CITY OF JOPLIN
JOPLIN INSURANCE BROKER OF RECORD, RFP# 2023-RFP15
PRELIMINARY OVERALL AVERAGE SCORE

VENDOR NAME	COMMITTEE SCORES				OVERALL AVG SCORE
Higginbotham	80.5	85.5	59.5	80.5	76.50
Gallagher	93	97	85	93	92.00
IMA	30	35	20	36	30.25

PROPOSAL EVALUATION CRITERIA

20% **Experience/Licensing/Staff/References**
The firm must be licensed and have previous/current experience marketing, negotiating and procuring commercial lines of insurance for municipalities, universities, public agencies, or private sector organizations.

Staff – must possess skills, knowledge, licensing, education, capability to handle all aspects of insurance and claims management, and availability of professional staff to serve the City's needs.

References – based on references from 5 municipalities and/or public agencies with 500 or more employees submitted as part of RFP but can include clients not submitted.

30% **Methodology** – approach, processes, communication, and other such services that the vendor will use to conduct work outlined in RFP

50% **Cost of Services** – Pricing must contain itemized costs and "not to exceed" amount. **Use Cost/Pricing Form.**

Costs: Insurance/Admin/Documents/Risk & Loss Prevention, Meetings/Travel, Other
TPA Claims costs are not included - will be considered after Insurance Broker is selected

Annual Cost	3 years Cost	NOTES
$60,000	$180,000	Liability claims through Midwest Public Risk - City would like to consider
$50,000	$150,000	Liability claims through Midwest Public Risk - City would like to consider
$90,000	$270,000	Claims included in the total; also $20,000 is for case manager for WC claims

Name	Cost Points
Gallagher	50
IMA	0
Higginbotham	37.5

After interview, committee unanimously selected Higginbotham Insurance Agency