI Interlocal Trust Fully Insured Rates Delta Dental	The traditional cost per covered Employee premium arrangement where the City has no member risk or financial responsibility		Family Monthly		Family Monthly	
	Ind.	Family	Ind.	Family	Ind.	Family
	735 M735	34.57	110.22	268	3,353.29	29,538.96
	Municipal Active	34.57	110.22	8	276.56	1,543.08
	Municipal Retiree	34.57	110.22	45	1,385.10	16,207.95
	Fire Active	30.78	98.23	15	461.70	8,349.55
	Fire Retiree's	30.78	98.23	2	61.56	196.46
	Fire Retiree's Out of State	34.57	110.22	33	1,140.81	14,659.26
	Police Active	29.86	95.27	0	0	0
	Police Retirees Out of State	34.57	110.22	25	864.25	11,462.88
	Police Retirees - Level IV	29.86	95.27	6	298.60	571.62
	Police Retirees - Level II	29.86	95.27	4	138.28	0
	COBRA Dental	34.57	110.22	239	7,980.15	82,529.76
						90,509.91 Monthly
						1,086,118.92 Annual

Special Note: All Bidders use Delta Dental with the exception of Blue Cross. Delta Dental has less participating Dentist because they reimburse at a lower rate

Blue Cross	One-Year	No 2nd & 3rd Year Rates Quoted
R. I. Interlocal Trust	1,086,469.56	No 2nd & 3rd Year Rates Quoted
w/Delta dental	1,086,118.92	No 2nd & 3rd Year Rates Quoted
	350.64	

**Bid #2017-9 Printing of Letterhead, Envelopes & Various Forms**

➤ 4 bids submitted

**FY17**

CODES                    xx-202 Various Departments/Print, Bind & Reproduct \$5,000.00  
                             30-202 Police Department/Print, Bind & Reproduct \$5,000.00  
                             35-202 Fire Department/Print, Bind & Reproduct \$3,000.00  
                             (Pending available funding)

MANNER OF AWARD    \$13,000.00  
                             July 1, 2016- June 30, 2017

RECOMMEND            E-Z Copy & Printing, Inc. d/b/a Copy World Printers

=====

E-Z Copy & Printing, Inc.  
d/b/a Copy World Printers  
1728 Warwick Ave.  
Warwick, RI 02889

The Field Companies Fulfillment Center, Inc.  
650 Pleasant St.  
PO Box 78  
Watertown, MA 02471

iDeal Printing, LLC  
24 Greco Lane, Ste. A  
Warwick, RI 02886

Regine Printing  
208 Laurel Hill Ave.  
Providence, RI 02909

Pricing as Follows

(continued next page)

Bid #2017-009 Printing of Various Letterhead, Envelopes & Various Forms BID RESULTS

Item #	VARIOUS DEPARTMENTS	Description	FIELD CO.			COPY WORLD		
			Unit	Recycled Unit	Unit	Recycled Unit	Unit	Recycled Unit
			Measure	Price	Price	Price	Price	Price
1	8 1/2 X 11 Letterhead/Black Ink/25% bond		per 1,000	\$ 35.75	\$ 35.75	\$ 54.00	\$ 60.00	
2	8 1/2 X 11 Letterhead/Black Ink/25% bond		per 500	\$ 35.75	\$ 35.75	\$ 30.00	\$ 31.00	
3	8 1/2 x 11 Plain Paper (2nd page)/25% bond		per 1,000	\$ 35.75	\$ 35.75	\$ 35.00	\$ 35.00	
4	#10 Envelope/Black Ink/24# White Wove		per 1,000	\$ 28.10	\$ 28.10	\$ 38.00	\$ 38.00	
5	#10 Envelope/Black Ink/24# White Wove		per 500	\$ 56.38	\$ 56.38	\$ 22.00	\$ 22.00	
6	#10 Window Envelope/Black Ink/24# White Wove		per 1,000	\$ 33.69	\$ 33.69	\$ 41.00	\$ 41.00	
7	Business Cards/Black Ink OR Business Cards/Blue Ink		per 500	\$ 30.00	\$ 30.00	\$ 23.00	\$ 23.00	
8	Kraft 6 X 9 Catalog Envelope/Black Ink/No Clasp		per 1,000	\$ 167.38	\$ 167.38	\$ 112.00	\$ 112.00	
9	Security Window 3 5/8 X 8 5/8/Black Ink		per 1,000	\$ 110.37	\$ 110.37	\$ 108.00	\$ 108.00	
10	8 1/2 X 11 Letterhead/Black Ink/25% bond Cut to 7 1/4 X 10 1/4		per 1,000	\$ 42.18	\$ 42.18	\$ 108.00	\$ 108.00	
11	7 1/4 X 4 Envelopes to Match Item #10/Black Ink		per 1,000	\$ 41.79	N/A	\$ 54.00	\$ 54.00	
12	#10 Window Envelope/Black Ink/24# White Wove Window Size 15/16 X 3 1/4		per 1,000	\$ 57.04	N/A	\$ 54.00	\$ 54.00	

VARIOUS DEPARTMENTS (CONTINUED)			FIELD CO.			COPY WORLD		
Item #	Description	Unit Measure	Unit Price	Recycled Unit Price	Unit Price	Recycled Unit Price		
13	8 1/2 x 14 Astro Parchment/Blue Ink	per 500	\$430.00	N/A	\$ 89.00	\$ 89.00		
14	#10 Window w/ Red Return Stamp	per 1,000	\$ 76.80	\$ 76.80	\$ 40.00	\$ 40.00		
15	8 1/2 x 11 White 24lb bond printed report 2 sided Blk Ink	per 1,000	\$224.77	\$ 224.77	\$ 39.00	\$ 39.00		
16	8 1/2 x 11 Printed Form One Side/Folded/White	per 1,000	\$135.75	\$ 135.75	\$ 60.00	\$ 60.00		
17	#10 Static returnd Address Variable mailing address Blk Ink	per 1,000	\$200.00	\$ 200.00	\$ 91.00	\$ 91.00		
18	11 x 17 Printed Form/Blue Paper/Blue Ink, Folded in Half & in Thirds Two Side/Folded	per 1,000	\$475.00	N/A	\$ 94.00	\$ 94.00		
19	#9 Envelope/Black Ink/24# White Wove	per 1,000	\$ 43.42	\$ 43.42	\$ 40.00	\$ 40.00		
20	5 x 8 Blue Card/One Side	per 500	\$123.78	N/A	\$ 46.00	\$ 46.00		
21	3 x 5 Green Card/One Side	per 500	\$140.27	N/A	\$ 30.00	\$ 30.00		
22	This Space Intentionally Left Blank	---						
23	8 1/2 x 5 1/2 2 Part Form/Red Ink	per 1,000	\$147.08	N/A	\$ 83.00	\$ 83.00		
24	8 1/2 x 5 1/2 2 Part Form/Black Ink	per 1,000	\$147.08	N/A	\$ 83.00	\$ 83.00		
25	This Space Intentionally Left Blank	---						

VARIOUS DEPARTMENTS (CONTINUED)									
Item #	Description	Unit Measure	FIELD CO.			COPY WORLD			
			Unit	Price	Recycled	Unit	Price	Recycled	
26	8 1/2 x 5 Card/One Side/6 Different Sets/5 Different Colors	per 1,000	\$420.10	N/A		\$ 84.00			
27	4 x 6 3 Part WSA/Police Detail Control Form	per 500	\$ 78.41	N/A		\$ 44.00			
28	This Space Intentionally Left Blank	---							

Bid #2017-009 Printing of Various Letterhead, Envelopes & Various Forms BID RESULTS

