

REQUEST FOR PROPOSAL
PRESENTATION/ORAL EVALUATION

PROJECT: Broker/Agent Insurance and Risk Management Consulting Services

RFP#: RMDX-210025-GD

PRESENTATION DATE: 5/11/2021

PRESENTATION TIME: 2pm

EVALUATOR#: 3

FIRM NAME: MARSH

PRESENTATION/ INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Understanding of Project	40	40	See notes
Responsiveness to Questions	15	12	See back notes
Project Team	25	25	Ben Rios - ^{since mid 2000's} Property Placement Sandra McFarland - ^{Pub entity} Casualty Brian Fitzsimmons
Project Manager	20	20	Brian Fitzsimmons - 21 yrs
TOTAL	100	97	Beth Sanders - acct exec. Cliff Roberts - 35 yrs Prop Risk Control w/ Ins. carriers Power Gen

300 work on Public entity
lg increases in premium
law Enforc. premium ↑
Retentions going up

Marsh has managed the costs for City for

Retention levels on Workers Comp - \$350k lowest acct. currently

Challenge presumptive
if move from Travelers will go up \$500k, excess worker's comp

Goal 1st week of September to have quote
at least 2 weeks to wittle it down

Post Renewal meetings have been

carriers excluding markets or walking away

GLI had underwriters discussions

Premium Rate 0.1631 in 2013 for ~~1.1B~~ covering \$1.1B 1,812,112

0.159 in 2020

covering \$1.4B 2,34,589

~~dropped~~ under 10¢ in 2017

is it loss driven or reinsurance

↳ buy insur. to protect them
not offering same capacity
- div into underwriters + ↓ capacity

- surrounded by the
Insurers battle "wind"

Technical can blow up overnight

Expect more restrictive

Seminole & Bay? Coal & Gas Power Generation

Coal = prop. risk assessments to contain costs
values

\$350mill loss program deductible

5 carriers

wanted to exclude coverage & worked for them to understand

Improvement in operations