



**State of Delaware
Executive Department
Office of Management and Budget**

December 22, 2014

*** via email***

Mr. Michael Chille, NE Territory Director
Continental American Insurance Co - Aflac

Re: Request for Proposal for the Supplemental Insurance Program

Dear Mr. Chille:

Based on the recommendation of the Proposal Review Committee on December 19, 2014, the State Employee Benefits Committee voted in favor of awarding the contract for the Supplemental Insurance Program to Aflac effective July 1, 2015, for an initial term of three years with two one-year renewal options and pursuant to the terms listed in the Request for Proposal. Aflac met the following requirements:

- Demonstrated ability to provide excellent administrative services, account management and customer service;
- Proven ability to provide secure on-line remote access for employees/participants;
- Experience with clients of similar size and structure; and
- Reasonable cost.

We will begin working promptly with your team on the implementation of the terms in the RFP, fulfillment of the technology requirements, and the draft of the new contract. I will be sending a detailed and separate email to that end.

Please allow me to extend congratulations to the Aflac team!

Respectfully,

Brenda Lakeman, Director
Human Resources and Benefits Administration

cc: Ms. Caitlin Noll, Custom Case Executive
file

