

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-19-010-CM
- RISK MANAGEMENT AND INSURANCE BROKER
SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

At the Board meeting of June 17, 2020, the Board authorized the Superintendent of Schools to issue Request for Proposals (RFP) #19-010-CM for Risk Management and Insurance Broker Services.

Procurement Management Services, at the request of the Office of Risk and Benefits Management, released the above-referenced solicitation. The purpose of this Request for Proposal (“RFP”) is to qualify and select a Risk Management and Insurance Broker of Record (broker). This RFP was advertised on the Procurement Management Services’, BidSync and DemandStar websites. The solicitation was shared with District offices for additional community outreach, including but not limited to radio stations and prior bid forecasting lists.

The initial term of the contract shall be for a period of five (5) years, commencing January 1, 2021, through December 31, 2025, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional two (2) year period and if needed, an additional ninety (90) day period beyond the expiration of the renewal period, at the District’s discretion, pending contract negotiations.

Strategies were employed to increase SBE/MBE (Small/Micro Business Enterprise) participation. The Goal Setting Committee recommended that this solicitation have 10 points SBE/MBE for prime or subcontractor. The recommended awardee will utilize two subcontractors, of which one is an MBE/MWBE – African American owned firm and one is an SBE certified firm.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the prime firms and all subcontractors.

At the regularly scheduled bid opening of August 4, 2020, responses from the following proposers were received:

- Aon Risk Services, Inc. of Florida
- Arthur J. Gallagher Risk Management Services, Inc. dba Gallagher
- Marsh USA, Inc.

A Selection Committee meeting advertised through the Office of Citizen's Information met on September 1, 2020. It was determined and voted upon at this meeting that the three (3) responsive and responsible firms conduct oral presentations before the selection committee conducts a recommendation for award.

The second Selection Committee meeting advertised through the Office of Citizen's Information met on September 4, 2020. The Committee met, reviewed, and evaluated all proposals, obtained information from the independent analysis prepared by the District's property and casualty insurance consultant, Siver Insurance Consultants, and listened to oral presentations from each of the three (3) proposers. Based on the review and scoring evaluation, the Committee voted in favor of awarding Request for Proposal (RFP) #19-010-CM, Risk Management and Insurance Broker Services to Marsh USA, Inc. Key components considered in the evaluation were the lower overall cost of broker services from Marsh, the SBE/MBE participation, and the innovative approaches to the scope of work. Marsh had the lowest commission rates of the three proposers. Pricing for Marsh USA, Inc. included a fixed 5-year Annual Broker Fee/Commission schedule as detailed below:

Property Insurance:	5%
NFIP Flood:	21%
All Other Coverages:	6%

The Marsh proposal also includes 5-year commission savings of \$1,235,000 versus the incumbent based upon the premium levels assumed in the RFP process. Additionally, the Marsh proposal provides estimated annual wholesale commission savings of \$306,453.

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD REQUEST FOR PROPOSALS NO. RFP-19-010-CM - RISK MANAGEMENT AND INSURANCE BROKER SERVICES**, effective January 1, 2021, through December 31, 2025, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional two (2) year extension period and if needed, an additional ninety (90) day period beyond the expiration of the renewal period, at the District's discretion, pending contract negotiations, with commissions not to exceed the following: Property Insurance: 5%, NFIP Flood: 21%, all other coverages: 6%, as follows:

MARSH USA INC.
1560 SAWGRASS CORPORATE PKWY, SUITE 300
SUNRISE, FL 33323
OWNER/OFFICER: WALTER VITERI, SENIOR VICE
PRESIDENT

SUBCONTRACTOR(S):

THE BEACON GROUP, INC. **SBE**
6001 BROKEN SOUND PARKWAY NW, SUITE 500
BOCA RATON, FLORIDA 33487
OWNER/OFFICER: DONALD DRESBACK, EXECUTIVE VICE
PRESIDENT

EPIPHANY INSURANCE COMPANY, LLC **MBE/MWBE**
6073 NW 167 STREET, SUITE C7
HIALEAH, FLORIDA 33015
OWNER/OFFICER: MARTINE MILLER, MANAGER/DIRECTOR
AFRICAN AMERICAN OWNED

2. **AUTHORIZE** Procurement Management Services to negotiate and execute a contract with Marsh USA Inc. to provide Risk Management and Insurance Broker Services pursuant to the provisions of RFP#19-010-CM.