

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: June 30, 2017

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Mike Smykowski, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Recommended Selection of Consultants for RFP 2017045 – Benefits Consultant/Broker/Actuarial Services

BACKGROUND:

Requests for Proposals (RFPs) were solicited for healthcare benefits consulting services. Our previous broker agreement with the Gehring Group, Inc. expired in May of this year.

RFQ RESULTS:

Advertising Date: February 22, 2017
 RFP Opening Date: March 23, 2017 at 2:00 pm
 DemandStar Broadcast to: 619 Subscribers
 RFP Documents Requested by: 42 Firms
 Replies: 6 Firms

ANALYSIS:

A selection committee comprised of the Human Resources Director, Budget Director, Benefits/Payroll Administrator, Risk Manager and the Sheriff’s Office Assistant Human Resources Director independently evaluated and scored the received proposals in accordance with the County Purchasing Manual. These scores were compiled by the committee and an overall ranking of the submittals developed. The top three ranked firms were invited to participate in interviews. After the interviews, the committee members again independently ranked the firms and a committee ranking was compiled.

The final ranking established by the committee is:

	Proposing Firm	Location
1.	Lockton Companies	Miramar, FL
2.	The Gehring Group, Inc.	Palm Beach Gardens, FL
3.	Gallagher Benefits Services, Inc.	Orlando, FL
4.	Aon Consulting, Inc.	Tampa, FL
5.	March & McLennan Agency	Fort Lauderdale, FL
6.	USI Insurance Services	Fort Lauderdale, FL

FUNDING:

Compensation will be paid from the Health Insurance Fund.

RECOMMENDATION:

Staff recommends the Board approve the committee's final ranking and authorize negotiations with the top ranked firm (and the subsequently ranked firms, should negotiations with any higher ranked firms fail).