

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

DEPARTMENT: Aviation

AGENDA DATE: April 26, 2011

CONTACT PERSON NAME AND PHONE NUMBER: Monica Lombraña, 780-4793

DISTRICT(S) AFFECTED: 2 and 3

Bruce D. Collins, Purchasing Manager, 541-4313

SUBJECT:

Award solicitation 2011-173R - Comprehensive Airport Liability Insurance for the Department of Aviation, to Wells Fargo Insurance Services of Texas, Inc. (Phoenix Aviation Managers through the Old Republic Insurance Group) in the amount of \$59,644.00 as recommended by the Evaluation Committee and the Department of Aviation.

BACKGROUND / DISCUSSION:

The Phoenix Aviation Managers policy offered by Wells Fargo Insurance Services provides the most comprehensive coverage with the lowest premium and was ranked the highest by the evaluation committee in accordance with evaluation factors stated in the Request for Proposals. This is a three (3) year contract. An annual premium of \$59,644.00 was offered for the 1st year. Annual premiums for years 2 and 3 will be contingent upon loss runs and any State mandated modifiers.

PRIOR COUNCIL ACTION:

N/A

AMOUNT AND SOURCE OF FUNDING:

\$59,644.00
62620001-504402-40101
EPIA Enterprise Funds

BOARD / COMMISSION ACTION:

N/A

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



DEPARTMENT HEAD:

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

**COUNCIL PROJECT FORM
(RFP)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda (under RFP's) for the Council Meeting of **APRIL 26, 2011**.

The award of Solicitation No. 2011-173R (Comprehensive Airport Liability Insurance) to Wells Fargo Insurance Services USA, Inc. (Phoenix Aviation Managers through Old Republic Insurance Group) for a total estimated award of \$178,932.00 (3 years).

Department:	Aviation
Award to:	Wells Fargo Insurance Services USA, Inc. (Phoenix Aviation Managers through Old Republic Insurance Group)
Vendor Location:	El Paso, Texas
Item(s):	All
Option:	None
Payment Terms:	Net 30
Annual Estimated Amount:	\$59,644.00
Total Estimated Award:	\$178,932.00 (3 years)
Funding Source:	EPIA Enterprise Funds
District(s):	2 and 3

This is a Request for Proposal, services contract.

Annual premiums for years 2 and 3 will be contingent upon loss runs and any State mandated modifiers.

Additionally, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award.

The Financial Services - Purchasing Division and Department of Aviation recommend that Texas Municipal League (TML) be disqualified as non-responsive and the contract be awarded as indicated to Wells Fargo Insurance Services USA, Inc. (Phoenix Aviation Managers through Old Republic Insurance Group), the highest ranked proposer based on evaluation factors established for this procurement.

*******ADDITIONAL INFO BELOW*******

TML submitted an offer of \$25,000,000 in lieu of the required \$100,000,000 for Premise Bodily Injury and Property Damage and was deemed non-responsive.

COMMITTEE SCORE SHEET

SOLICITATION TITLE: COMPREHENSIVE AIRPORT LIABILITY INSURANCE

SOLICITATION NO: 2011-173R

	Wells Fargo Insurance Services USA, Inc. (Phoenix Aviation Managers, Inc.) El Paso, TX	Wells Fargo Insurance Services USA, Inc. (Chartis Insurance Company) El Paso, TX	Higginbotham Insurance Agency, Inc. Arlington, TX
Cost of Annual Premiums for comprehensive airport liability insurance, automobile liability insurance & terrorism endorsement (30 Points)	\$59,644.00 30.00	\$66,412.00 26.94	\$85,000.00 21.05
Limits, terms conditions & exclusions of the coverage provided. (30 Points)	29.33	23.67	24.33
Rating plans in the current edition of Best's Insurance Reports (Property/Liability Edition) (20 Points)	16.67	17.00	18.67
Claims Adjusting & Loss Control Services (20 Points)	19.33	18.33	16.00
GRAND TOTAL (Maximum 100 points)	95.33	85.94	80.05

RICK HERNANDEZ AGENCY
2000 N. LEE TREVINO
EL PASO, TX 79936

JDW INSURANCE
415 E. YANDELL
EL PASO, TX 79998-1021

bid
UTF - NOAA

WELLS FARGO INSURANCE SERVICES
2505 E. MISSOURI AVENUE
EL PASO, TX 79903

KEY & PISKURAN INSURANCE AGENCY
2313 ROOSEVELT DRIVE SUITE A
ARLINGTON, TX 76016

THE ABE PEINADO INSURANCE GROUP
801 MYRTLE AVENUE SUITE 101A
EL PASO, TX 79901

STINSON AND SON INSURANCE
2000 N. LEE TREVINO
EL PASO, TX 79936
NO LONGER UNDER THIS NAME
SEE ABOVE FOR NEW NAME