

#16

TOM GREEN COUNTY
INSURANCE CONSULTANT COMPARRISON
BID RENEWALS FOR FY12

	Arthur J Gallagher	McGriff, Seibles & Williams	Wells Fargo Insurance Services
	Price		
	\$15,000.00	\$20,000.00	\$45,000.00
	Services		
Review and recommend all aspects of current plan	Included	Included	Included
Review and analyze current data and make recommendations for improvement of any aspect of process	Included	Included	Included
Complete assistance with RFP	Included	Included	Included
Monitor and analyze contracts, plan administration, compliance, data and performance of implemented plan	Included	Included	Included
Insure compliance with ongoing plan	Included	Included	Included
Make any presentations to decision makers necessary to help with decision process	Included	Included	Included
Assist with development of employee benefits communication plan	Included	Included	Included
Hands on education of employee benefits communication plan		Included	Included
Review utilization data and provide input based on reviews	Included	Included	Included
Assist with other pieces of fully insured benefit plan	Included	Included	Included
Enrollment assistance	Available	Included	Included
Work with HR to resolve problem issues through the year between employees and carrier	Included	Included	Included
Provide resources for wellness plans	Available	Included	Included
Consultant provides their own wellness incentive plan	NO	Included	NO
Seminars and webinars on legislative updates	Available	Included	Included
Produce and maintain benefit summaries and memos for employee communication	Available	Included	Included
Centralized electronic (web based) system to help county manage benefits	Probably Available	Included	Included
TGC branded website with benefit details and information accessible to all employees	NO	Included	NO
Access to MyWave	NO	Included	Included
Portals for online HR benefit management and HR tools useful to benefit managers	Available	Included	Included

NOTE: These three candidates are the number 4, 5 and 6 ranked brokerage houses in the nation. Any of them can perform the task of soliciting a bid for health care in a fairly interchangeable manner. The main difference will be service rendered for the rest of the year. While their services will be similar, there were differences listed in their proposals that were found and listed above. There may be other small details that are listed somewhere in their offering that has not been listed here, but these seem to be most of the bigger points that were highlighted in the presentations.

It is noteworthy also that the lowest price bid included a statement in their pricing model as follows - "Gallagher Benefit Services will provide employee benefit consulting services to include all those listed above in the SCOPE OF SERVICES section (*I cannot find a section titled as such, but did find the above list of services detailed in the FEES section*) for the annual fee of \$15,000. At the end of the initial contract, we will propose a full scope of services arrangement that will give you the option of retaining us beyond the duration of this initial project."