Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: INSURANCE CENTER

Reviewer's Name: LESLIE HAASE

Reviewer's Signature: Leslie Haase

Date of Review: 10/26/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: No Description of Methodology Accepts Commissions	5 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Minimum similar experience	10/25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: Good References, but not similar to size of Joplin	10 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Staffing less, no actuaries	4 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	18 /25
GRAND TOTAL:	47 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: HM

Reviewer's Name: LESLIE HAASE

Reviewer's Signature: Leslie Haase

Date of Review: 10/26/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Work outline not as detailed RFP process not as detailed No advising No vendor management No Vendor Negotiation	18 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Not quite as much local government experience	23 /25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: Good References	15 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Good Staff	9 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	25 /25
GRAND TOTAL:	90 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Gallagher

Reviewer's Name: LESLIE HAASE

Reviewer's Signature: Leslie Haase

Date of Review: 10/26/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Not detailed on methodology No description of process accepts Commissions	15 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Less city government experience	20 /25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: References good	15 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Staffing good, but not as deep as others No notification for replacements	5 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	23 /25
GRAND TOTAL:	78 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: SEGAL

Reviewer's Name: LESLIE HAASE

Reviewer's Signature: Leslie Haase

Date of Review: 10/26/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Proprietary Bid Process proven success in saving real dollars Approach to Wellness, Benefit Plan Monthly Calls	25 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Outstanding experience with government clients	25 /25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: Excellent References	15 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Outstanding Staff. Staffing has been consistent except for one retirement.	10 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	21 /25
GRAND TOTAL:	96 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: LOCKTON

Reviewer's Name: Leslie Haase

Reviewer's Signature: LESLIE HAASE

Date of Review: 10/26/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Good Wall Outline RFP Process not as detailed accepts commissions	18 /25

Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Good Experience	25 /25

References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: Good References, but only 4	13 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Good Staff	10 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	10 /25
GRAND TOTAL:	76 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: HM

Reviewer's Name: DAN PEKAREK

Reviewer's Signature: Daniel Pekarek

Date of Review: 10/19/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts): Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	**SCORE**
NOTES: - Strategic Plan w/ goals - City would 20% of annual fee? - Don't mention advise in provider negotiations - Don't discuss discussion w/ insurance carriers - - - Good wellness metrics - - Good gym enrollment -	23.16 /25
Experience (25 Pts): Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	**SCORE**
NOTES: Local/Regional knowledge w/ Springfield area. HR Specialist available - 25 years experience. Aubrey Geary - Team lead Joplin - located Springfield - 12 years local insurance carrier - 7 years - broker team. Involved w/ Public & Private orgs. ★ Don't mention A lot of experience w/ local govt.	18 /25
References (15 Pts): List references, in particular of similar size and type of organization.	**SCORE**
NOTES: - List - 4 smaller cities - 2.75 x 4 = 11.00 - 2 companies - 3.00 14.00 - don't indicate self funded. ↓.50 .50 13.50	13.50 /15

St. Louis headquarters

✓ 1.3.1 - Basic Services
1.3.2 -
1.4 -
✓ 1.4.1 - Company Profile
✓ 1.4.2 - Org Structure
✓ 1.4.3 - Staff
✓ 1.4.4 - Experience/Qual.
✓ 1.4.5 - References
✓ 1.4.6 - Disclosures
✓ 1.4.7 - Claims

★ - OK on Affidavit
★ - OK on section D commissions

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: List 10 staff to work on Joplin. - Aubrey Gray - Joplin Team Lead - Springfield Office. - Good Experience - Local	9 /10

Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	25 /25

GRAND TOTAL:	88.66 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: INSURANCENTER

Reviewer's Name: DAN PEKAREK

Reviewer's Signature: [signature]

Date of Review: 10/19/18

Is the Proposal considered substantially complete? Yes No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: - Don't really discuss data - providing regular reports - usage, etc. - Don't discuss materials to be used for education - do say there may be additional costs to assist in enrollment.	~~10~~ 5 /25

Deduct for Section O

Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: - 160 employer groups of all sizes, 8,000 insured lives - self-funded or partially self funded 10% of business. Discuss quite a bit. - experience w/ local companies.	15 /25

References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: - 5 references - 2 public - 3 private All local - maybe a bit smaller than Joplin. 15 -1 14	14 /15

Section O - no commissions? standard commission schedules are in place?

