

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: OMB/Insurance & Benefits

AGENDA DATE: April 17, 2007

CONTACT PERSON/PHONE: David Almonte, Terrence Freiburg, 541-4313

DISTRICT(S) AFFECTED: All

SUBJECT:

Approve the award of Benefit Consultant Services 2007-064R to the Hay Group for three years with two-one year extensions. Total three year award, not to exceed \$192,000.00

BACKGROUND / DISCUSSION:

A request for proposal was released on December 2006. Fourteen proposals ere received on January 10, 2007. Proposals were received from Buck Consultants, Crest Benefits, Eichlitz, Dennis, Wray & Westheimer Agency, Inc., Entrust Agencies, Inc., Gallagher Benefits Services, Inc., Hay Group, Inc., Holmes Murphy & Associates, Inc., Milliman, Inc., Risk & Insurance Management Consultants, Risk Managers.US, The Segal Company, Inc., Smith & Associates Consulting, Valley Risk Consulting and Wachovia Insurance Services, Inc. The results of the initial rating based on the criteria in the proposal are attached. After the initial rating was conducted, the top five finalists were Buck Consultants, Crest Benefits, Gallagher Benefits Services, Inc., Hay Group and Milliman. Interviews of the five finalists were held on March 5, 2007. David Almonte, Director OMB, Robert Ash, Pension Administrator and Irene Morales, Risk Manager served on the interview committee. The result of the final scoring is attached.

The committee is recommending awarding a three year contract with two-one year extensions to the Hay Group. The effective date of the contract with the Hay Group would be the date of the award. Projects assigned to the Hay Group would be at the discretion of the City.

PRIOR COUNCIL ACTION: NA

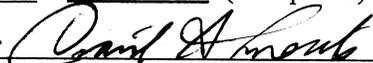
AMOUNT AND SOURCE OF FUNDING:

Operating Account, Health Benefit Fund, 04100248-01101-502215 – three year amount not to exceed \$192,000

BOARD / COMMISSION ACTION: NA

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: David Almonte, Director 

APPROVED FOR AGENDA: _____

CITY MANAGER: _____ **DATE:** _____

PROJECT FORM

DATE: APRIL 11, 2007

PROJECT: BENEFIT CONSULTING SERVICES
RFP NO: 2007-064R DEPARTMENT: OMB/INSURANCE DEPARTMENT
BUDGET#: 04100248-01101-502215-
FUNDING SOURCE: OPERATING ACCOUNT, HEALTH BENEFIT FUND
RESPRESENTATIVE DISTRICT(S): ALL

VENDOR: HAY GROUP INC
DALLAS, TX
ITEMS All
AMOUNT: \$192,000.00 EST/3 YRS.
OPTION: Two (2) yrs. One year at a
time

Financial Services and OMB/Insurance Department recommend award as indicated. Review Committee based on evaluation factors established for this procurement, recommend award to Hay Group, Inc.

Additionally, it is requested authorization for City staff to negotiate, City Attorney's Office to review any related contract documents and agreements necessary (if required).

PROPOSALS SOLICITED 19 PROPOSALS LOCALS 02
PROPOSALS RECEIVED 13
BIDS SVCS 06
"NO BIDS" RECEIVED 00
CURRENT TAXES PAID ___
OUT-OF-TOWN ___

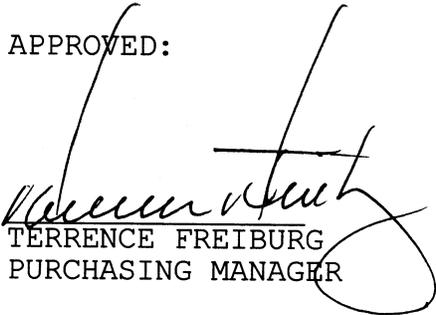
TOTAL AWARD: \$192,000.00 EST/3 YRS.

FUNDS: AVAILABLE NOT AVAILABLE COMPTROLLER

COUNCIL: APPROVED REJECTED CITY CLERK

APPROVED:

COUNCIL MEETING OF APRIL 17, 2007


TERRENCE FREIBURG
PURCHASING MANAGER

Interview Scoring and Final Scoring

Criteria	Max Pts/Committee Member	Buck	Crest	Gallagher	Hay	Milliman
Quality of Prepared Presentaion	50					
Committee Member #1		40	45	40	48	40
Committee Member #2		32	35	30	40	30
Committee Member #3		30	38	32	35	28
Total		102	118	102	123	98
Responses to Questions from Committee	50					
Committee Member #1		40	42	35	45	35
Committee Member #2		40	40	35	45	30
Committee Member #3		30	38	32	35	28
Total		110	120	102	125	93
Interview Total		212	238	204	248	191
Initial Scoring Total		66	72	75	70	75
Grand Total		278	310	279	318	266

