



The County of DuPage

Response to Request for
Proposal for Commercial
Insurance Broker Services
20-024-FIN

April 15, 2020

Presented by:

Dan Mackey
Senior Vice President

Cathy Juricic-Easley
Account Executive - Lead

Dane Mall
Loss Control Consultant



Insurance Services offered through Mesirow Insurance Services, Inc.

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Price

In a separate sealed envelope, provide the following prices:

- a) an annual not-to-exceed fee for security services;
- b) a rate card for any additional work that is not considered part of the main engagement.

Fee will be maintained for the initial three-year period. Price adjustments for optional year four will be based on the previous year's CPI or three percent (3%), whichever is lower. The overall maximum term period of the contract shall not exceed four (4) years.

Our total annual service fee for all lines of coverage is \$79,500.

Cost of Service

Firms are requested to submit a Fee Based compensation structure (not actual pricing) based on the amount and nature of the work required to meet the requirements set forth in this RFP.

Please identify a fee for each line of coverage in one of more categories from below you chose to respond to.

The successful firm or firms shall accept no contingent commissions on any policies obtained for the County of DuPage. Firms should indicate whether the compensation structure is negotiable.

Category to select from (see 4 thru 4b for coverages):

- a. County of DuPage and Health Department provide the fee for each line(s) of coverage you wish to obtain for the County of DuPage combined with Health Department.
- b. ETSB Coverages, provide the fee for each line(s) of coverage you wish to obtain.
- c. Health Dept. Coverages provide the fee for each line(s) of coverage you wish to obtain.

For purposes of this RFP, Contingent Compensation is any Compensation contingent upon:

- a. placing a number of policies or dollar value of premium with the insurer(s),
- b. achieving a level of growth in the number of policies placed or dollar value of premium with the insurer,
- c. meeting a rate of retention or renewal of policies in force with the insurer,
- d. placing or keeping sufficient insurance business with the insurer to achieve a particular loss ratio or any other measure of profitability,
- e. providing preferential treatment in the placement process, including but not limited to the giving of last looks, first looks, rights of first refusal, or limiting the number of quotes sought from insurers for insurance placements; or,
- f. obtaining anything else of material value from the insurer.

The breakout of the fee is as follows.

- A. \$64,500
- B. \$2,500
- C. \$12,500