



# Baldwin County Commission

## Legislation Text

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File #: 21-0457, Version: 1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 2/2/2021

**Item Status:** New

**From:** Wanda Gautney, Purchasing Director/Deidra Hanak, Personnel Director

**Submitted by:** Wanda Gautney, Purchasing Director

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### **ITEM TITLE**

Request for Proposals (RFP) for Health Insurance Brokers/Consultants Services for the Baldwin County Commission

### **STAFF RECOMMENDATION**

Award the Request for Proposals (RFP) for Health Insurance Brokers/Consultants Services to **Cobbs, Allen & Hall, Inc.**, with their commission to come from Life, Voluntary Life-, Short- and Long-Term Disability, Vision and Stop Loss insurance and authorize the Chairman to execute the Contract. (Contract effective February 2, 2021 through February 2, 2024).

### **BACKGROUND INFORMATION**

#### **Previous Commission action/date:**

11/03/2020 meeting: Approved the attached Request for Proposals (RFP) for Health Insurance Brokers/Consultants Services and authorized the Purchasing Director to advertise the RFP.

**Background:** During the November 3, 2020 meeting the Commission approved the Request for Proposals (RFP) for the Health Insurance Brokers/Consultants Services.

Five (5) firms submitted a proposal and after review by Deidra Hanak, Loren Lucas and Wanda Gautney, two (2) firms were invited to give a presentation, Cobbs, Allen & Hall, Inc., and Wills Towers Watson. One (1) proposal was received on December 16, 2020, after the required deadline of December 11, 2020, and will be returned unopened to the vendor.

The evaluation committee consisted of Commissioner Jeb Ball, Ron Cink, Deidra Hanak, Bo Bonner, Wanda Gautney and Loren Lucas. After viewing the two presentations by the firms, the evaluation committee feels that Cobbs, Allen & Hall, Inc., meets the County's needs for the services. Cobbs, Allen & Hall, Inc., price breakdown is shown on "Exhibit 2" of the attached Contract. Their commission will come from Life, Voluntary Life-, Short- and Long-Term Disability, Vision and Stop Loss insurance.

The contract terms are for three (3) years.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** Variable

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
Yes

**Reviewed/approved by:** County Attorney, Brad Hicks

**Additional comments:** N/A

### **ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

### **FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** 02/02/2021

**Individual(s) responsible for follow up:** Wanda Gautney, Purchasing Director

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**  
Letter to Vendors

**Additional instructions/notes:** N/A