Item #	WARWICK POLICE DEPARTMENT Description	Unit Measure	FIELD CO.			COPY WORLD		
			Unit	Price	Recycled Unit	Unit	Price	Recycled Unit
					Price			Price
29	8 1/2 X 11 One Side/White (This item includes approximately 20 different forms, 7 making up the majority)	per 1,000		\$535.75	N/A		\$ 40.00	\$ 40.00
30	8 1/2 x 11 Printed Form/One Side/ Color Paper	per 1,000		\$195.10	N/A		\$ 41.00	\$ 41.00
31	4 1/8 x 9 1/2 Envelope/White	per 1,000		\$ 22.36	N/A		\$ 35.00	\$ 35.00
32	4 1/8 x 9 1/2 Envelope/Window	per 1,000		\$ 25.61	N/A		\$ 38.00	\$ 38.00
33	3 x 5 Card/One Side White	per 1,000		\$123.77	N/A		\$ 27.00	\$ 27.00
34	3 1/2 x 8 Card/Two Side White	per 1,000		\$447.55	N/A		\$ 33.00	\$ 33.00
35	3 x 6 1/2 Card/Red/Green/White Paper	per 1,000		\$447.55	N/A		\$ 47.00	\$ 47.00
36	4 1/2 x 5 1/2 Pads (Approximately 50 pages each) Cardboard Backing	per 600		\$400.00	N/A		\$280/lot	\$280/lot
37	Chief Letterhead-Classic Laid Ivory	per 1,000		\$153.24	N/A		\$ 87.00	\$ 87.00
38	Chief Follow-Up (Blank Sheet)-Classic Laid Ivory	per 1,000		\$153.24	N/A		\$ 48.00	\$ 48.00
39	Chief #10 Stationary Envelope-Classic/Laid Ivory	per 1,000		\$111.25	N/A		\$200.00	\$ 200.00
40	Overtime Authorization Form Three Part 1 Side/All Pages Different. Block Ink 5 1/2 x 8 1/2 Pad On Left	per 1,000		\$125.00	N/A		\$120.00	\$ 120.00

Bid #2017-009 Printing of Various Letterhead, Envelopes & Various Forms BID RESULTS

Item #	Description	WARWICK FIRE DEPARTMENT			FIELD CO.			COPY WORLD		
		Measure	Unit	Price	Recycled Unit	Unit	Price	Recycled Unit	Unit	Price
41	8 1/2 x 11 Printed Form/One Side/Color Paper (Slip Sheet Every 50 Sheets)	per 1,000		\$ 31.18	N/A			\$ 32.00		\$ 32.00
42	8 1/2 x 11 Printed Form/One Side/White	per 1,000		\$ 24.77	N/A			\$ 26.00		\$ 26.00
43	Ceremony Brochures, 8 1/2 x 11 #67 White Vellum/ Red & Black Ink/Printed Two Sides/Bi-Folded	per 1,000		\$432.05	N/A			\$195.00		\$ 195.00
44	Hot Work Permits/NCR 2-Part/Black Ink 8 1/2 x 11	per 1,000		\$171.18	N/A			\$125.00		\$ 125.00
45	Smoke Certificates/NCR 2-Part/Black Ink/ 8 1/2 x 11, Numbered	per 1,000		\$171.18	N/A			\$140.00		\$ 140.00
46	Inspection Reports, NCR 2-Part/Black Ink/8 1/2 x 11	per 1,000		\$171.18	N/A			\$125.00		\$ 125.00
47	Pads, 5 1/2 x 8 1/2/Pink #20/Black Ink/ 50 Sheets/Pad	per 100		\$100.00	N/A			\$ 97.00		\$ 97.00
48	Pads, 4 1/4 x 5 1/2/White w/Black Ink/ 50 Sheets/Pad	per 100		\$100.00	N/A			\$ 84.00		\$ 84.00
49	Cost to 3 Hole Punch	2,000		\$100.00	N/A					
	Time Required to Submit Proof for Each New Form/Business Days			5				1-3		
	Time Required for Delivery ARO/Business Days			5-10				7-10		
	Price to be held 2 years			No				No		

Item #	Description	Unit Measure	iDeal			Regime		
			Unit Price	Recycled Unit Price	Unit Price	Recycled Unit Price		
<b>VARIOUS DEPARTMENTS</b>								
1	8 1/2 X 11 Letterhead/Black Ink/25% bond	per 1,000	\$ 52.00	\$ 52.00	\$ 80.00	\$ 80.00		
2	8 1/2 X 11 Letterhead/Black Ink/25% bond	per 500	\$ 32.00	\$ 32.00	\$ 59.00	\$ 59.00		
3	8 1/2 x 11 Plain Paper (2nd page)/25% bond	per 1,000	\$ 39.00	\$ 39.00	\$ 35.00	\$ 35.00		
4	#10 Envelope/Black Ink/24# White Wove	per 1,000	\$ 39.00		\$ 74.00	\$ 74.00		
5	#10 Envelope/Black Ink/24# White Wove	per 500	\$ 35.00		\$ 55.00	\$ 55.00		
6	#10 Window Envelope/Black Ink/24# White Wove	per 1,000	\$ 45.00		\$ 76.00	\$ 76.00		
7	Business Cards/Black Ink OR Business Cards/Blue Ink	per 500	\$ 25.00	\$ 30.00	\$ 32.00	\$ 32.00		
8	Kraft 6 X 9 Catalog Envelope/Black Ink/No Clasp	per 500	\$ 25.00	\$ 30.00	\$ 35.00	\$ 35.00		
9	Security Window 3 5/8 X 8 5/8/Black Ink	per 1,000	\$ 90.00		\$125.00	\$ 125.00		
10	8 1/2 X 11 Letterhead/Black Ink/25% bond Cut to 7 1/4 X 10 1/4	per 1,000	\$ 75.00		\$110.00	\$ 110.00		
11	7 1/4 X 4 Envelopes to Match Item #10/Black Ink	per 1,000	\$ 52.00	\$ 52.00	\$125.00	\$ 125.00		
12	#10 Window Envelope/Black Ink/24# White Wove Window Size 15/16 X 3 1/4	per 1,000	\$ 94.00		\$155.00	\$ 155.00		
			\$ 45.00		no bid	no bid		

VARIOUS DEPARTMENTS (CONTINUED)		iDeal			Regime		
Item #	Description	Unit Measure	Unit Price	Recycled Unit	Unit Price	Recycled Unit	Unit Price
		13	8 1/2 x 14 Astro Parchment/Blue Ink	per 500	\$ 89.00		\$109.00
14	#10 Window w/ Red Return Stamp	per 1,000	\$ 75.00		\$ 81.00	\$ 81.00	
15	8 1/2 x 11 White 24lb bond printed report 2 sided Blk Ink	per 1,000	\$ 65.00	\$ 65.00	\$ 80.00	\$ 80.00	
16	8 1/2 x 11 Printed Form One Side/Folded/White	per 1,000	\$ 50.00	\$ 50.00	\$ 60.00	\$ 60.00	
17	#10 Static returnd Address Variable mailing address Blk Ink	per 1,000	\$ 75.00		\$140.00		
18	11 x 17 Printed Form/Blue Paper/Blue Ink, Folded in Half & in Thirds Two Side/Folded	per 1,000	\$295.00		\$130.00	\$ 130.00	
19	#9 Envelope/Black Ink/24# White Wove	per 1,000	\$ 45.00		\$ 68.00	\$ 68.00	
20	5 x 8 Blue Card/One Side	per 500	\$ 38.00		\$ 48.00	\$ 48.00	
21	3 x 5 Green Card/One Side	per 500	\$ 38.00		\$ 40.00	\$ 40.00	
22	This Space Intentionally Left Blank	---					
23	8 1/2 x 5 1/2 2 Part Form/Red Ink	per 1,000	\$225.00		\$108.00	---	
24	8 1/2 x 5 1/2 2 Part Form/Black Ink	per 1,000	\$145.00		\$ 95.00	---	
25	This Space Intentionally Left Blank	---					

VARIOUS DEPARTMENTS (CONTINUED)									
Item #	Description	Unit Measure	iDeal			Regime			
			Unit Price	Recycled Unit Price	Unit Price	Recycled Unit Price			
26	8 1/2 x 5 Card/One Side/6 Different Sets/5 Different Colors	per 1,000	\$ 95.00		\$ 98.00	\$ 98.00			
27	4 x 6 3 Part WSA/Police Detail Control Form	per 500	\$105.00		\$105.00				
28	This Space Intentionally Left Blank								

Bid #2017-009 Printing of Various Letterhead, Envelopes & Various Forms BID RESULTS

