

R10-1125 - Employee Benefits Consulting for Texas

Project Overview

Project Details	
Reference ID	R10-1125
Project Name	Employee Benefits Consulting for Texas
Project Owner	Clint Pechacek
Project Type	RFP
Department	Equalis
Budget	\$0.00 - \$0.00
Project Description	Education Service Center, Region 10 ("Region 10 ESC") is seeking proposals for the procurement of EMPLOYEE BENEFITS CONSULTING FOR TEXAS. Responses will be accepted until 09/16/2021 at 2:00 PM. All times are Central Standard Time.
Open Date	Aug 20, 2021 10:00 AM CDT
Close Date	Sep 16, 2021 2:00 PM CDT

Highest Scoring Supplier	Score
Lockton Dunning Benefits	89.33 pts

Seal status

Requested Information	Unsealed on	Unsealed by
Proposal	Sep 16, 2021 2:27 PM CDT	Clint Pechacek
Pricing	Sep 16, 2021 2:27 PM CDT	Clint Pechacek

Questions and Answers

Alliant Employee Benefits

Questions -

Lori Nilsen, Sep 07, 2021 1:38 PM CDT

Conflict of Interest statement - Please confirm our understanding. If an entity contracts with our firm through the Region 10 contract we will not receive additional revenue for any work performed as it appears in that scope of services. However, if an entity comes to our firm via alternative method, we will conduct business independent of this contract and will not constitute a conflict of interest.

Clint Pechacek, Sep 08, 2021 11:25 AM CDT

The Conflict of Interest statement refers to any fees, commissions, etc. that a respondent might receive from an insurance provider they are offering to clients. Respondents are allowed to receive fees from clients.

Clint Pechacek, Sep 09, 2021 8:23 AM CDT

To further clarify, the terms of this agreement will not govern customers who do not use this agreement to procure the awarded vendor(s)' services.

McGriff Insurance Services

Pricing

Scott Gibbs, Sep 07, 2021 10:29 AM CDT

The RFP stated that the administrative fee paid to Equalis will be negotiated upon award. The Questionnaire asks if our pricing includes the required administrative fee. Please clarify.

Clint Pechacek, Sep 08, 2021 12:40 PM CDT

Typically, the administrative fee has been 2%. This, however, is negotiated with the Equalis Group. Pricing submitted for this RFP should take this administrative fee into account.

Marketing

Scott Gibbs, Sep 07, 2021 1:42 PM CDT

Is it the intent of the RFP for the awarded proposer to assume external marketing of the program including allocation of marketing resources (money, people, sponsorship)? Please clarify.

Clint Pechacek, Sep 08, 2021 11:15 AM CDT

Please refer to the Equalis partnership agreement starting on page 13 of Section 3 of the RFP. Marketing commitments are to be negotiated between Equalis group and the successful vendor(s).

Exclusivity

Scott Gibbs, Sep 07, 2021 1:46 PM CDT

Please confirm the contract, its intent and arrangement with Equalis Group does not require the awarded proposer exclusivity of activity within the ESC - Region 10 program. Rather, any public entity may freely choose engage awarded proposer independently and outside of ESC - Region 10 program and Equalis Group. Please clarify.

Clint Pechacek, Sep 08, 2021 11:12 AM CDT

Yes the intent of this RFP is to make the services of the awarded vendor(s) available to public agencies throughout the state of Texas.