



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

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June 5, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Third Year Renewal of Three-Year Contract
RFP #10-064-AZ, Workers Compensation Administration – EBARM Department
Johns Eastern Company, Inc. (Renewal)
Preferred Governmental Claim Solutions (Renewal)

On April 20, 2010, official action (attached) was taken to award the above-referenced RFP to Johns Eastern Company, Inc. and Preferred Governmental Claim Solutions. This RFP is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement expired on June 30, 2011. Subsequently, the second year of the agreement was awarded on May 3, 2011 and covers the period of July 1, 2011 through June 30, 2012.

Considering services have been satisfactory, Laura L. Lowe, Director of TPA Operations, Johns Eastern Company, Inc. and Kenneth Picton, Vice President, Preferred Governmental Claim Solutions were contacted to verify their willingness to enter into the third year of the agreement. As such, Laura L. Lowe and Kenneth Picton have agreed, in writing (attached), to enter into the third year of the contract.

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with Johns Eastern Company, Inc. and Preferred Governmental Claim Solutions. The third year of the contract will cover the period of July 1, 2012 through June 30, 2013. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/amj
Attachments



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RFP RENEWAL REQUEST

RFP #10-064-AZ

RFP TITLE: Workers Compensation Administration

HL

Yes, I agree to renew RFP #10-064-AZ under the same terms and conditions as the existing RFP. The third year contract term shall be from **July 1, 2012 through June 30, 2013.**

No, I do not agree to renew RFP #10-064-AZ.

COMPANY NAME: Johns Eastern Company, Inc

SIGNATURE: *Lawal Lowe*

TYPED NAME AND TITLE: Lawal Lowe, Director of TPA Operations

TELEPHONE (WITH AREA CODE): 941-907-3100 x1341

FAX NUMBER (WITH AREA CODE): 813-402-7916

E-MAIL: llowe@johnseastern.com

DATE: 5/10/12

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Andrea Jackson, Interim Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE)
(813) 794-2111 (FAX)

District Wide Accreditation • Southern Association of Colleges and Schools

District School Board of Pasco County Bid Recommendation

RFP Title	Workers' Compensation & Third Party Liability Claims Administration Services		Number of Vendors Notified	591
RFP Number	10-064-AZ		Number of Proposals Distributed	28
Date Solicited	November 4, 2009		Number of Vendors Bidding	12
Date Opened	January 14, 2010		Number of Formal "No Bid" Responses	1
Date Board Presentation	April 20, 2010		Funding Source	General fund contributions
Total Savings	\$118,995 estimated first year		Grand Total of Proposal	\$735,355 1 st year workers' comp; \$30,750 1 st year 3 rd party liability

Recommendation: Recommend acceptance of Johns Eastern Co. as the highest-scoring responsive, responsible proposer for workers' compensation benefits, with OptaComp ranked second, and Preferred Government Claims Solutions ranked third. Recommend acceptance of Preferred Government Claims Solutions as the highest-scoring responsive, responsible proposer for third party liability claims administration, with Johns Eastern Co. ranked second. Acceptance of this ranking will allow members of the Employee Benefits Assistance & Risk Management Dept. (EBARM), the Purchasing Dept., and Siver Insurance Consultants to negotiate a contract based on the RFP with the highest-ranked proposers. Should we not be able to reach agreement with the highest-ranked firm for each service, negotiations will take place with the next-ranked firm, until agreement is reached. The final terms and conditions of these contracts will be brought back to the Board for final approval, allowing EBARM to begin transitioning from the incumbent provider, Gallagher Bassett Services. Transition must be completed by June 30, 2010.

Term of Contract: This RFP is a three-year contract, renewable annually at the mutual agreement of the parties, with provisions to extend for up to two additional one-year terms at the mutual agreement of the parties. The first year term with each company is July 1, 2010 – June 30, 2011. Rates with both companies are firm for the three-year period, and have also been quoted and established for the additional one-year terms.

Notations and Exceptions, continued:

The following firms were disqualified: Summit Consulting for workers' compensation, as they did not demonstrate the minimum requirement regarding service to a client with at least 5000 employees; Employer's Mutual for workers' compensation, as they did not propose based on the staffing model of two dedicated nurses as specified; Alternative Service Concepts for third party liability claims administration, as they did not provide mandatory flat fee pricing; F.A. Richard & Associates and Florida School Boards Insurance Trust for third party liability claims administration, as they did not include field investigations in their flat fee price proposals.

The expiring contract with Gallagher Bassett Services was for both workers' compensation and third party liability services. The RFP requested separate proposals to allow for additional competition. The expiring contract included per-claim fees which were variable and difficult to budget. The RFP required flat fees from all proposers to allow for fairness in the evaluation process, and to allow for better budgeting and management of these expenses.

