

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

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 Proposals (RFP) is to qualify and select a Risk Management and Insurance Broker of Record (broker). This RFP was advertised on the Procurement Management Services website, as well as Periscope and DemandStar, and emailed to twelve (12) potential bidders. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a five (5) year period, commencing February 10, 2021 through February 9, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one (1) additional two (2) year period, and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations.

The Goal Setting Committee recommended that this solicitation be open with a 10-point preference for SBE/MBE certified firms.

Three (3) vendors responded to this advertised solicitation. Based on the criteria listed in the solicitation and the Selection Committee's scoring, one (1) vendor is being recommended for award, of which one (1) of the recommended vendor's subcontractors is certified as a Micro Business Enterprise (MBE) and Minority/Women Business Enterprise (MWBE).

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

Key components considered in the evaluation were the lower overall cost of broker services from Marsh USA Inc. (Marsh), the significantly increased 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 includes 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.

Fund Source

Various

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, to qualify and select a Risk Management and Insurance Broker of Record (broker), effective February 10, 2021 through February 9, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one (1) additional two (2) year extension period thereto and if needed, an additional ninety (90) days 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

SUBCONTRACTOR(S):

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

SBE

EPIPHANY INSURANCE COMPANY, LLC
6073 NW 167 STREET, SUITE C7
HIALEAH, FLORIDA 33015
OWNER/OFFICER: MARTINE MILLER
AFRICAN AMERICAN

MBE/MWBE

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.