Initial Scoring

Criteria	Max Pts	Buck	Crest	Eichlitz	Entrust	Gallagher	Hay	Holmes	Milliman
Company's experience in providing the services outlined in the RFP	30	20	20	15	5	25	20	15	25
Company's overall cost for the services requested in this RFP- not to exceed cost	30	15	23	17	25	19	19	23	21.00
Qualifications of personnel assigned to the City of El Paso	20	15	15	15	10	15	15	10	15
Company's overall financial stability and reputation	10	8	6	0	0	8	8	6	8
Quality of response to the RFP and specifications	10	8	8	6	5	8	8	8	6
	100	66	72	53	45	75	70	62	75
Criteria	Max Pts	RIMC	Risk US	Segal	Smith	Valley	Wachovia		
Company's experience in providing the services outlined in the RFP	30	20	10	18	15	10	15		
Company's overall cost for the services requested in this RFP- not to exceed cost	30	10	25	18	25	17	17		
Qualifications of personnel assigned to the City of El Paso	20	10	10	10	10	10	10		
Company's overall financial stability and reputation	10	6	0	8	6	0	8		
Quality of response to the RFP and specifications	10	6	5	8	6	5	8		
	100	52	50	62	62	42	58		

CITY OF EL PASO CITY BID TABULATION

ITEM: BENEFIT CONSULTING SERVICES	RFP: 2007-064R
DATE: JANUARY 10, 2007	DEPARTMENT: O.M.B.
BUCK CONSULTANTS LLC	DALLAS, TX
CREST BENEFITS CONSULTING - A DIVISION OF JDW INSURANCE	EL PASO, TX
EICHLITZ, DENNIS, WRAY & WESTHEIME AGENCY, INC., A WORTHAM GROUP MEMBER	SAN ANTONIO, TX
ENTRUST AGENCIES, INC.	DALLAS, TX
GALLAGHER BENEFITS SERVICES, INC.	GREENWOOD VILLAGE, CO
HAY GROUP, INC.	DALLAS, TX
HOLMES MURPHY & ASSOCIATES, INC.	DALLAS, TX
MILLIMAN, INC.	TAMPA, LF
RISK MANAGERS.US	HARLINGEN, TX
SMITH & ASSOCIATES CONSULTING	SOUTHLAKE, TX
THE SEGAL COMPANY, INC.	BELLAIRE, TX
VALLEY RISK CONSULTING	MCALLEN, TX
WACHOVIA INSURANCE SERVICES, INC.	DALLAS, TX
RFPS SOLICITED: 19	
RFPS RECEIVED: 13	
RFPS LOCAL: 2	
NO BIDS: 0	

APPROVED: _____ /s/ _____

DATE: 1/11/07 _____

McGRIFF, SEIBELS & WILLIAMS
ATTN: JARRAD A. WILLIS
5949 SHERRY LANE, STE. 1300
DALLAS, TX 75225

HEWITT ASSOCIATES
2201 WEST ROYAL LANE STE 100
IRVING TX 75063

SEGAL COMPANY
6375 WEST LOOP SOUTH STE 610
BELLAIRE TX 77401

ATTN: DEB HEROD
HEROD CONSULTING, INC.
3320 PURDUE
DALLAS, TX 75225

HAY GROUP
ATTN: SHELLI ROGERS
8350 NORTH CENTRAL EXPRESSWAY
SUITE 825
DALLAS, TX 75206

ATTN: HY POMERANCE
REDOAK CONSULTING
1902 WRIGHT PL SUITE 180
CARLSBAD, CA 92008-6528

RISK MANAGERS
ATTN: BILL RUSTEBERG
1010 TYLER
HARLINGEN, TEXAS 78550

MERCER HUMAN RESOURCES CONSULTANTS
1225 17TH STREET STE 1300
DENVER CO 80202

WATSON WYATT CONSULTING SERVICES
2001 ROSS AVENUE, STE 4200
DALLAS, TX 75201-2989

RWL GROUP
300 N. COIT ROAD #810
RICHARDSON, TX 75080

ICAUGHT INCORPORATED
ATTN: KIM J. KUYKENDALL
3616 FAR WEST BLVD.
SUITE 117, PMB 309
AUSTIN, TX 78731

MARKETING DEPARTMENT
VITECH SYSTEMS GROUP, INC.
401 PARK AVENUE SOUTH
NEW YORK, NY 10016

GALLAGER BENEFIT SERVICES INC
6399 SOUTH FIDDLER'S GREEN CIRCLE STE 200
GREENWOOD VILLAGE CO 80111-4949

CREST BENEFITS
JDW INSURANCE
415 E YANDELL
EL PASO, TX 79901

TOWERS & PERRIN
12377 MERIT DRIVE STE 1200
DALLAS, TX 75251-3234

RUSTEBERG & ASSOCIATES
1010 EAST TYLER
HARLINGEN TX 78550

ERNST & YOUNG LLP
2121 SAN JACINTO #1500
DALLAS, TX 75201

REDOAK CONSULTING
DIV OF MALCOLM PIRBIE INC
100 CONGRESS AVE SUITE 225
AUSTIN, TX 78701

Rogers & Belding Employee Benefits
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