



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

November 6, 2014

*** via email***

Mr. Brian C. Anderson, Second Vice President
Minnesota Life / Securian
400 Robert Street North
St. Paul, MN 55101-2098

Re: Request for Proposal for the Life Insurance Program

Dear Mr. Anderson:

Based on the recommendation of the Proposal Review Committee on October 27, 2014, the State Employee Benefits Committee voted in favor of awarding the Life Insurance Program contract to Minnesota Life 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. Minnesota Life 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.

This award is a new contract and not an amendment to the current contract. Of course, though, many of the terms will be the same as in the current contract. 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.



Statewide Benefits Office

500 W. Loockerman Street, Suite 320 • Dover, DE 19904
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Please allow me to extend congratulations to the Minnesota Life team! We are excited to continue to work with you and your team.

Respectfully,

Original on File

Brenda Lakeman, Director
Human Resources and Benefits Administration

cc: Ms. Laurie Ross, Supervisor Group Proposals
Ms. Jennifer Brown, Account Manager
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