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: - 3 STAFF - ALL LOCAL -	5 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	18 /25
GRAND TOTAL:	57 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Gallagher

Reviewer's Name: Dan Pekarek

Reviewer's Signature: [signature]

Date of Review: 10/19/18

Is the Proposal considered substantially complete? Yes No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: - Healthcare Analytics - Actuarial Division - HR & Benefits Tech. - Stop-loss experience - claims benchmarking - employee survey assistance - good support open enrollment	19.98 - 5 = 14.98 Annex O /25

Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: * - 2,000 public sector clients - Public Sector Practice - large company, old company - Legal, HR - * - talk more of public sector experience.	22 /25

References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: 4 local school districts & 1 local city of similar size self funded & fully funded & blends of both.	15 /15

O - 1.3.1 - Commissions?
1.4.6 - Commissions?

Affidavit of Compliance
① 1.4.3 - Don't agree
② Indemnification clause in contract.

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: 6 staff listed - Appears 2 are local, - Springfield office. - Legal counsel. - Springfield office - very large company ☆ - Wellbeing consultant - Actuary	9 - 3 = 6 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	23 /25
GRAND TOTAL:	80.98 /100

Deduct 1.4.3

1.4.3 - Staff exception to RFP - & indemnification language in contract.

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Segal Consulting

Reviewer's Name: DAN. PEKAREK

Reviewer's Signature: Daniel Pekarek

Date of Review: 10/19/18

Is the Proposal considered substantially complete? Yes No

Methodology (25 Pts): Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	**SCORE**
NOTES: See page 8 - our approach - 5 phase approach - Experience with city - very defined process for determining city goals & tracking them & meeting them. - benchmarks data warehouse ★ - good wellness process. - vendor management - ★ negotiate vendor discounts.	25 /25
Experience (25 Pts): Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	**SCORE**
NOTES: - Old company 1939, Detroit Office, can call upon other staff in other offices, expertise areas. - 400 clients, 37 states. - Local knowledge - Joplin, Springfield - Kim Wixson - ~~- Already know Joplin -~~ - 3 pts.	25 /25
References (15 Pts): List references, in particular of similar size and type of organization.	**SCORE**
NOTES: 5 - 1 local - Springfield 2 county, 1 large city - Detroit, 1 public school - not a lot of discussion of self-funded.	14 /15

- 1.4.6 - Disclosures - commissions? but section O is OK?

✓ - OK on Affidavit

OK

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: 11 Staff - good experience - Attorney - legal - MD - (wellness) - pharmacy	10 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	21 /25
GRAND TOTAL:	95 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Lockton

Reviewer's Name: DAN. PeMAREK

Reviewer's Signature: Daniel Pelsek

Date of Review: 10/19/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts): Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	**SCORE**
NOTES: - 57 municipal clients - define clear strategy - set city goals - Info-Lock Tool for self-funded clients. - meet as needed - Lots of data analysis tools ☆ - city pays extra for annual renewal communication tools.	21.72 - 5 = 16.72 /25

Experience (25 Pts): Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	**SCORE**
NOTES: - Large company, 24 countries, privately held. - 57 municipal clients ↓ - stop loss experience - Lockton Stop-Loss - Lockship self-funded health insur. program - ? - pharmacy analytics - HR analytics	20 /25

References (15 Pts): List references, in particular of similar size and type of organization.	**SCORE**
NOTES: - 4 References provided vs. 5 ↳ 4 were of similar communities - doesn't elaborate if self funded ↓.50	11.50 /15

☆ - section O - OK, but pg. 69 discuss commissions

3 x 4 = 12.00
- .50
11.50

- Affidavit - take exception mutual indemnification.

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: - 9 staff - good experience, - based in K.C., - very large company -? - physician, wellness staff - Add 80-100 new customers / year in KC, alone - ?	10 /10

Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES:	10 /25

GRAND TOTAL:	98.22 /100

Specifications for Services Requested

1. Describe the required basic services.

2. Describe the specific project services.
3. Describe the company profile.
4. Describe the organizational structure.
5. Provide a listing of key project team members.
6. Set forth your related experience and qualifications.
7. Provide 5 references, with 3 being from similar size and complexity as the City.

