

**RESOLUTION
ROCK COUNTY BOARD OF SUPERVISORS**

Finance Committee
INITIATED BY



Amy Spoden, Asst. Human Resource Director
DRAFTED BY

Finance Committee
SUBMITTED BY

August 27, 2020
DATE DRAFTED

**AUTHORIZING CONTRACT FOR BENEFIT CONSULTING SERVICES WITH
M3 INSURANCE**

- 1 **WHEREAS**, the Rock County Fully-Insured Health Plan provides health coverage to approximately
- 2 1,200 County employees; and
- 3
- 4 **WHEREAS**, in 2019, total health plan costs neared \$24,000,000; and
- 5
- 6 **WHEREAS**, Human Resources is charged with continuing efforts to contain the ever-growing costs of
- 7 providing health care coverage to County employees, which requires the assistance of consultants who
- 8 possess particular expertise in furthering such efforts; and
- 9
- 10 **WHEREAS**, Rock County, solicited proposals from Benefit Consulting Services; and
- 11
- 12 **WHEREAS**, M3 Insurance was selected as the finalist; and
- 13
- 14 **WHEREAS**, M3 Insurance is willing to provide consulting services for an 2021 (\$79,000), 2022
- 15 (\$81,000), 2023 (\$83,000) with two additional optional years 2024 (\$84,000), 2025 (\$85,000); and
- 16
- 17 **WHEREAS**, these rates will be offset by commissions M3 Insurance receives from eligible
- 18 commissionable lines of business.
- 19
- 20 **NOW, THEREFORE, BE IT RESOLVED**, that the Rock County Board of Supervisors duly
- 21 assembled on this 10th day of September 2020, hereby award the contract to M3 Insurance for
- 22 Benefit Consulting Services effective January 1, 2021, with the contract continuing until such time by
- 23 agreement as terminated by one or both of the parties.

20-9A-071

Respectfully Submitted,

FINANCE COMMITTEE

/s/ Mary Mawhinney
Mary Mawhinney, Chair

/s/ Wes Davis
Wes Davis, Vice Chair

/s/ Stephanie Aegerter
Stephanie Aegerter

/s/ Brent Fox
Brent Fox

/s/ Kara Purviance
Kara Purviance

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FISCAL NOTE:

Funds will need to be appropriated from the Health Insurance Trust Fund for the cost of this contract.

/s/ Sherry Oja

Sherry Oja
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to secs. 59.01 and 59.51, Wis. Stats. Professional services are not subject to bidding requirements of sec. 59.52(29), Stats.

/s/ Richard Greenlee

Richard Greenlee
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.

/s/ Josh Smith

Josh Smith
County Administrator

EXECUTIVE SUMMARY

From time to time it is necessary to take service contracts out for bid to ensure that the County is receiving the best pricing and service that it can achieve. In furtherance of this effort, Rock County issued an RFP for Benefit Consulting Services. Rock County was looking for a Benefit Consultant that would assist with Strategic Insurance Placement, Compliance Risk Management, Actuarial Review, Analysis of Market Trends and Due Diligence, and Employee Benefits Administration.

Five responsive proposals were received and narrowed down by the raters to four competitive proposals. Interviews were conducted with the four finalists. M3 Insurance was determined to yield the greatest return on our investment of all the proposals submitted.

ROCK COUNTY, WISCONSIN
FINANCE DIRECTOR

PURCHASING DIVISION



PROPOSAL SUMMARY FORM

PROJECT NUMBER 2021-01
PROJECT NAME EMPLOYEE BENEFIT CONSULTING SERVICES
DUE DATE: AUGUST 4, 2020 - 12:00 NOON
DEPARTMENT: HUMAN RESOURCES

	M3 MADISON WI	USI INSURANCE MADISON WI	COTTINGHAM & BUTLER MADISON WI	HORTON GROUP WAUKESHA WI	HAYS MILWAUKEE WI
RATER 1	65	67	60	65	48
RATER 2	60	55	63	70	50
RATER 3	84	82	84	72	64
RATER 4	69	76	68	71	51
RATER 5	75	60	65	45	50
TOTAL SCORE	353	340	340	323	263

Qualifications were evaluated based on the following criteria and Interviews:

Completeness of the Proposal – 10 POINTS MAXIMUM

- Including clear understanding of requirements
- Ability to meet the minimum requirements
- Provided completed Proposal form
- Provided completed Exhibit A

Experience & References – 30 POINTS MAXIMUM

- Qualification of personnel
- Experience of personnel
- Experience of firm
- References shall include companies of similar size with similar requirements

Services Provided – 30 POINTS MAXIMUM

- Ability of consultant to render satisfactory service
- Sufficient resources knowledgeable in employee benefits, wellness, labor negotiations and financial analysis related to employee benefit functions.
- Evaluation of consultant's standard response time.
- Distinctive service characteristics.
- Evaluators will consider whether the list of exceptions hinder consultant's ability to perform the requirements of RFP

Proposed Pricing – 30 POINTS MAXIMUM

- Reasonableness of cost proposal
- Evidence of efficient use of resources

The top four agencies were interviewed with M3 being the unanimous first choice by all County staff who attended all four interviews. Hays was not interviewed due to the low score on the written qualifications & cost proposal.

Request for Proposal was advertised in the Janesville Gazette and on the Internet.

PREPARED BY: JODI MILLIS
PURCHASING MANAGER

DEPARTMENT HEAD RECOMMENDATION: _____

SIGNATURE _____ **DATE** _____

GOVERNING COMMITTEE APPROVAL: _____ **CHAIR** _____ **VOTE** _____ **DATE** _____