

**Denton ISD Proposal Ranking RFP 160506-RM**  
**May 12, 2016**

	Ranking Criteria	Total Possible Points	The Brokerage Store - TX Value Plan	The Brokerage Store - TX Star Plan	The Brokerage Store - TX Budget Plan	Texas Student Resources/HSR, Inc. - Starr	Texas Kids First - Lone Star Advantage Plan	Texas Kids First - Lone Star Plan	Student Insurance Plans	Wilson Sports Insurance Services	Achieve Financial Group
1	<b>Pricing</b>	50	31	43	50	46	36	39	41	41	34
	Does the pricing fall within the District's budget?										
	Did the proposer bid all requested pricing?										
	Is voluntary coverage reasonably priced for parents to obtain?										
	Did proposer agree to hold firm pricing? / Offer multiple years?										
	Did pricing include all coverages requested?										
2	<b>Reputation of the vendor and vendor's goods or services</b>	10	10	10	10	10	10	10	10	10	10
	Does the proposer have comparable K-12 experience?										
	Did proposer list all references requested in RFP?										
	Is there a dedicated customer service department for parent concerns or problems?										
	What kind of reputation does the proposer have?										
3	<b>Quality of the vendor's goods or services</b>	15	15	15	15	15	15	15	15	15	15
	Does the proposer have adequate personnel and resources to handle the project range?										
	Does the proposer offer reasonable voluntary coverage for parent purchase along with direct payment from the parent?										
	Local network of doctors/Ability to use own family physicians?										
	A.M. Best rating acceptable for proposed carrier?										
	Does the proposer have the experience level to perform the required tasks?										
4	<b>Extent to which the goods or services meet the District's needs</b>	10	10	10	10	10	10	10	10	10	10
	Does the response time fall within the District's needs?										
	Does the proposal offer coverages desired by the District?										
5	<b>Vendor's past relationship with the District</b>	3	3	3	3	3	3	3	3	3	3
	Has the District had a bad experience with the proposer?										
6	<b>Impact of District's compliance with laws and rules relating to Historically Underutilized Businesses.</b>	2	0	0	0	0	0	0	0	0	0
	Does the proposer have the certificate recognizing HUB (Historically Underutilized Businesses)?										
7	<b>Total long-term cost to the District</b>	5	5	5	5	5	5	5	5	5	5
	Can the company support the maintenance of the project? (Warranty)										
8	<b>Other relevant factors specifically listed in the CSP</b>	5	5	5	0	5	0	0	5	0	5
	Were all required documents completed and submitted? (Contract/Specimen)										
	Deviations, restrictions, modifications that alter or reduce coverage?										
	Did proposer present information in format requested?										
	Is the proposer a Resident or Non-Resident bidder?										
	<b>Total Points</b>	<b>100</b>	<b>79</b>	<b>91</b>	<b>93</b>	<b>94</b>	<b>79</b>	<b>82</b>	<b>89</b>	<b>84</b>	<b>82</b>