

**TECHNICAL & WRITTEN RECAP PROPOSAL
QUALIFICATIONS EVALUATION**

Use this form to consolidate your evaluations for each vendor

BID #: #RMDX-210025-GD
BID NAME: Broker/Agent Insurance and Risk Management Consulting Services
DUE DATE: Friday, April 9, 2021, 3:00pm
DEPARTMENT: Department of Risk Management

EVALUATOR#: 3

DATE: 4/22/2021

	FIRM NAMES	TECHNICAL QUALIFICATIONS (0-100)	WRITTEN PROPOSAL (0-100)	TOTAL POINTS
1	Alliant Insurance Services, Inc.	74	91	165
2	HUB Public Risk Inc.	86	85	171
3	Marsh USA, Inc.	80	88	168
4	McGriff Insurance Services, Inc.	80	82	162
5				0
6				0
7				0
8				0
9				0
10				0

TECHNICAL PROPOSAL

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FIRM NAME: Alliant

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	overall business is large enough to support our business size
			Have additional options/coverages we can consider
			have muni and public experience, appears some clients have power plants (ie city of Austin)
			have 3 options/routes including thier proprietary Insurance programs, market beyond current and market with incumbents
			appears min qualifications are met
o Capability of Meeting Time and Budget	45	24	Bid lays out the process; however does not detail the length of time at each step or when it starts -5
			Based on customer list, may surmise that they
			Hard to gauge what they will negotiate which is hte true savings here, For their costs, used range of highest bid - lowest bid as measuring stick (-16 points)
TOTAL	100	74	

WRITTEN PROPOSAL EVALUATION

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FIRM NAME: Alliant

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	demonstrate similar work with other muni's
o Project Approach	30	30	a + is that they mention life safety, normally broker only looks at equipment risk control surveys mentioned they have additional analyses available as needed concern on disclosures that 3rd party brokers will increase costs and concern on "c"
o Project Manager	15	8	not clear, Howell? or Patterson?
o Project Team	15	15	several with alot of relevant insurance experience
o Project Schedule	5	3	approach looks fine, but time not defined
o Project Organization	5	5	have risk analysis, insurance negotiators, claims support
TOTAL	100	91	

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FIRM NAME: Marsh

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55	a Plus is that Power Utilites explicitly listed with details
			discusses risk identification, risk focus
o Capability of Meeting Time and Budget	45	25	well laid out process, - on budget due to highest bidder
			does discuss aggressive negotiations to help drive down costs
			provide alternatives
TOTAL	100	80	

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FIRM NAME: Marsh

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	familiar with City of Gainesville and City of Austin which would be similar with power generation
o Project Approach	30	25	provide alternatives, aggressive negotiation, mentions a LINQ system, know nothing about it and we have been with them for years
o Project Manager	15	8	not clear from the bid
o Project Team	15	15	in Sunrise Florida, + for Local access Rios has utility experience, 35 years Cliff Roberts, electrical engineer focused on hazards
o Project Schedule	5	5	well defined process that starts 160 out and continues through the year
o Project Organization	5	5	
TOTAL	100	88	

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EVALUATOR NUMBER: 3
FIRM NAME: Hub International

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	City of Tallahassee is similar, appears large enough for our business level
			Some boiler/machinery appears evident
			risk control services, available and Speicalty risk along with Hazard assessments
			cover admistrative, risk control, clames, insurance placement
o Capability of Meeting Time and Budget	45	36	very defined 4 month process
			Cost is close to avg bids so 11/20 points for that aspect
TOTAL	100	86	

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FIRM NAME: Hub International

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	appear work with some boiler, machinery, bid not as detailed as others
o Project Approach	30	25	not a lot of discussion of driving down insurance premium costs, more on the loss
o Project Manager	15	10	Scarborough assumed to be PM, not explicit, he is new business development, specialty in Property and Casualty Insurance, focus on Commercial real estate, Manufacturing, Construction and Healthcare
o Project Team	15	15	local is a +, plenty of experience listed in various aspects
o Project Schedule	5	5	well defined 4 month process
o Project Organization	5	5	appears areas are covered
TOTAL	100	85	

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FIRM NAME: McGriff

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	Railroad is listed, but not power generation or utility
o Project Approach	30	30	Ethics listed as a top tier item uses aggressive marketing techniques client education
o Project Manager	15	15	Regina Lock, well defined who it is safety specialist is a + w McGriff 3 years, but 24 yrs Public Entity Risk Mgmt
o Project Team	15	7	Tampa local office some are difficult to gauge amount of experience in expertise area, some appear solid experience none explicit on power generation experience
o Project Schedule	5	5	appears has a plan
o Project Organization	5	5	world wide experience and resources
TOTAL	100	82	

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FIRM NAME: McGriff

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	35	large enough for our business
			Carrier relationships appear substantial
			no discussion on boiler/machinery
o Capability of Meeting Time and Budget	45	45	4 month process with milestones
			Best cost shown
TOTAL	100	80	