WARWICK POLICE DEPARTMENT		iDeal			Regine		
Item #	Description	Unit Measure	Unit Price	Recycled Unit Price	Unit Price	Recycled Unit Price	
29	8 1/2 X 11 One Side/White (This item includes approximately 20 different forms, 7 making up the majority)	per 1,000	\$ 49.00		\$ 45.00	\$ 45.00	
30	8 1/2 x 11 Printed Form/One Side/ Color Paper	per 1,000	\$ 50.00	\$ 50.00	\$ 65.00	\$ 65.00	
31	4 1/8 x 9 1/2 Envelope/White	per 1,000	\$ 39.00		\$ 74.00	\$ 74.00	
32	4 1/8 x 9 1/2 Envelope/Window	per 1,000	\$ 45.00		\$ 76.00	\$ 76.00	
33	3 x 5 Card/One Side White	per 1,000	\$ 40.00	\$ 40.00	\$ 35.00	\$ 35.00	
34	3 1/2 x 8 Card/Two Side White	per 1,000	\$ 65.00	\$ 65.00	\$ 70.00	\$ 70.00	
35	3 x 6 1/2 Card/Red/Green/White Paper	per 1,000	\$ 65.00	\$ 65.00	\$ 48.00	\$ 48.00	
36	4 1/2 x 5 1/2 Pads (Approximately 50 pages each) Cardboard Backing	per 600	\$395.00	\$ 395.00	\$380.00	\$ 380.00	
37	Chief Letterhead-Classic Laid Ivory	per 1,000	\$ 95.00		no bid	no bid	
38	Chief Follow-Up (Blank Sheet)-Classic Laid Ivory	per 1,000	\$ 64.00		\$ 53.00	\$ 53.00	
39	Chief #10 Stationary Envelope-Classic/Laid Ivory	per 1,000	\$139.00		no bid	no bid	
40	Overtime Authorization Form Three Part 1 Side/All Pages Different. Block Ink 5 1/2 x 8 1/2 Pad On Left	per 1,000	\$150.00		\$139.00	---	

WARWICK FIRE DEPARTMENT		iDeal			Regine		
Item #	Description	Unit Measure	Unit Price	Recycled Unit Price	Unit Price	Recycled Unit Price	
41	8 1/2 x 11 Printed Form/One Side/Color Paper (Slip Sheet Every 50 Sheets)	per 1,000	\$ 45.00	\$ 45.00	\$ 43.00	\$ 43.00	
42	8 1/2 x 11 Printed Form/One Side/White	per 1,000	\$ 40.00	\$ 40.00	\$ 32.00	\$ 32.00	
43	Ceremony Brochures, 8 1/2 x 11 #67 White Vellum/Red & Black Ink/Printed Two Sides/Bi-Folded	per 1,000	\$245.00		\$250.00	\$ 250.00	
44	Hot Work Permits/NCR 2-Part/Black Ink 8 1/2 x 11	per 1,000	N/A		\$134.00	----	
45	Smoke Certificates/NCR 2-Part/Black Ink/8 1/2 x 11, Numbered	per 1,000	\$245.00		\$164.00	----	
46	Inspection Reports, NCR 2-Part/Black Ink/8 1/2 x 11	per 1,000	\$175.00		\$134.00	---	
47	Pads, 5 1/2 x 8 1/2/Pink #20/Black Ink/50 Sheets/Pad	per 100	\$145.00	\$ 145.00	\$141.00	\$ 141.00	
48	Pads, 4 1/4 x 5 1/2/White w/Black Ink/50 Sheets/Pad	per 100	\$145.00	\$ 145.00	\$ 85.00	\$ 85.00	
49	Cost to 3 Hole Punch		\$40/M		\$5/M	---	
	Time Required to Submit Proof for Each New Form/Business Days		3		3-5		
	Time Required for Delivery ARO/Business Days		5		5-7		
	Price to be held 2 years		Yes		Yes		

**Bid #2017-9 Printing of Letterhead, Envelopes & Various Forms**

The following vendors were sent specifications

**ABS Printing**

173 Washington St.  
W. Warwick, RI 02893  
tina@absprinting.com

**Acumen Printing, LLC**

2905 Post Rd., Ste. 11  
Warwick, RI 02886  
Kristin@acumenprinting.necoxmail.com

**Advanced Business Machines**

11 Powder Hill Rd.  
Lincoln, RI 02865  
adeluca@teamadvanced.com;pparisi@teamadvanced.com  
mblair@teamadvanced.com;mjohnson@teamadvanced.com

**Advanced Printing Solutions**

PO Box 8282  
Cranston, RI 02820  
pizzi@advprintingsolutions.com

**Allegra Print & Imaging**

41 Rocky Hollow Rd.  
E. Greenwich, RI 02818  
info@allegraeastgreenwich.com

**Allegra Print & Imaging**

719 Bald Hill Rd.  
Warwick, RI 02886  
sales@allegrawarwick.com;bsweeney@allegrawarwick.com

**American Printing**

260 Narragansett Indus. Pk. Dr.  
Rumford, RI 02916  
Jill-ann@amprintri.com'paul@amprintri.com

**Color Q**

540 Richard St.  
Miamisburg, OH 45342  
frank@colorq.com

**Creasey Printing Services**

2700 W. Lawrence Ave Ste H  
Springfield, IL 62704  
info@creaseyprinting.com

**Creative Digital, Inc.**

50 Minnesota Ave. Unit 2  
Warwick, RI 02888  
joan@creativigitalri.com

**Curtis 1000/John Lynch**

33 Wildrose Court  
Warwick, RI 02888  
jlynch@curtis1000.com

**D3Logic**

89 Commercial Way  
E. Providence, RI 02914  
Thomas.berard@d3logic.com

**e-LYNXX Corp.**

PO Box W  
Chambersburg, PA 17201  
Laura.truett@e-lynxx.com;Marlene.college@e-lynxx.com