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Segal Consulting

Reviewer's Name: AJ Whisler

Reviewer's Signature: AJWhisler

Date of Review: 10/24/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: ① Gathering : strategy session ② Benefits plan : strategy ③ Finalization of plan ④ Implementation ⑤ ongoing review (No commissions) Vendor Management Budget/cost tracking wellness ideas open Enrollment RFP's	25 /25

Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Kimberly Wixson Dorothy Stawiarski Mitch Bramstaedt 400+ Clients in over 37 states Local Government Expertise	25 /25

References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: ⑤ References; four listed references = Municipalities. City of Springfield, MO City of Detroit, MI Oakland County, MI Pueblo County, CO	15 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Located in Chicago, IL & Michigan. Will attend meetings, as needed/required.	10 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES: Score based on cost bid for all Insurance Consultant services	21 /25
GRAND TOTAL:	96 /100

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Huntleigh McVehee (HM Benefits)

Reviewer's Name: AJ Whisler

Reviewer's Signature: AJ Whisler

Date of Review: 10/24/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Advise, assist, and evaluate Joplin Health Plan are design. Data Summaries Annual budget prep Negotiate future Health Contracts Open Enrollment Employee Communications	21 /25

Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Robbie Marks - 15 years Jeff Fernhoff - 44 years Bill Dohlman - 26 years Aubrey Gray - 17 years Not a lot of experience with local governments	17 /25

References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: (6) References, four listed references as municipalities. City of Frontenac, MO City of Nixa, MO City of Glendale, MO City of Mount Vernon, MO (small cities)	13 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Located in St. Louis & Springfield. Will attend meetings, as required.	9 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES: Score based on cost bid for all insurance consultant services	25 /25
GRAND TOTAL:	85 /100

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Lockton

Reviewer's Name: AJ Whisler

Reviewer's Signature: AJWhisler

Date of Review: 10/24/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts): Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	SCORE
NOTES: Five-Phase Plan: ① Current Analysis ② Planning ③ Action Plan ④ Implementation & Support ⑤ Ongoing service & support Receive other compensation? And receive commissions?	13 /25

Experience (25 Pts): Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	SCORE
NOTES: Matt Filing - 15 years Bob Noll - 15 years Erin Holland - 6 years only 8 with similar size as Joplin Group Total 57 Municipality Clients	21 /25

References (15 Pts): List references, in particular of similar size and type of organization.	SCORE
NOTES: ④ References; all municipalities City of Lenexa, KS City of North Kansas City, MO City of Mission, KS City of Independence, MO	12 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Located in Kansas City, MO. Willing to attend meetings, as needed.	9 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES: Score based on cost bid for all Insurance consultant services	10 /25
GRAND TOTAL:	65 /100

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: Gallagher

Reviewer's Name: AJ Whisler

Reviewer's Signature: AJ Whisler

Date of Review: 10/24/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Health Plan Monthly/Quarterly reporting Actuarial Services Health Plan Designs Open Enrollment Employee Education Third Party Fees?	7 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Jacob Salinas Slott Sherman Nikky Hill Miranda Ward Bill Ferguson Emily Brainerd 2,000 + public entity's school clients	17 /25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: (5) References; only one municipality listed (Fayetteville, AR). Wide range of clients including several school districts	11 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Located in Springfield, MO. Will attend meetings, as required. Gallagher current relationship for Liability Insurance coverage. (Indemnification for replacing a staff member)	9 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES: Score based on cost bid for all Insurance Consultant Services	23 /25
GRAND TOTAL:	67 /100

Joplin Insurance Consulting Services
RFP Scoresheet

Firm Name: The Insurancenter

Reviewer's Name: AJ Whitten

Reviewer's Signature: ajwhitten

Date of Review: 10/24/18

Is the Proposal considered substantially complete? (Yes) No

Methodology (25 Pts):	**SCORE**
Describe the methodology the vendor will use to conduct the work outlined in the RFP and evidence of ability to perform the work described.	
NOTES: Analysis for Joplin Health Plan Budget for Health Plan Negotiate contracts Reporting Open Enrollment Health Marketing/ communication RFP's (commissions)	10 /25
Experience (25 Pts):	**SCORE**
Describe the previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.	
NOTES: Mark VonMoss – 38 years Cindy Ketchum – 34 years Sheila Bolte – 7 years Services 160+ employer groups. 10% are self-funded / partially self funded	17 /25
References (15 Pts):	**SCORE**
List references, in particular of similar size and type of organization.	
NOTES: (5) References; only one municipality listed (Carl Junction). Wide range of clients served.	12 /15

Staff (10 Pts):	**SCORE**
Describe the capability and availability of professional staff to serve the City in a competent and timely manner.	
NOTES: Located in Joplin. Stated would attend Meetings, as required/needed.	9 /10
Price (25 Pts):	**SCORE**
Competitive Costs	
NOTES: Score based on cost bid for all Insurance Consultant Services	18 /25
GRAND TOTAL:	56 /100