



**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY**  
**PURCHASING DEPARTMENT**  
75 North Pace Blvd.  
Pensacola, FL 32505

**BID AWARD NOTICE**

**DATE:**  
**January 6, 2012**

**BID TITLE & REFERENCE:**  
**Employee Benefits Consulting Services, RFP #121201**

**DESCRIPTION OF PURCHASE:**

The Request for Proposal (RFP) is for an agreement for consulting services for employee benefits, renewable annually for up to five (5) years. The Evaluation Committee reviewed all proposals. Criteria evaluated included company profile, financials, account management, senior management, client list, references, legal actions, protests/contract disputes, expert testimony and pricing. The three (3) firms with the most highly ranked proposals were then invited to make oral presentations and submit their best and final offer. Work was awarded to the firm offering the best value to the District.

Effective Dates: January 18, 2012 through December 31, 2012 (Initial Term).

**REQUESTED BY:**

Risk Management

**SUPPLIER NAME:**

Willis of Florida, Inc., Jacksonville, FL

**AMOUNT OF PURCHASE:**

\$62,500.00 (Basic Consulting Fee  
Based on RFP)

**FUNDING SOURCE:**

Employee Benefit Trust Fund (7120) – Health Insurance  
(0613)

**METHOD OF PROCUREMENT:**

ECSD Bid

Responses Received: 5

**DATE AND TIME POSTED:**

January 6, 2012, 11:58 am, Central Time

**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY  
PURCHASING DEPARTMENT  
75 NORTH PACE BLVD.  
PENSACOLA, FL 32505**

**EVALUATION OF RFP #121201  
EMPLOYEE BENEFITS CONSULTING SERVICES  
DATE: JANUARY 6, 2012**

**EVALUATION PROCESS:**

-All responses were evaluated (see Attachment A) utilizing the criteria contained in the Request For Proposal (RFP): Company Background, Annual Report, Account Management; Senior Management, Client List, References, Legal Actions, Expert Testimony and Cost/Rate Schedule. This process led to the selection of three (3) firms for further consideration. Those selected are highlighted in Attachment A

-The three (3) firms with the most highly ranked proposals were then invited to make oral presentations, based upon a script provided, and submit their best and final offer. At this point all firms were viewed equal, the presentation and final offer were to be the deciding factor(s).

This led to the following ranking:

- #1 Willis of Florida (87.75 Points)
- #2 AON (76.57 Points)
- #3 Gallagher Benefit Services, Inc. (70.92 Points)

**Taking into consideration the price and other criteria set forth in the RFP the Evaluation Committee recommends award of the School District of Escambia County's RFP #121201 for Employee Benefits Consulting Services to Willis of Florida, 7800 Belfort Parkway, Suite 270, Jacksonville, Florida.**

**BID TABULATION, RECOMMENDATIONS, AND PROTEST:**

Bid tabulations with award recommendations are posted for 72 hours in the Purchasing Department Office and are also posted to the School District's website address at <http://old.escambia.k12.fl.us/adminoff/finance/purchasing/>

Failure to file protest within the time prescribed to file a protest in Section 120.57(3) Florida Statutes, and School Board Rules shall constitute a waiver of proceedings. Bid tabulations or recommendations will be distributed solely through the Purchasing website address. Notices will not be automatically mailed.

I hereby certify that the prices and bidders reflected herein are valid, and have been received in compliance to Escambia County School Board Rules and Florida Law.

*John Dombroskie*  
John Dombroskie, Director of Purchasing

ATTACHMENT A

# RFP #102101 EVALUATION OF PROPOSALS EMPLOYEE BENEFITS CONSULTING SERVICES

	<b>AON</b>	<b>Barnes Insurance</b>	<b>Fisher Brown</b>	<b>Gallagher</b>	<b>Willis of FL</b>
<b>COMPANY BACKGROUND</b>  (15 POINTS)	<b>60</b>	<b>27</b>	<b>42</b>	<b>59</b>	<b>58</b>
<b>ANNUAL REPORT (FINANCIAL ABILITY)</b> (10 POINTS)	<b>39</b>	<b>2</b>	<b>19</b>	<b>39</b>	<b>38</b>
<b>ACCOUNT MANAGEMENT</b>  (15 POINTS)	<b>59</b>	<b>18</b>	<b>19</b>	<b>44</b>	<b>57</b>
<b>SENIOR MANAGEMENT</b>  (10 POINTS)	<b>39</b>	<b>14</b>	<b>17</b>	<b>37</b>	<b>38</b>
<b>CLIENT LIST</b>  (15 POINTS)	<b>52</b>	<b>11</b>	<b>19</b>	<b>57</b>	<b>41</b>
<b>REFERENCES</b>  (10 POINTS)	<b>39</b>	<b>27</b>	<b>15</b>	<b>39</b>	<b>38</b>
<b>LEGAL ACTIONS</b>  (5 POINTS)	<b>20</b>	<b>14</b>	<b>15</b>	<b>20</b>	<b>18</b>
<b>BID PROTEST/CONTRACT DISPUTES</b> (-5 POINTS)	<b>2</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>3</b>
<b>EXPERT TESTIMONY</b>  (5 POINTS)	<b>19</b>	<b>10</b>	<b>8</b>	<b>18</b>	<b>12</b>
<b>COST/RATE SCHEDULE</b>  (15 POINTS)	<b>45</b>	<b>35</b>	<b>0</b>	<b>58</b>	<b>15</b>
<b>TOTAL PTS (100 PTS POSSIBLE)</b>	<b>374</b>	<b>160</b>	<b>157</b>	<b>374</b>	<b>318</b>