



BOARD OF COUNTY COMMISSIONERS
ESCAMBIA COUNTY, FLORIDA
OFFICE OF PURCHASING
213 PALAFOX PLACE, 2nd FLOOR – PENSACOLA, FL 32502
P.O. BOX 1591
PENSACOLA, FL 32597-1591
TELEPHONE (850) 595-4980
TELEFAX (850) 595-4805
<http://www.myescambia.com/business/solicitations>

NOTICE TO FIRM
SELECTION COMMITTEE MEETING

DESCRIPTION: (RFQ) PD 15-16.039, General Lines Insurance Agent.
DATE/TIME: May 20, 2016 beginning @ 9:00 a.m. CDT
PURPOSE: Firm Discussions with Committee (listed below):

This meeting is for 20 minutes presentations by the firms, followed by 10 minutes questions and answers by selection committee. **If you provide handouts, please submit an electronic copy to paul_nobles@myescambia.com prior to the meeting time.**

PLEASE BE PREPARED TO ANSWER THE FOLLOWING QUESTIONS

1. How do you propose to be compensated for your service?
2. How will you analyze the existing Insurance program and what measures will you take to ensure the best rates are obtained for all coverages?
3. 10 AM on Friday morning the County Administrator is asked by a commissioner why an event policy for a 4-H event is so expensive. At 10:30 AM this question is relayed to you by the Risk Manager who asks you to provide 3 competitive quotes to allow Staff to respond to the Commissioners question? How do you respond? How much time will be required to get the quotes?
4. What Loss prevention aids does your company offer? Is there an additional cost for these services if provided?
5. Do you offer Contract review and coverage recommendations as part of your service? Is there an additional charge for this service?
6. Who is your recommended Adjuster of record for the Commercial property policies? Will this be revealed prior to renewal?
7. When property appraisals are required, who is responsible for initiating them and how will they be paid for?
8. External to the current Insurance program, the County is carrying both Aggregate Stop Loss and Individual Stop Loss on our health claims through Blue Cross and Blue Shield of Florida. The aggregate is a layer of \$1,000,000 beginning at 125% of expected claims. The ASL covers individual claims after a nest expense of \$250,000 has been reached. In all likelihood the Florida Blues may not be competitive in this coverage but there is an associated cost in the contract if we unbundle this protection.
Would you be able to access the appropriate markets to analyze the situation for a more cost effective solution or alternatively recommend a producer that can?



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SCHEDULE:

Arthur J. Gallagher & Co.	9:00 a.m. – 9:30 a.m.
Break	9:30 a.m. – 9:45 a.m.
Dawson Companies	9:45 a.m. – 10:15 a.m.
Break	10:15 a.m. -- 10:30 a.m.
Public Risk Insurance Agency.	10:30 a.m. – 11:00 a.m.
Break	11:00 a.m. – 11:15 a.m.
USI Insurance Services, Inc.	11:15 a.m. – 11:45 a.m.
Break	11:45 a.m. – 12:00 a.m.
Whitman & Whitman, Inc.	12:00 p.m. – 12:30 p.m.
Selection	12:30 p.m. – till.

PLACE: Escambia County Office of Purchasing
213 Palafox Place Purchasing Conference Room 11.407
Pensacola, FL 32502
(850) 595-4980

CONTACT: Paul R. Nobles, CPPO, CPPB, FCN, FCCM
Purchasing Coordinator / (850) 595-4918
prnobles@myescambia.com

Noticed via e-mail 5/16/16



PRN:ehw