**Enterprise Printing & Products Corp.**

150 Newport Ave.  
E. Providence, RI 02916  
vijay@enterpriseprinting.net

**E-Z Copy & Printing, Inc. d/b/aCopy World Printers**

1728 Warwick Ave.  
Warwick, RI 02889  
angelo@copyworldri.com

**Focus Business Solutions**

2075 Plainfield Pike  
Johnston, RI 02919  
katiehart@focussolutions.net

**Graphic Image**

561 Boston Post Rd.  
Milford, CT 06460  
jose@graphicimage.net;leigh@graphicimage.net

**Grossman Marketing Group**

30 Cobble Hill Rd.  
Somerville, MA 02143  
jhicks@grossmanmarketing.com

**Horizon Concepts**

2704 Grand Avenue, Ste. 7  
Bellmore, NY 11710  
Horizonconcepts1@hotmail.com

**i3Logix, Inc.**

9501 Northfield Blvd.  
Denver, CO 80238  
swolfis@i3logix.com

**ideal Printing, LLC**

24 Greco Lane, Ste. A  
Warwick, RI 02886  
sales@idealprintingllc.com;joe@idealprintingllc.com

**Image Printing & Copying**

33 Plan Way #7  
Warwick, RI 02886  
imagep@imageprintingri.com

**J William & Co**

207 Fairfax Dr  
Warwick, RI 02888  
bill@jwilliamcompany.com

**Jane Lee Design**

Four Boom St.  
Jamestown, RI 02835  
jane@janeleedesign.com

**Kel-Print, Inc. d/b/a Sir Speedy**

969 Park Ave.  
Cranston, RI 02910  
pat@sirspeedycranston.com

**Lawrence & Brooks, Inc.**

12 Sheldon St.  
Providence, RI 02906  
striedman@lawrenceandbrooks.com

**Liberty Printing**

247 Quaker Lane  
W. Warwick, RI 02893  
Liberty.printing@cox.net

**Mark Altman & Assocs.**

428 Main St.  
Hudson, MA 01749  
procurement@markaltman.com;maltman@markaltman.com

**Meridian Printing**

1538 S. County Trail  
E. Greenwich, RI 02818  
pterreri@meridianprinting.com

**New England Office Supplies**

110 King Philip Rd.  
E. Providence, RI 02916  
randyb@neosusa.com

**Nittany Valley Offset**

1015 Benner Pike  
State College, PA 16801  
sales@nittanyvalley.com;sfowler@nittanyvalley.com

**OneZone Communications**

900 Asbury  
Buffalo Grove, IL 60089  
mike.martinez@onezonecomm.com

**Penmor Lithographics**

PO Box 2003  
Lewiston, ME 04241  
pfillion@penmor.com;bgiguere@penmor.com

**Print Mail Pro**

2500 McHale Ct., Ste. 100  
Austin, TX 78758  
amason@printmailpro.com

**Printcraft, Inc.**

3076 Post Rd.  
Warwick, RI 02886  
steve@printcraftri.com

**Pucino Print Consultants**

631 Fletcher Rd.  
N. Kingstown, RI 02852  
pucinoprint@verizon.net

**Regine Printing Co., Inc.**

208 Laurel Hill Ave.  
Providence, RI 02909  
jean@regineprinting.com;sally@regineprinting.com

**Rhody Prints**

1944 Warwick Ave.  
Warwick, RI 02889  
bobg@rhodybeat.com

**RI Monthly Communications**

280 Kinsley Ave.  
Providence, RI 02903  
pohare@rimonthly.com;lgunther@rimonthly.com

**Sheahan Printing Corp.**

One Front St.  
Woonsocket, RI 02895  
dave@sheahanprinting.com

**T. Pine Book & Catalog Printers**

382 Leonard Bridge Rd.  
Lebanon, CT 06249  
robertcharper@gmail.com

**Tara Biek Creative**

214 SW Ocean Blvd.  
Stuart, FL 34994  
tara@tarabiekcreative.com

**The Field Companies, Inc.**

385 Pleasant St.  
Watertown, MA 02471  
kevinm@fieldcompanies.com;joem@fieldcompaniescom

**Tiffany Printing Co.**

952 Tiogue Ave.  
Coventry, RI 02816  
invitations@tiffanyprinting.com

**WB Mason**

99 Bald Hill Rd.

Cranston, RI 02920

Chris.birrell@wbmason.com

CITY OF WARWICK  
PURCHASING DIVISION  
3275 POST ROAD  
WARWICK, RHODE ISLAND 02886



SCOTT AVEDISIAN  
MAYOR

RUTH NICASTRO  
BUYER/INSPECTOR

401-738-2000 EXT. 6242

To: Patricia A. Peshka, Purchasing Agent

From: Ruth Nicastro, Buyer 

Date: May 3, 2016

Re: Bid #2017-9 Printing of Letterhead, Envelopes and Forms for Various City Departments

I have reviewed the four (4) bids received and recommend Copy World as the overall responsible qualified low bidder. Copy World has met the bid specifications for various city departments. Copy World has no additional fees added to their pricing and best met our requested turnaround time. Copy World's pricing remained consistent when pricing recycled paper items.

The contract period for this printing bid will be 7/1/16 through 6/30/17. Various city departments will utilize this bid and pricing for an amount not to exceed \$5,000.00 for the duration of the contract.



*David E. Morse*  
*Assistant Chief*



*Office (401)-468-4044*  
*Fax (401)-468-4001*

*111 Veterans Memorial Drive.*  
*Warwick, R.I.*  
*02886*

May 2, 2016

Patricia Peshka  
Purchasing Agent  
City of Warwick

Dear Ms. Peshka:

The City of Warwick Fire Department would like to award Bid 2017-9 for Letterhead to Copy World, 1728 Warwick Avenue, Warwick, RI. Copy World is the lowest qualified bidder. The bid is for one year, and the department is requesting \$3,000.00.

If you have any questions, feel free to contact me.

Sincerely,

*David E. Morse*  
KB

David E. Morse  
Assistant Chief

DEM:kb

CITY OF WARWICK

Colonel Stephen M. McCartney  
Chief of Police

Scott Avedisian  
Mayor



Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

May 3, 2016

Mrs. Patricia A. Peshka, Purchasing Agent  
Warwick City Hall  
3275 Post Road  
Warwick, RI 02886

Re: Bid # 2017-9 Printing of Various Letterhead Envelopes Forms

Dear Mrs. Peshka,

The Police Department has received and reviewed the four (4) bid responses received on Bid # 2017-009, Letterhead, Envelopes, and forms. We received bids from the following Companies:

Copy World Printing, 1728 Warwick Avenue, Warwick RI 02889  
Ideal Printing LLC , 24 Greco Lane, Suite A, Warwick, RI 02886  
Regine Printing, 208 Laurel Hill Ave., Providence, RI 02909

Based on the submissions, the Police Department recommends that the award be given to Copy World Printing as the lowest qualified bidder. The submission was for one year only but the cost savings is considerable.

If approved, this purchase will be paid for from the Police Department Operating Budget, Budget Code# 30-302, Print, Bind, and Reproduce.

This is for use by various products as our needs dictate. Product will be purchased for an amount not to exceed \$5,000.00 over the one (1) year bid award.

Please feel free to contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson".

Robert S. Nelson  
Major  
Administrative Bureau Commander

CODE 25-301 MIS/Training & Education  
(Available \$8,333.00 as of 4/27/16)

**SECTION 56-6**

**Bid #2016-331 IT Online Training**

Skillsoft Corp.  
107 Northeastern Blvd.  
Nashua, NH 03062

Contract Award \$3,135.38



**CITY OF WARWICK**  
DIVISION OF MANAGEMENT  
INFORMATION SERVICES  
3275 POST ROAD  
WARWICK, RHODE ISLAND 02886  
TEL 401-738-2000

FAX 401-732-1307

**SCOTT AVEDISIAN**  
MAYOR

**CARLOS ZAMBRANO**  
MIS ADMINISTRATOR

To: Patricia A. Peshka, Purchasing Agent  
From: Carlos D. Zambrano, MIS Administrator *CDZ*  
Date: Friday, April 22, 2016  
Re: Section 56-6 – Skillssoft IT Training

This is a request under City Ordinance 56-6 to award Skillssoft Corporation \$447.91 per user for a total \$3,135.38 for IT Training for all seven MIS Staff members. That reason for a 56-6 it's because it would be a disadvantage to go out to bid, the training is discounted at a 75% discount rate, using the National Joint Powers Alliance, NJPA.

This will benefit the city because it will provide IT training for all seven MIS staff to include, but not limited to Microsoft Servers, Cisco, VmWare.

This will be purchased from budget code 25-301.

This Bid will expire on June 30, 2016.

Cc: Ernie Zmyslinski, Finance Director



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 F. (480) 315-4283  
[karen.johnsen@skillsoft.com](mailto:karen.johnsen@skillsoft.com)

Carlos Zambrano  
 MIS Director  
 (401) 738-2000  
[carlos.d.zambrano@warwickri.com](mailto:carlos.d.zambrano@warwickri.com)

Dear Carlos,

Thank you for your interest in partnering with Skillsoft as your training and solutions provider. Below is the preliminary quotation for a proposed solution. This pricing, including discounts and promotions is valid for 90 days.

Licenses	Solution
7	<p><b>SkillChoice IT</b></p> <ul style="list-style-type: none"> <li>➤ 1,790+ self-paced courses</li> <li>➤ 14,000+ ITPro online books with over 100 different technology topics, making it a must have resource for just-in-time learning</li> <li>➤ Live, online mentors are available for over 100 major professional certifications.</li> <li>➤ Express Guides offer quick-to-market and content-rich coverage of critical emerging certifications and technologies.</li> <li>➤ TestPrep Exams allow learners to test their knowledge of certification subjects in a simulated test environment.</li> </ul> <p><b>Virtual Practice Labs</b></p> <p>The Practice-Labs (sourced from Practice-IT) provide an asynchronous, web-based learning environment for IT professionals to have hands-on experience with live equipment or virtual machines in a real, risk-free environment. The labs immerse students in the software environment, providing a high degree of interactivity to reinforce basic skills and the ability to repeat lessons as necessary.</p> <p><b>IT Video Collection – No Cost Promotion</b></p> <p>These are short, 3-5 minutes in length, covering a variety of IT topics. Complements to course content, the videos highlight specific tasks and features, and are intended for users that are familiar with the software or hardware applications. The more than 25,000+ videos cover a variety of topics, giving learners the support they need when they need it.</p>
	<p><b>Mentoring Support Team – Complimentary Service</b></p> <p>Skillsoft's mentors are available online 24 hours a day, seven days a week, 365 days a year for our most popular certification exams to provide support, guidance and encouragement to learners while preparing for certification. Beyond the 50+ exams that have 24x7 mentoring, expert mentors is available online Monday through Friday, 9 am to 5 pm Eastern Time for an additional 60+ certification exams.</p>
	<p><b>Skillport Learning Management System – Complimentary System</b></p> <p>Skillport is a modern, cloud-based LMS that provides an unparalleled learning experience by connecting formal, informal and collaborative learning. The platform quickly delivers highly targeted learning—when and where people want to learn and offers the ability to Administrate the learning plans and track and report on the learning success.</p> <ul style="list-style-type: none"> <li>➤ <b>Implementation at no cost</b></li> <li>➤ <b>Ongoing learning solution and program support</b></li> <li>➤ <b>Administrator training</b></li> </ul>



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Sales Consultant  
P. (866) 347-6818  
P. 506-462-1357  
F. (480) 315-4283  
[karen.johnsen@skillssoft.com](mailto:karen.johnsen@skillssoft.com)

1 Year	\$3,135.38 / Year (\$447.91 / Person) 75% off of our commercial list price \$12,398.20
3 Year	\$2,611.29 / Year (\$373.04 / Person) 71% off of our commercial list price \$8,678.74
5 Year	\$2,449.21 / Year (\$349.89 / Person) 67% off of our commercial list price \$7,438.92

1 – 5 year term agreements available // Pricing reflects NJPA discounts for member 18996



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## SkillChoice™ IT

The IT Skills Courseware Collection contains award winning courseware with breadth and depth across critical technology solution areas, continually developed to keep up with the constantly changing requirements for various professional certifications. Also included is integrated Self Assessments as well as mentoring which provides rich interactions with experts online and through email. As the acknowledged leader of professional development, Skillsoft supports more than 100 different professional IT certification exams from leading software, hardware, networking, and Web service companies.