The RFP responses from the compliant proposers were independently scored by members of the Evaluation Committee noted below, with all scores totaled and averaged (Phase I). Interviews with the four highest scoring firms for workers' compensation and the two highest scoring firms for third party liability claims administration services were conducted on February 12, 2010. Interviews were independently scored by the Evaluation Committee, with all scores totaled and averaged. The interview scores (Phase II) were added to the Phase I scores to determine the highest-scoring firms, as noted above and on the attached tabulation.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Proposals Evaluated By:

Julie Hedine, Supervisor of Food & Nutrition Services
Patricia Howard, Employee Benefits Specialist
Michael Hudson, Employee Benefits & Risk Manager
Anita Mullins, Supervisor of Human Resources
Kevin Shibley, Supervisor of Employee Relations
Mary Tillman served as the non-voting Chair of the Evaluation Committee
Analysis provided by Kathy Gordon and Theresa Conley, Siver Insurance Consultants

Proposal Prepared By:

Arlene Zimney, CPPB, C.P.M., Buyer

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

District School Board
of Pasco County

MAY 04 2010

Board Approved

APR 20 2010

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: January 14, 2010						
Proposal Title: Workers Compensation	Alternative Service Concepts	F.A. Richard & Assoc. (FARA)	Fla. School Bd. Ins. Trust	Gallagher Bassett Services	Johns Eastern Co., Inc.	North American Risk Services
RFP 10-064-AZ	1000 Legion PI, Ste. 700	1625 W. Causeway Appr.	800 N. Calhoun St.	Two Pierce Pl.	PO Box 110259	2600 Westhall La.
BOARD MEETING APRIL 20, 2010	Orlando, FL 32802	Mandeville, LA 70471	Tallahassee, FL 32303	Itasca, IL 60143	Lakewood Ranch, FL 34211	Maitland, FL 32751
Demonstration of competency & experience (max. 40 pts.)	26.90	25.50	30.60	32.20	38.00	26.70
Projected cost for services (max. 20 pts.)	13.30	11.90	18.10	10.50	12.20	13.20
Scope of services (max. 40 pts.)	35.80	30.40	29.60	23.60	38.40	35.60
Total to determine interviewees	76.00	67.80	78.30	66.30	88.60	75.50
Interviews (max. 50 pts.)			30.00		40.00	
TOTAL			108.30		128.60	

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: January 14, 2010					
Proposal Title: Workers Compensation	OptaComp	Packard Claims Admin. Inc.	PMA Management Corp.	Preferred Govt. Claim Solutions	
RFP 10-064-AZ	PO Box 44291	2739 US 19 North	2701 Rocky Pt. Drive, Ste 250	615 Crescent Exec. Ct.	
BOARD MEETING APRIL 20, 2010	Jacksonville, FL 32231	Holiday, FL 34691	Tampa, FL 33607	Lake Mary, FL 327446	
					FINAL RANKING
Demonstration of competency & experience (max. 40 pts.)	32.30	20.40	22.80	33.60	HIGH TO LOW
Projected cost for services (max. 20 pts.)	12.50	20.00	12.20	13.60	1) Johns Eastern
Scope of services (max. 40 pts.)	33.60	35.60	33.20	34.00	2) OptaComp
					3) PGCS
					4) FSBIT
Total to determine interviewees	78.40	76.00	68.20	81.20	
Interviews (max. 50 pts.)	45.20			35.80	
TOTAL	123.60			117.00	

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: January 14, 2010					
Proposal Title: 3rd Party Liability Claims Admin. Services	Employers Mutual Inc (EMI)	Gallagher Bassett Services	Johns Eastern Co., Inc.	Preferred Govt. Claim Solutions	
RFP 10-064-AZ	700 Central Pkwy	Two Pierce Pl.	PO Box 110259	615 Crescent Exec. Ct.	
BOARD MEETING APRIL 20, 2010	Palm Harbor, FL 34683	Itasca, IL 60143	Lakewood Ranch, FL 34211	Lake Mary, FL 327446	
					FINAL RANKING HIGH TO LOW
Demonstration of competency & experience (max. 40 pts.)	29.40	30.80	37.80	33.00	1) PGCS
					2) Johns Eastern
Projected cost for services (max. 20 pts.)	13.40	19.90	11.30	20.00	
Scope of services (max. 40 pts.)	27.00	25.80	37.00	37.20	
Total to determine interviewees	69.80	76.50	86.10	90.20	
Interviews (max. 50 pts.)			44.60	42.40	
TOTAL			130.70	132.60	