

REQUEST FOR PROPOSAL
PRESENTATION/ORAL EVALUATION

PROJECT: Broker/Agent Insurance and Risk Management Consulting Services

RFP#: RMDX-210025-GD

PRESENTATION DATE: 5/11/21

PRESENTATION TIME: 11:30

EVALUATOR#: 3

FIRM NAME: Alliant

PRESENTATION/ INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Understanding of Project	40	40	discussed PowerGen Renewable, Foss. Fuel Comb Cycle Alliant Prop Ins Program (APIP) for leveraging
Responsiveness to Questions	15	15	see back notes
Project Team	25	25	Daniel Howell Brandan Fountain Carleen Patterson TX Felipe Garcia → FLA
Project Manager	20	20	Colleen Patterson Bob Bothwell - energy Robert Lowe Power Dennis Mukwene Tim Leech Tim Preney
TOTAL	100	100	

Batt. SS, Solar
CC, COAL
50% renewable
Power Gen Group
SPES
energy
+ marine
util. sp.
transport
Loss
control

11:45

600B+
70% retention rate
- assists w/ evaluations
- own broker & engineering assessments & push back on insurance companies
worked on biomass plant

Engineers do own modelling
ability to counter the Insurance Companies stance

Types of companies to approach:

Boiler Machinery underwriter experience
to world wide market for Power Gen
Coal will be a challenge, highly protective

- FM Global
- AIG
- Zurich ← good on coal
- separate solar to get better deal
still driving

How to help w/ FM Global: engineering

Lead from CC, wind farm
#2 from AESIS

our way or no way

able to get them to back off from engineering point of view

have a repore w/ FM Global thru Eng.

Can provide expertise/procedures/ect.
more than we can absorb?

San Francisco City: variable items of need transport, util, Fire, Police, etc
allocation
price associated w each

Risk Mgmt: podcasts
papers
training

- Can agree to not accept contingent compensation
- disclosure

Whole sale brokers provide access to those retail not getting 10-15% collected commissions
Alliant would not have this

Austin: Airport & compete w/ properties w/ FM

- will sign affidavits so we know the \$ flow