

CC2020-09 EMPLOYEE HEALTH BENEFIT BROKER/CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PROPOSALS OPENED
9/2/2020 ATT 11:00AM

CC2020-09 EMPLOYEE HEALTH BENEFIT BROKER/CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION					
NUMBER OF RESPONDENTS:	5				
NAME OF BIDDER	CBIZ BENEFITS AND INSURANCE SERVICES	FAIRVIEW INSURANCE AGENCY ASSOCIATES	ACRISURE, LLC	GALLAGHER BENEFIT SERVICES, INC.	BROWN AND BROWN METRO, LLC
ADDRESS	2421 ATLANTIC AVENUE, SUITE 1010	25 FAIRVIEW AVENUE	1460 ROUTE 9 NORTH, SUITE 310	4000 MIDLANTIC DRIVE, SUITE 300	56 LIVINGSTON AVENUE
CITY, STATE, ZIP	MANASQUAN, NJ 08736	VERONA, NJ 07044	WOODBRIDGE, NJ 07095	MOUNT LAUREL, NJ 08054	ROSELAND, NJ 07068
CONTACT NAME	JEFF BROOKER	MICHAEL GRAHAM, COO	LINDSAY TRAVALI, MARKETING	EDWARD J. O'MALLEY	COLLEN COYLE
TELEPHONE	215-292-8540	973-857-0870	MANAGER	856-380-4308	973-549-1968
FAX	610-862-2500	973-857-9645	732-602-0010	856-380-4560	973-549-1007
E-MAIL	JBOOKER@CBIZ.COM	MGRAHAM@FAIRVIEWINSURANCE.COM	LTRAVALI@ACRISURE.COM	ED_O'MALLEY@AJG.COM	CCOYLE@BBMETRO.COM
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA DATE	N/A	N/A	N/A	N/A	N/A
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE	REQUIRED FROM AWARDED VENDOR	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	REQUIRED FROM AWARDED VENDOR	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR WITH SIGN CONTRACTS				
W-9	N/A	INCLUDED	N/A	N/A	N/A
HOLDING PRICE FOR SIXTY (60)	YES	YES	YES	YES	YES
EIC	CERT.#51430 EXP. 08/15/2022	CERT.#63176 EXP. 06/15/2023	CERT.#1125 EXP. 03/15/2022	REQUIRED FROM AWARDED VENDOR	CERT.#16111 EXP. 02/15/2021
COMPLIANCE WITH EMERGENCY SERVICES	YES	YES	YES	YES	YES
FLAT FEE FOR BROKER INSURANCE SERVICES	\$50,000.00 PER YEAR	\$6,000.00 PER MONTH; \$72,000.00 PER YEAR	\$75,000.00 PER YEAR	\$75,000.00 PER YEAR	\$139,000.00 PER YEAR
REFERENCES	N/A	INCLUDED	N/A	N/A	INCLUDED
EXCEPTIONS	NONE	NONE	NONE	NONE	
FATAL FLAW	NONE	NONE	NONE	NONE	NONE

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RESPONDENT'S PROPOSAL PRICING

WE THE UNDERSIGNED PROPOSE TO PROVIDE EMPLOYEE HEALTH BENEFIT BROKER/CONSULTANT SERVICES FOR A PERIOD OF ONE (1) YEAR WITH AN OPTION TO EXTEND TWO (2) ONE (1) YEAR EXTENSIONS FOR THE CITY OF TRENTON PURSUANT TO THE SCOPE OF SERVICES AND ORDINANCE 18-12 AND REQUIREMENTS AND MADE PART HEREOF:

FLAT FEE FOR BROKER INSURANCE SERVICES \$ 50,000

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RESPONDENT'S PROPOSAL PRICING

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FLAT FEE FOR BROKER INSURANCE SERVICES

\$ \$6,000.00 PER MONTH

(six-thousand dollars and zero cents per month) totalling \$72,000.00 PER YEAR (seventy two thousand dollars and zero cents per year)

If our firm is successful with placing Medical and/or Prescription Rx benefits in the private insurance market, we will be compensated at a flat fee that is equal to standard broker compensation.

City of Trenton
Request for Proposals
Employee Health Benefit Broker/Consulting Services
CC2020-09

PRICE PROPOSAL

Cost Proposal

a) Describe your cost proposal in detail for the services outlined in this proposal.

Fairview Insurance Agency Associates proposes the following compensation for servicing the City of Trenton:

Six-thousand dollars and zero cents (\$6000.00) per month, for an annual fee of seventy-two thousand dollars and zero cents (\$72,000.00).

If our firm is successful with placing Medical and/or Prescription Rx benefits in the private insurance market, we will be compensated at a flat fee that is equal to standard broker compensation.

b) State your philosophy of compensation disclosure.

Fairview Insurance Agency Associates follows all laws set forth by the State of New Jersey regarding compensation disclosure. We utilize legal counsel from Genova Burns in order to ensure compliance with these laws.

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FLAT FEE FOR BROKER INSURANCE SERVICES

\$ \$75,000

Acrisure, LLC proposes a cost of \$75,000 for our medical and prescription consulting services which will be provided to the City of Trenton. Please note that our services include, but are not limited to the following:

- Claims Adjudication
- Eligibility Verification
- Processing of Enrollment Additions and Deletions
- In House Legal Counsel
- Annual Open Enrollment Fair
- Claims Advocacy
- Benchmarking
- Limited Onsite Wellness Services
 - This includes on site third party visibility to ensure wellness initiatives are in place and promoted to City employees
 - Part of the wellness services provided by Acrisure is to have an onsite nurse, nutritional counselor, health and wellness screenings, and coordination of wellness activities. Should the City wish to exclude these services, we could further reduce the fee proposed in this response to Request for Competitive Cost Proposals.

(4)

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FLAT FEE FOR BROKER INSURANCE SERVICES

\$ 75,000.00

Price Proposal

City of Trenton

Isabel C. Garcia, QPA, Purchasing Agent
City Hall Annex
Division of Purchasing
1st Floor, 319 East State Street
Trenton, NJ 08608

We are pleased to present our cost proposal for the services included in the RFP.

Our fee will be \$75,000 while the city is in the State Health Benefits Plan. We would be limited in the depth of services we can provide the city since the SHBP does not recognize outside consultants handling service issues and we would only receive limited claims data.

Should we successfully market and move your plan to a commercial carrier or other non-State plan our services will be significantly more robust including full day to day advocacy and actuarial services, wellbeing services and our full consulting services. Our fees would be \$149,000 annually.

We also place 10% of our fees at risk should we not meet and exceed a mutually agreed upon set of service metrics.

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FLAT FEE FOR BROKER INSURANCE SERVICES \$139,000