



MEMORANDUM

TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer

FROM: Carol A. Lichon, CPPO, Director of Materials Management

TITLE: APPROVAL TO AWARD RFP # 18-0386 FOR PROPERTY AND CASUALTY INSURANCE BROKERAGE SERVICES

Proposals to provide 'Property and Casualty Insurance Brokerage Services' were received from three proposers on October 19, 2017. The proposal of Arthur J. Gallagher Risk Management Services, Inc., was the best proposal meeting the advertised specifications. This proposal is for a three-year period with the option to renew for two additional one-year periods. Compensation will be in the form of commissions paid to the broker by the insurance companies at an annual rate of 5% with a maximum of \$125,000.00.

Requested by:
Roy Sprinkle

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 11/21/2017

Fiscal Impact:
N/A

Recommended Motion: That the proposal of Arthur J. Gallagher Risk Management, Inc., to provide 'Property and Casualty Insurance Brokerage Services' for a three-year period, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Property and Casualty Insurance Brokerage Services

Opened October 19, 2017 at 2:00 PM

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address
Arthur J. Gallagher Risk Management Services, Inc.	200 South Orange Avenue Suite 1350 Orlando, FL 32801	Michael Gillon	407-370-2320	407-370-3057	Chris_Connelly@ajg.com
First Florida Insurance Brokers	100 Ashley Drive South Suite 250 Tampa, FL 33602	John Orebaugh	813-902-3502	813-232-3951	John.Orebaugh@ffinsbr.com
Willis Towers Watson	4211 W. Boy Scout Blvd., Suite 1000 Tampa, FL 33607	James H. Doyle III	813-490-6836		Jim.Doyle@willistowerswatson.com
Recorded by: Carol Lichon			Witnessed by: Cindy Beck		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Property and Casualty Insurance Brokerage Services

Opened October 19, 2017 at 2:00 PM

EVALUATION TO SHORTLIST						
Evaluator						
Proposer	1	2	3	Average	Overall Fee	Total
Arthur J. Gallagher Risk Management Services, Inc.	69.00	69.00	70.00	69.33	21.12	90.45
First Florida Insurance Brokers	55.00	67.00	63.00	61.67	30.00	91.67
Willis Towers Watson	65.00	67.00	62.00	64.67	17.60	82.27

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Property and Casualty Insurance Brokerage Services

Opened October 19, 2017 at 2:00 PM

FINAL EVALUATION						
Evaluator						
Proposer	1	2	3	Average	Overall Fee	Total
Arthur J. Gallagher Risk Management Services, Inc.	70.00	70.00	70.00	70.00	21.12	91.12
First Florida Insurance Brokers	51.00	63.00	47.00	53.67	30.00	83.67