City of Joplin - TPA RFP Response Summary

TPA Information	# of Takeover Claims	# of Claim	HEALTHSMART	CCMI	THOMAS MCGEE	PMA	CCMSI	CMI	SEDGWICK	GB	CAD	CORVEL
- Adjuster Location			Oklahoma City	Chesterfield	Kansas City	Nashville, TN	Norman, OK	St. Louis	St. Louis	St. Louis	Little Rock	Overland Park
Workers' Compensation												
- Medical Only	30	119	100	150	140	125	170	120	155	170	200	150
- Indemnity	10	21	800	960	800	695	875	850	1,055	1,215	900	900
Casualty												
- Public Officials	2	5	500	600	700	995	875	850	940	1,375	750	1,295
- Law Enforcement	2	5	650	600	700	995	875	850	940	1,375	750	1,295
- General Liability PD	3	7	500	600	550	385	450	850	390	595	750	595
- General Liability BI	3	7	500	600	550	585	875	850	940	1,155	750	895
- Auto Liability PD	2	4	450	600	550	385	450	300	390	595	750	495
- Auto Liability BI	2	4	500	600	550	585	875	850	940	1,155	750	795
Property												
- Auto Physical Damage	2	4	400	600	200	305	450	300	205	270	500	295
- Property	2	4	600	600	200	495	450	850	390	675	500	995
Other Fees												
- Administrative Fee			6,000	5,000	9,000	0	7,000	2,500	6,000	2,500	20.00%	15,000
- Incident Only Cost			50	0	35	30	35	50	38	50	0	20
- RMIS Fee			0	0	0	6,000	5,000	0	0	0	0	0
One Time Fees												
- Data Conversion			0	0	1,000	8,000	5,000	5,000	5,500	0	1,000	5,000
- Implementation Fee			0	0	0	0	5,000	1,000	3,800	0	0	
Claims Fee Total			49,250	62,010	54,160	53,290	65,530	61,730	67,010	82,525	70,700	70,450
Annual Fee Total			6,000	5,000	9,000	6,000	12,000	2,500	6,000	2,500	0	15,000
Annual Program Total			55,250	67,010	63,160	59,290	77,530	64,230	73,010	85,025	70,700	85,450
One Time Fee Total			0	0	1,000	8,000	10,000	6,000	9,300	0	1,000	5,000
Take Over Fees - Approximate			13,500	5,400	1,000	0	12,375	19,000	21,050	4,950	0	14,200
First Year Program Total			68,750	72,410	65,160	67,290	99,905	89,230	103,360	89,975	71,700	104,650
Scoring												
Methodology 25%			4	5	5	5	5	4	5	5	4	4
Experience 20%			4	5	5	4	5	5	5	5	4	5
References 15%			4	5	5	3	5	3	3	4	4	5
Cost of Service 30%			5	4	4	5	3	4	3	2	3	1
Staff 10%			4	5	5	5	5	5	5	5	5	5
Total Score			4.3	4.7	4.7	4.5	4.4	4.2	4.1	4.0	3.8	3.6
Ranking			4th	1st	1st	2nd	3rd	5th	6th	7th	8th	9th

	HealthSmart	CCMI	Thomas McGee	PMA	CCMSI	CMI	Sedgwick	GB	CAC	CorVel
ADVANCE TO NEXT LEVEL	NO	YES	YES	NO	NO	NO	NO	NO	NO	NO
COMMENTS	located in OKC	Located in St Louis area	located in KC area	located in Nashville	located in St Louis	local in st louis are	located in st louis	located in St louis	located in Little Rock	located in KC
	no missouri experience	lots of missouri exp	good for doing quarterly reviews	no experience in mo clms	no public entitiy accts	not much business outside area	limited public entity	service is marginal	said in spfd but clm handled little rock	too big for Joplin
	very limited casualty business	both wc and casualty clms	good reputation	no presence in missouri	very aggressive in clms handling	lack of good customer service	very high priced	large tpa	submission poor	too expensive
	supervisor handles bk of business	missouri location	admin fee way too high 9k	nationwide TPA our of east coast	may not be good fit for us our style	price high for what they offer	take over fee high	better suited for large employers	hard to understand	overkill in submission

will not allow tpa part of hiring prac	currnent WC tpa	superviors do not handle case load	wanting our business to get presence in MO	high cost	not sure they could provide service	national tpa	current tpa for P&C	not much substance
good ref from midwest city	excellent job handling our wc	allow client to particpate in adj interview	no muncipality business	AJG clms person said they will move	submission poor	way too much information		no history or knowledge of them
concern with recent chg in ownership	can handle casualty	good data base program	their submission - poor	forward without client apprl - not good				no public entity
not located in missouri	decent data base system	client can use clm prog on self handle	looks like threw together	not feel we are big enough for them				
personnel exp with adjusters -good	no experience with their casualty bus.	provides annual stewardship report	high conversion fee	very large tpa				
take over fee too high	good communicator	provided us with detali conver timeline	very low price want to buy our bus.					
claim pricing - good	claim pricing - OK	14 day diary on wc clms	to get foothold in missouri					
admin fee too high	admin fee high but wil need neg.	only $1000 converson fee - good						
no converson fee								