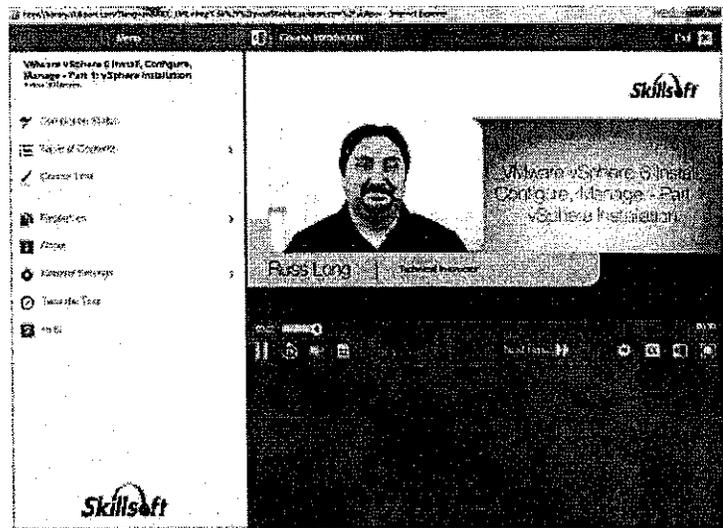
**Online Courses** – Award winning IT courseware library includes several thousand hours of interactive instruction.

**ExpertCerts** – Facilitate fast track to certification through defined program of learning assets

**Expert Mentoring** – Live, online mentors are available for over 100 major professional certifications.

**IT Certification Manuals** – Express Guides offer quick-to-market and content-rich coverage of critical emerging certifications and technologies.

**Practice Certification Exams** – TestPrep Exams allow learners to test their knowledge of certification subjects in a simulated test environment.

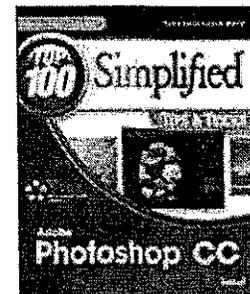
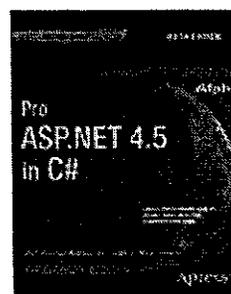
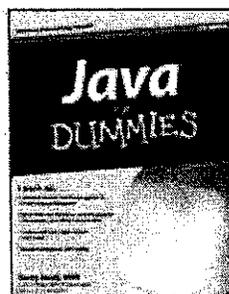


## ITPro™ – Thorough coverage of technology topics

Referenceware delivers comprehensive collections of premium reference content in a searchable, web-based environment. Patrons have full access to the complete unabridged contents of thousands of books from the best names in book publishing as well as need to-read best practices authored by C-level industry experts.

ITPro™ provides both broad and deep coverage of over 100 different technology topics, making it a must have resource for just-in-time learning. Professionals and students alike can instantly increase their knowledge, understanding and skills for immediate results. Some of the topics covered include:

- Certification & Compliance
- Hardware
- Security
- Databases
- Desktop & Office Applications
- Software Engineering
- Operating Systems
- Programming Languages
- and more





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F. (480) 315-4283  
[karen\\_johnsen@skillssoft.com](mailto:karen_johnsen@skillssoft.com)

## IT Videos

### Bite-sized content for daily problem solving

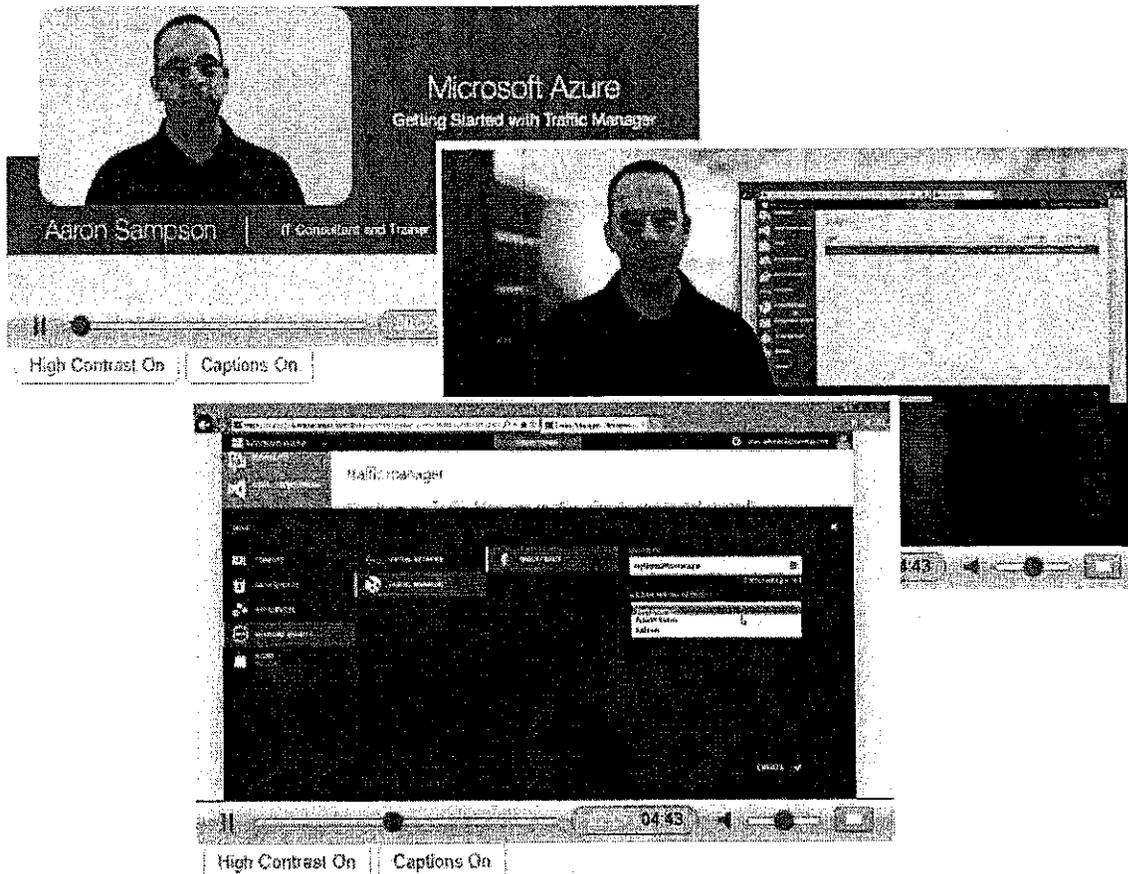
The Skillssoft IT Videos are short, 3-5 minutes in length, covering a variety of IT topics. A complement to course content; the videos highlight specific tasks and features, and are intended for users that are familiar with the software or hardware applications. The 3,300+ videos cover a variety of topics, giving learners the support they need when they need it.

### Learn on-the-go

To support busy professionals, the videos are available on mobile devices, including tablets and smartphones, enabling learning whenever and wherever they need it. The short length and device options provide learners with a flexible way to get quick answers to the questions they seek.

### Partnering with subject-matter experts

To produce the videos, Skillssoft partnered with leading subject-matter experts, offering learners content in a simple, user-friendly presentation.





