

REQUEST FOR PROPOSAL PRESENTATION/ORAL EVALUATION

210028.F

PROJECT: Broker/Agent Insurance and Risk Management Consulting Services

RFP#: RMDX-210025-GD

PRESENTATION DATE: 5/12/21

PRESENTATION TIME: 1300

EVALUATOR#: 3

FIRM NAME: McGriff

PRESENTATION/ INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Understanding of Project	40	35	multi turbine failures 2.5 mil, Kaccoon → fire 8 mil Bus. interruption, Linemen 7200V / 4 Gas Fired 400 MW Denton 300 MW's 12 Gas Turbines Blackstart, GPAL Nat'l Gas
Responsiveness to Questions	15	12	Tampa Waste to Energy / Methane from landfill Hydro, coal fired plant / + of Public Sector Background - see notes thru out
Project Team	25	22	Tracey Hartgrave - Dallas, Marketing w/ Ins, Contract reviews Tom Keel - City of Denton, City of Garland, Licensed MASTER Public Adm. John Palom - Public Entity for schools in Texas
Project Manager	20	20	Regina Lock → Tampa (City of Tampa Risk Mgmt.) Fontenot - 9 yrs RM, 20 yrs as Broker (underwriter AA
TOTAL	100	88	

while they have customers did not sound knowledgeable of power plants

1.03 merged w/ SunTrust & BBK → Trust
Advocates, Advisers, Risk Managers prior risk managers
Pwr Gen, City of Tampa include Pwr Generation

Inspect Buildings over \$1 Million

& evaluate Schedule make sure right value, right list

Total Cost of Risk Report to where you are trying to get to

appropriate levels of insur.

Benchmarking w/ other cities

look at safety programs, Training programs, toolbox topics

Aggressive

access to all carriers as others

Contact w/ underwriters, how committed to Risk Mgmt

Operational Risks

EES, Supply chain

Loss Limit:

run a model & max. foreseeable loss

part of Annual MSL's calculated

increased Houston's Flood coverage but not enuf for Harvey

Perils changing across the South

2,3,5% wind & hail deductible

Are committed to Public Entities

Services & costs in the Bid

Will need to go thru our facilities

- will spend time on our account

• by second year should be less work

- Commission on Flood

if carrier pays commission will disclose or give back to city

no additional fees

MARKETS to approach for Comp

Law Enforcement

Travellers, Midwest, Chubb, Arch

SIR's: Covid issue exposure claims

consumptive illness

- Negotiate the recommendations

- highlight the big stuff