



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

**BID AWARD NOTICE**

**DATE:**  
**December 6, 2013**

**BID TITLE & REFERENCE:**  
**Employee Benefits Consulting Services, RFP #140601**

**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. All pricing and rate schedules are firm through December 31, 2016. Thereafter adjustments to pricing will be negotiable and limited to the appropriate CPI Index for Urban SE United States. 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. Award to the highest rated company overall.

Effective Dates: January 1, 2014 through December 31, 2014 (Initial Term).

**REQUESTED BY:**

Risk Management

**SUPPLIER NAME:**

Aon Consulting, Inc., Tampa, FL

**AMOUNT OF PURCHASE:**

\$80,000.00 (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:**

December 6, 2013, 11:50 am, Central Time

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

**EVALUATION OF RFP #140601  
EMPLOYEE BENEFITS CONSULTING SERVICES  
DATE: DECEMBER 6, 2013**

**EVALUATION PROCESS:**

- Proposals were received and publicly opened. Only the names of the Proposers were read at this time. An Evaluation Committee convened and all responses were evaluated utilizing the criteria contained in the Request For Proposal (RFP): Company Background, Annual Report, Account Management; Senior Management, Client List, References, Legal Actions, Bid Protest/Contract Disputes, Expert Testimony and Cost/Rate Schedule. This process led to the ranking of the five (5) firms that submitted proposals (see Attachment A). Based on the proposals received, the District elected to award to the best initial proposal without any further discussion.

**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 #140601 for Employee Benefits Consulting Services to Aon Consulting, Inc. an Aon Hewitt company, with offices at 7650 West Courtney Campbell Causeway, Suite 1000, Tampa, FL 33607.**

**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 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 #140601 EVALUATION OF PROPOSALS EMPLOYEE BENEFITS CONSULTING SERVICES

	<b>AON Hewitt</b>	<b>Barnes Insurance</b>	<b>Gallagher</b>	<b>Milliman/ Campus Benefits</b>	<b>Willis of FL</b>
<b>COMPANY BACKGROUND</b> (15 POINTS)	14.6	6.2	14.6	8.6	13.4
<b>ANNUAL REPORT (FINANCIAL ABILITY)</b> (10 POINTS)	10.0	0.0	10.0	6.0	8.8
<b>ACCOUNT MANAGEMENT</b> (15 POINTS)	14.2	6.4	12.4	6.4	8.4
<b>SENIOR MANAGEMENT</b> (10 POINTS)	9.6	4.8	9.6	7.0	7.2
<b>CLIENT LIST</b> (15 POINTS)	13.6	4.6	14.0	7.4	12.8
<b>REFERENCES</b> (10 POINTS)	10.0	2.6	9.6	7.2	8.4
<b>LEGAL ACTIONS</b> (5 POINTS)	5.0	5.0	5.0	3.8	5.0
<b>BID PROTEST/CONTRACT DISPUTES</b> (-5 POINTS)	(0.4)	0.0	0.0	(0.8)	0.0
<b>EXPERT TESTIMONY</b> (5 POINTS)	5.0	2.8	4.6	4.6	1.0
<b>COST/RATE SCHEDULE</b> (15 POINTS)	15.0	5.0	9.0	5.0	8.0
<b>TOTAL PTS (100 PTS POSSIBLE)</b>	<b>96.6</b>	<b>37.4</b>	<b>88.8</b>	<b>55.2</b>	<b>73.0</b>

**COST?RATE SCHEDULE:**

Barnes Insurance-Pricing is impossible to determine - no actuary costs

Milliman/Campus Benefits-Pricing is impossible to determine

**AWARD TO HIGHEST RANKED FIRM**