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P. 506-462-1357  
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[karen.johnsen@skillsoft.com](mailto:karen.johnsen@skillsoft.com)

## IT Virtual Practice Labs

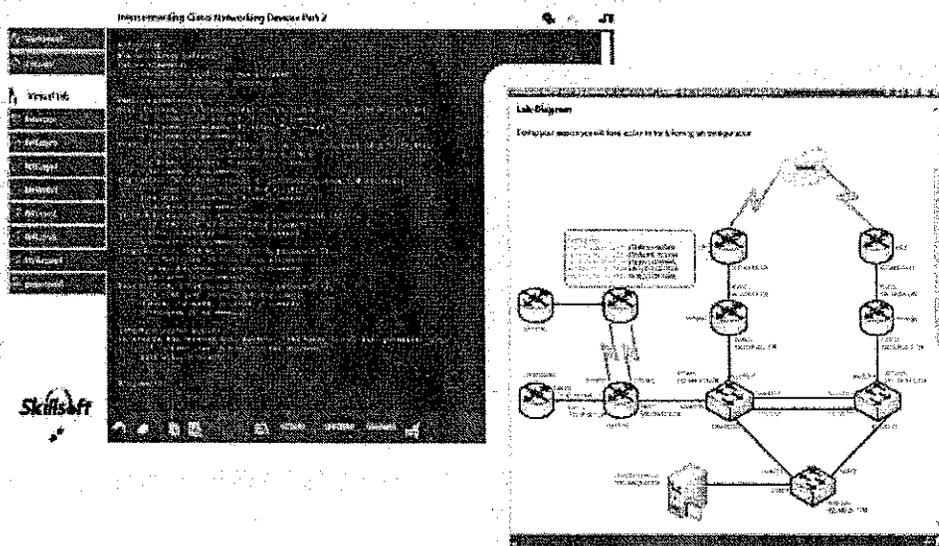
Skillsoft Virtual Practice-Labs can mirror almost any hardware or software configuration—enabling IT professionals to build critical technology skills in safe, virtual environments.

### Learning, minus the classroom

By experimenting with live applications, IT professionals learn and retain valuable skills, delivering maximum value to organizations. Virtualization enables IT professionals to interact with the technology and solutions they need to do their jobs and even make mistakes—without the risk of harming expensive equipment. Learners can even get support by accessing expert, always-available, online content. Available, any time, any where

Skillsoft Virtual Practice-Labs are available on-demand, allowing busy IT professionals to learn when and where it's convenient for them. Content is created by a network of technology experts, giving IT professionals access to popular certification topics including Microsoft®, CompTIA®, Cisco® and VMware® without leaving the office to attend training for days at a time.

- Features 24/7 on-demand access to content.
- Multiple vendor labs cover a broad range of technologies.
- Learners master practical and certification exam-related tasks, on real equipment.
- IT professionals safely build skills, risk-free, without damaging production equipment.
- Administrators can track completions and generate reports.
- Allows professionals to experiment without boundaries within a secure environment.
- Saves organizations from investing in training hardware and administration costs.
- Enables organizations to focus on core objectives by building skills that align with business goals.
- Provides continuous learning opportunities for IT professionals, keeping them engaged and productive in their roles.





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[karen.johnsen@skillssoft.com](mailto:karen.johnsen@skillssoft.com)

## Mentoring Support

### Covering the industry's most popular professional certifications

Skillssoft's mentors are available online 24 hours a day, seven days a week, 365 days a year for our most popular certification exams to provide support, guidance and encouragement to learners while preparing for certification. Beyond the 50+ exams that have 24x7 mentoring, expert mentors are available online Monday through Friday, 9 am to 5 pm Eastern Time for an additional 60+ certification exams.

Each year SkillSoft mentors support thousands of learners by explaining confusing concepts in new ways, answering questions and giving valuable feedback on a learners' progress.

With extensive and diverse IT experience, our on-staff mentors hold an average of 25 certifications each and offer superior support for over 100 current professional certifications.

- Over 100 certifications supported
- Mentors hold over 1,000 certifications and accreditations
- Real time chat or email
  - Daily certification email reminder
  - TestPreps help learners prepare for certification exams
- They guarantee a six-hour e-mail response time
- They log over 285,000 student interactions per year
- 93% pass rate according to a 2013 survey





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## Learning App

Skillsoft's Learning App places timely access to key business resources in the palm of learner's hands. Watch a video, take a course, read or listen to a book and stay on the leading edge of your career.

### Learning on-the-go

With the number of mobile devices exceeding the number of people on earth, mobile learning is not a question of if, but when. Mobile learners have less time to spend looking for resources they require and must be empowered to act quickly, decisively and more frequently while away from their desk. Whether trying to help their team with communication and negotiation skills or improve their own leadership capabilities, the Skillsoft Learning App will provide timely access to tens of thousands of videos, courses, books, audio books and summaries within the Skillsoft library.

Having a tool that understands and supports each individual's preferences and learning styles is invaluable. Streamlining the learning process, for access to the content they need wherever they are is critical. To help organizations and learners, the Skillsoft Learning App:

### Features

- Available for Android and iOS devices.
- Supports Skillsoft videos, mobile ready courses, books, audio books and summaries.
- Featured content based on areas of interest highlighted in the Home screen.
- Full-text search across all content areas.
- Bookmark and organize favorite content via "My Favorites" tab.
- LMS integration and Single Sign-On (SSO) support.
- Deep link support for creating curated experiences.
- App and content available in English, Spanish, French and German.

### Benefits

- Provides a personalized experience according to areas of interest.
- Keeps skills sharp with up-to-date resources.
- Connects learners with materials they might not naturally search for on their own.
- Provides learners with the learning content they need, anytime, anywhere.

Improve performance and stay on the leading edge of information relevant to your job role or career path. Maximize your Skillsoft license today by providing the Skillsoft Learning App to employees across the organization for a personalized learning experience when and where they need it.



*Skillsoft's Learning App delivers personalized learning content anywhere.*





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## Skillport Learning Management System

Skillport is a flexible, low-burden, low-cost learning management system that provides support for the most common learning management needs, without introducing complex functionality found in most enterprise LMSs. Skillport is in use by over 4,000 Skillsoft customers.

- Learners can quickly pinpoint relevant resources through Search-and-Learn or the catalog
- Learners can personalize learning programs and get reports on progress
- Trainers and managers can tailor learning programs and the interface to their needs
- Learning managers can gain hands-on control over a wide range of administrative functions

For organizations that value reliability, flexibility and speed to deployment, Skillport is an ideal choice. It supports the need for formal, structured learning programs or informal, instant learning.

Skillport gives employees access to the right information at the right time and in the right place, allowing them to solve problems quickly. Skillport makes your organization more responsive to customer needs and changing market conditions.

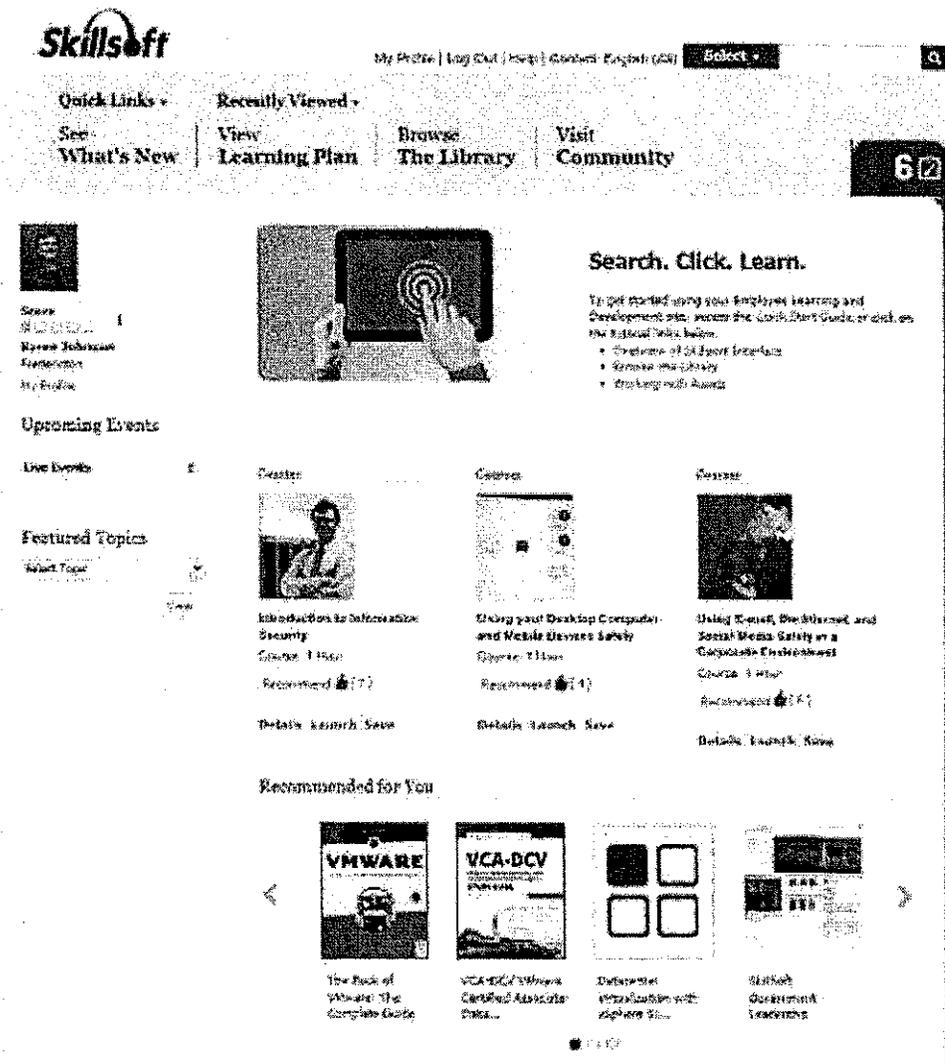
### Skillport Key Features:

#### Benefits for the Learner

- Search & Learn
- My Plan
- My Progress

#### Benefits for the Administrator

- Learning Programs
- Reporting
- Content Management
- User Management





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## The Strength of Skillsoft Working for You

To meet the needs of over 6,000 customers and more than 19,000,000 learners around the globe, our content developers, learning consultants, solution architects and technical mentors have deep knowledge and experience in their area of practice.

**Pre-Sale** I will be your main Point of Contact. I will pull in any other resource we need from either a technical or subject matter expert side to ensure we provide you with the most appropriate solution to meet your needs.

**Post-Sale** Your main Point of Contact will be your Account Manager who will look after your entire Program Life Cycle. During implementation they will work with our Program Support Group who manage the program built and roll out.

- Program Design
- Help establish program objectives and implementation strategies aligned with organizational business goals
- Curriculum Design
- Advise on learning program design and development
- Technical Planning
- Coordinate resources for deployment and integration
- Marketing and Communications
- Recommend use of Client Community resources to reach identified target audiences
- Administrative Processes
- Provide access to administrator training to leverage robust platform capabilities
- Reporting
- Recommend reporting and review plan design to identify trends and track behaviors
- Performance Measurement
- Facilitate regular Program Reviews of defined business metrics using data analysis to measure success, Value Impact Analysis

**Client Community** - Whether you need to execute or promote a learning program, train on products, measure the program adoption or Value, or join a community group to share and received valuable insight from your peers - it can all be found in this client resource site!

**Customer and Technical Support** - In addition to this you will have 24/7/365 access to end user and technical support through phone, chat and/or email.

- **Live Help:** Chat with us for real-time assistance at <http://support.skillsoft.com/livehelp/>.
- **Email:** Send your service request details to [support@skillsoft.com](mailto:support@skillsoft.com) (For time sensitive critical issues it is recommended that you contact us via our live support options).
- **Telephone:** For the US/Canada call us at 1-866-754-5435.

**Mentoring** - Skillsoft's mentors are available online 24 hours a day, seven days a week, 365 days a year for our most popular certification exams to provide support, guidance and encouragement to learners while preparing for certification. Beyond the 50+ exams that have 24x7 mentoring, expert mentors is available online Monday through Friday, 9 am to 5 pm Eastern Time for an additional 60+ certification exams.

Each year Skillsoft mentors support thousands of learners by explaining confusing concepts in new ways, answering questions and giving valuable feedback on a learners' progress.

With extensive and diverse IT experience, our on-staff mentors hold an average of 25 certifications each and offer superior support for over 100 current professional certifications.

**Zambrano Carlos D**

---

**From:** Robin Thompson <robin.thompson@knowledgegenet.com>  
**Sent:** Wednesday, April 20, 2016 12:39 PM  
**To:** Zambrano Carlos D  
**Subject:** KnowledgeNet On Demand Training Bundle

Hi Carlos,

I wanted to follow up on conversation we had earlier today. This email contains most of the information we talked about on our On-Demand Training.

This is an informal bid to get you pricing. I will send over a formal bid from DocuSign when you are ready. If you need us to invoice through SHI, let me know.

I Broke down the pricing on our **"Everything IT Bundle"** for you as this bundle is a great value with multiple seats. This programs bundles training for **Cisco, Microsoft, VMware** and several other technologies but it doesn't include any of the actual "Live Instruction". This is more of an on-demand, multi-media option with all of the **Live Training Labs, Books and Videos included.**

**Things to consider for this promotion:**

1. 24/7/365 access to **live mentors** via Chat or Email on all Certification courses
2. **Admin LMS** included for tracking and reporting of each student
3. **Success Coach** assigned to each student to set up curriculum to meet each person's goals and objectives.
4. All of our subscriptions are for one **full year of all access** to training's, books, labs and video libraries.

[CLICK HERE](#) for a quick (2minute) Video Introduction to KnowledgeNet Live Learning

**Robin Thompson**  
**602-797-2734**

**April, 2016 PROMOTIONAL PRICING**

**(Additional Multi-Seat Pricing Shown)**

<p><b>Know the KnowledgeNet Difference</b></p> <ul style="list-style-type: none"><li>- Live classes, recorded classes w/24x7 instructor-mentoring</li><li>- Live hands-on labs, textbooks, reference material</li><li>- Unprecedented post-sale support (personal success advisors)</li></ul> <p><i>We stand behind our training 100% by offering a 21 day no-questions-asked cancellation policy.</i></p>	<p><b>ADDITIONAL RESOURCES</b></p> <table border="1"><tr><td data-bbox="837 1646 928 1978"><b>LIVE PRACTICE LABS</b></td><td data-bbox="928 1646 1036 1978"><b>"IT" BOOK LIBRARY</b> (15,000+ Books)</td><td data-bbox="1036 1646 1136 1978"><b>"IT" VIDEO LIBRARY</b> (18,000+ Videos)</td></tr></table>	<b>LIVE PRACTICE LABS</b>	<b>"IT" BOOK LIBRARY</b> (15,000+ Books)	<b>"IT" VIDEO LIBRARY</b> (18,000+ Videos)	
<b>LIVE PRACTICE LABS</b>	<b>"IT" BOOK LIBRARY</b> (15,000+ Books)	<b>"IT" VIDEO LIBRARY</b> (18,000+ Videos)			

SELF-PACED  
ON-DEMAND, MULTI-MEDIA TRAINING

## \*Everything "IT" Bundle (On-Demand)

- Includes Training in Cisco, Microsoft, VMware, Project Management and about 20 other technologies.
- Here is the [course list](#).
- Here is a list of possible [certifications](#) that can be achieved by completing some of these courses and passing the appropriate exams.
- [Live Labs](#) and Simulated Labs (both available 24x7)
- Live Instructor Mentoring (24 x 7 x 365 via Chat & Email)
- Over 8,000 hours of searchable course lecture made available by a "Google-like" search feature.
- [IT Professional E-Library](#): Over 15,000 published, self-study IT full length books from publishers like Cisco Press, Sybex, Apress, John Wiley & Sons
- A tremendous value you can use for a full year, for about the less than price you would pay for a single instructor-led training class.



MSRP \$3490

**\$1490**

Seats	Total Cost
2	(1 seat) <b>\$1,490/ea</b> SAVE- \$2000/ea
3	<b>\$3,990</b> SAVE- \$6480
5	<b>\$5,990</b> SAVE- \$11,460
7	<b>\$8,190</b> SAVE- \$16,240

## The KnowledgeNet Difference

Not only are KnowledgeNet's solutions less expensive than traditional training ILT, Internet delivery also eliminates the need for travel and the related costs. The result? You can afford to take more instructor-led training courses, more often.

### Benefit Overview:

- All of our training packages are 1 Year of unlimited access per person/license.
- Reduced Training Time and Costs
- Two World-Class Instructors in Every Live Class
- Better Retention
- Get Certified with IT Certification Curriculums
- Multiple Training Styles to Fit Your Busy Schedule
- Hands-on Labs & Practice Exams
- Classes & Technologies Updated Regularly
- **No Upfront Money Required**
- No Upfront PO needed
- **Net 30 or Net 60 Invoicing Terms**
- Payment plans available

Thanks in advance for your consideration on this package.

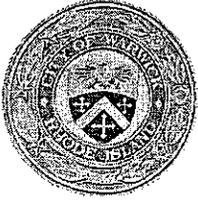
CODE 76-357 Insurance/Insured Accidents/General  
(Insurance Proceeds)

**SECTION 56-6**

**Bid #2016-332 Repairs to H7**

West Shore Collision Center  
2134 W. Shore Rd.  
Warwick, RI 02889

Contract Award \$11,379.90



CITY OF WARWICK  
DEPARTMENT OF PUBLIC WORKS  
925 SANDY LANE  
WARWICK, RI 02886  
TEL. 401-738-2000 Ext. 6500  
FAX 401-732-5208

SCOTT AVEDISIAN  
MAYOR

DAVID PICOZZI  
DIRECTOR

To: Patricia Peshka, Purchasing Agent

From: David Picozzi, Director of Public Works

Date: April 26, 2016

Subj: West Shore Collision Center

A Highway Department pickup truck was involved in an accident on April 13, 2016. This claim has been filed with the Rhode Island Interlocal Risk Management Trust. The vehicle is in need of repairs and an initial estimate has been received in the amount of \$11,379.90. It should be noted that there is a possibility of further repairs once the vehicle is taken apart. The City has received funds to make repairs to this vehicle and must issue a purchase order to pay the vendor.

Please consider this memo a request for an exception to notice under Sec. 56-6 of the Warwick Code for West Shore Collision Center in the amount of \$11,379.90.

CODE 30-340 Police Department/Service Contracts  
(Available \$28,712.00 as of 4/27/16)

**SECTION 56-6**

**Bid #2016-333 Encase Forensic SMS885 License Renewal**

Guidance Software, Inc.  
1055 E. Colorado Blvd.  
Pasadena, CA 91106

Contract Award \$2,856.39

Contract Period Expires 8/21/17

# CITY OF WARWICK

Colonel Stephen M. McCartney  
Chief of Police

Scott Avedisian  
Mayor



Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

April 26, 2016

Mrs. Patricia A. Peshka, Purchasing Agent  
Warwick City Hall  
3275 Post Road  
Warwick, RI 02886

RE: Request for Spending Authorization  
City Ordinance 56-6 Exception to bid  
Guidance Software Maintenance and Upgrades- EnCase

Dear Mrs. Peshka:

The Police Department Computer Forensics Unit utilizes a Forensic Software Program called Encase. This Encase software is widely used by Law Enforcement Agencies throughout the country. The system is endorsed and training is provided by the National White Collar Crime Center. This software is used for the forensic examination, analysis and extraction of data from a wide variety of computer devices.

This Encase software is proprietary to the Guidance Software Company. Updates and maintenance can only be obtained from Guidance Software. This is true of any specialty software. As a result, upgrades, maintenance and support are sole source to whatever company makes the product.

The software itself is loaded on multiple computer devices. Use of the programs requires the use of a dongle. A dongle is defined as an external device used as a combination security and copyright protection device. In order to use the software, you must have an authorized dongle. We must maintain these dongles in order to receive updates, maintenance, and phone support of the product. This maintenance and update is vital. This kind of technology must be constantly updated. New computer products are constantly coming on the market. Each new product and software version of the latest smart phones, for example, uses a slightly different Operating System version. Our examination software requires constant updates to remain effective with the new products.

The need for this kind of analysis in modern police work is constant and increasing. Our Forensic Unit utilizes this software on a daily basis. The examination of PC's Laptops, Tablets, and especially the examination of smart phones has become an integral part of a great many police investigations, and is vital tool for our Detective Division.

The total cost of the security keys (dongles) and a reactivation key, as well as maintenance upgrades is **\$2,856.39**. A copy of the quotes for this upgrade and security key purchase is included with this letter.

Page Two  
April 26, 2016

If approved, financing for this contract would come from the Police Department Operating Budget, Budget Code # 30-340, Service Contracts.

Please feel free to contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson". The signature is fluid and cursive, with a prominent initial "R" and a long horizontal stroke at the end.

Robert S. Nelson  
Major  
Administrative Bureau Commander

RSN:gmc

CODE 30-203 Police Department/Advertising  
(Pending available funding)

*FY17*

**SECTION 56-6**

**Bid #2017-21 Police License Advertising**

Beacon Communications  
1944 Warwick Ave.  
Warwick, RI 02889

Contract Award \$6,000.00

Contract Period July 1, 2016 – June 30, 2017

# City of Warwick

Stephen M. McCartney  
Chief of Police



Scott Avedisian  
Mayor

Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone (401) 468-4200

April 28, 2016

Mrs. Patricia Peshka, Purchasing Agent  
City of Warwick  
3275 Post Road  
Warwick RI 02886

RE: Police Licensing Advertising- Section 56-6  
BEACON COMMUNICATIONS, INC., 1944 Warwick Avenue, Warwick, RI 02889  
Funding Source: Operating Budget Code 30-203

Dear Mrs. Peshka;

The department is seeking spending authorization under provisions of City Ordinance 56-6, "Exception to Notice Requirement," in order to cover advertising expenses for various licenses reviewed by the department's licensing unit and approved by the Board of Public Safety on an as needed basis for FY 2017, not to exceed **\$6,000.00**.

It would be in the best interests to the City and the department to continue these services as the Licensing Unit processes daily requests for advertising for various licenses issued. Since this process generates revenue as well, the interests would be best served to have uninterrupted service as required. Beacon Communications has favorably provided these services in the past and is the only local advertiser to meet the advertising requirements necessary. Advertising in state-wide publications would be cost prohibitive.

The department expended approximately \$6,000.00 for these expenses in FY 2017. Funding for this service, if approved, would be from the Police Department Operating Budget, Budget Code 30-203, "Advertising Fees -- Police.

Please feel free to contact this office should you require any further information.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Nelson".

Robert S Nelson  
Major  
Administrative Bureau Commander

RSN:gmc

CODE 30-301 Police Department/Educational Reimbursement  
(Pending available funding)

***FY17***

**SECTION 56-6**

**Bid #2017-22 Police College Education Expenses**

Various  
Vendors

Contract Award \$70,000.00

Contract Period July 1, 2016 – June 30, 2017

# City of Warwick

Stephen M. McCartney  
Chief of Police



Scott Avedisian  
Mayor

Police Department  
99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone (401) 468-4200

April 28, 2016

Mrs. Patricia Peshka, Purchasing Agent  
City of Warwick  
3275 Post Road  
Warwick RI 02886

Re: Request for Spending Authorization – Police College Education Expenses  
C. O. 56-6, "Exception to Notice Requirement" – Various Vendors  
Funding Source: Operating Budget – Education Reimbursement, Code 30-301

Dear Mrs. Peshka:

The department is seeking authorization under the provisions of City Ordinance 56-6, "Exception to Notice Requirement," to expend funds for college expenses on an as needed basis, not to exceed \$70,000.00 for police officers for fiscal year 2017. Bid #2016-029 was previously awarded for these services and covered the period July 1, 2015 through June 30, 2016.

The exception to notice requirement is requested as officers are allowed to attend various colleges and universities offering approved degree programs in accordance with R.I.G.L. 42-28.1. State law provides for reimbursement and compensation for these educational expenses to include tuition, books, and supplies. The statute further allows officers to enroll in any university, college, or technical institution approved by the regional accrediting association of colleges and secondary schools. Procedurally the state has discontinued the authorization of so-called distant learning or on-line programs towards certification that has reduced costs.

Contractual provisions also require officers to attain minimum college credits in related law enforcement fields for promotion commencing with the rank of sergeant.

Vouchers would be prepared by the department based on certification of successful completion of any course taken during a semester to reimburse the officer for the initial expenses. Funding for these expenses would be allocated from the department's operating budget, code 30-301, "Education Reimbursement."

Please feel free to contact me should you require any further information.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Nelson".

Robert S. Nelson  
Major  
Administrative Bureau Commander

RSN:gmc