



Brownsville Independent School District

Agenda Category: Bids/Proposals/Purchases Board of Education Meeting: 05/07/19

Item Title: RFP# 19-137 Student Athletic, UIL X Action
and Accident Insurance Information
Discussion

BACKGROUND:

The Brownsville Independent School District issued Competitive Sealed Proposals for the Student Athletic, UIL and Accident Insurance for the 2019-2020 school year. The policy period is August 1, 2019 to July 31, 2020. The insurance provides benefits to students for accidental bodily injury while participating in interscholastic sports, UIL activities and student career & technical internships.

Fifteen (15) vendors were solicited; Four (4) proposals were received.

Policy Premium	2018-2019	\$814,586.00
Proposed Policy Premium	2019-2020	<u>\$882,090.00</u>
	Difference	\$ 67,504.00

FISCAL IMPLICATIONS:

Not to exceed approved budgeted Local Maintenance and Categorical Funds of \$885,490.00

RECOMMENDATION:

Recommend awarding CSP #19-137 Student Athletic, UIL and Accident Insurance to Student Insurance Plans of Frisco, Texas for the 2019-2020 plan year with an option to renew for an additional two (2) one year period. Not to exceed approved budgeted Local Maintenance and Categorical Funds of \$885,490.00.

Micaela Escobar/ Delia Rodriguez
Submitted by: Administrator/Purchasing Interim Adm.

Approved for Submission to Board of Education:

Sylvia R. Hatton, Ph.D.
Interim Superintendent

/Mary D. Garza
Recommended by: AA Supt./Asst. Supt./ Interim CFO



Brownsville Independent School District
1900 E. Price Road, Brownsville, Texas 78521
(956) 548-8361 Fax (956) 548-8367

Dr. Sylvia Hatton
Interim Superintendent of Schools

To: John D. Gutschlag
Student Insurance Plans

From: Delia Rodriguez, CTSBO, CTPM
Interim Purchasing Administrator

Date: April 23, 2019

RE: (BAFO) Best and Final Offer for CSP #19-137
Student Athletic, UIL and Accident Insurance

Please accept this request for a Best and Final Offer. Your company has been qualified as a proposer to the referenced CSP based on evaluation of your response to the CSP being judged acceptable or reasonably susceptible to being made acceptable. You are invited to submit your Best and Final Offer for consideration in the award determination.

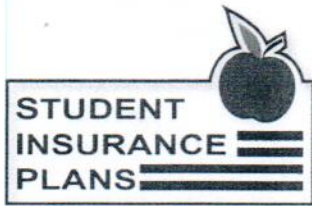
As part of the BAFO, the proposer may modify the initial offer; update pricing based on any changes the agency has made; and include any inducements that will improve the overall evaluation of the CSP.

This BAFO must be authenticated by an officer of your company who is authorized to bind the company to the contract. The signature on the transmittal letter for the BAFO will serve as authentication. Transmittal shall be received no later than 11 AM, Wednesday, April 24, 2019.

Should you have any questions regarding this matter, please e-mail to dnrodriguez@bisd.us

A handwritten signature in cursive script that reads "Delia Rodriguez".

Delia Rodriguez, CTSBO, CTPM
Interim Purchasing Administrator



Student Insurance Plans
PO Box 1447 • Frisco • Texas • 75034
Phone (469) 579-4139 / Fax (469) 579-4482
Toll Free (844) 882-8318
www.studentinsuranceplans.com

April 23, 2019

Brownsville Independent School District
1900 E. Price Road
Brownsville, Texas 78521

Ms. Rodriguez,

RE: (BAFO) Best and Final Offer for CSP #19-137
Student Athletic, UIL and Accident Insurance

It is our pleasure to offer the following Best and Final Offer for Brownsville Independent School District's 2019-2020 Student Athletic, UIL and Accident Insurance program.

Interscholastic Sports and Activities including CATE Program:	\$865,000
Catastrophic Class II with AD&D including \$500,000 cash benefit:	\$ 17,090

Total renewal: \$882,090

Thank you for the opportunity and we look forward to possibly working with you in the upcoming year.

Thank you,

Sincerely,

John D. Gutschlag



BISD PURCHASING DEPARTMENT
PRELIMINARY CONTACT TO VENDORS REGARDING OUR BIDS

COMPANY NAME	CITY	BID	NOTIFIED VENDOR	REC'D BIDS
ARTHUR J GALLAGHER RISK MANAGEMENT SERVICES, INC.	QUINCY	19-137	Y	Y
BROWN & BROWN LONE STAR INSURANCE SERVICES	SAN ANTONIO	19-137	Y	Y
DOUG DART EMPLOYEE BENEFIT SERVICES	PLANO	19-137	Y	N
HEALTH SPECIAL RISK, INC.	HARLINGEN	19-137	Y	N
JESSE TREVINO INSURANCE AGENCY	CARROLLTON	19-137	Y	Y
MCGRIFF, SEIBELS & WILLIAMS	SAN ANTONIO	19-137	Y	N
MONARCH MANAGEMENT CORP. dba TEXAS MONARCH MANAGEMENT CORP	HOUSTON	19-137	Y	N
MONARCH MANAGEMENT CORP.	TOPEKA	19-137	Y	N
MONTALVO INSURANCE AGENCY	HOUSTON	19-137	Y	N
NEW YORK LIFE INSURANCE CO.	WESLACO	19-137	Y	N
ORTIZ INSURANCE & REAL ESTATE	HARLINGEN	19-137	Y	N
SIP - STUDENT INSURANCE PLANS, LLC	BROWNSVILLE	19-137	Y	N
TEXAS INSURANCE SERVICE CENTER	FRISCO	19-137	Y	Y
TEXAS MONARCH MANAGEMENT CORPORAT	HARLINGEN	19-137	Y	N
THE BROKERAGE STORE	TYLER	19-137	Y	N
	SHAVANO PARK	19-137	Y	N

Count:

15

**Brownsville Independent School District
 Department of Employee Benefits and Risk Management
 CSP # 19-137 - STUDENT ATHLETIC, UIL AND ACCIDENT INSURANCE**

		VENDOR SCORING			
		Arthur J Gallagher Risk Management Services, Inc.	Brown & Brown Lone Star Insurance Services dba Alamo Insurance Group	Health Special Risk, Inc.	Student Insurance Plans
Criteria	Points	Score	Score	Score	Score
Compliance with minimum qualifications	10	2.25	9.75	1.75	9.25
Coverage	30	13.00	26.50	12.00	27.50
Cost	30	12.00	25.25	12.50	28.25
Experience, reputation, service, financial strength	30	7.75	29.25	8.75	26.25
Overall Points	100	35.00	90.75	35.00	91.25

Vendor Selected Committee Members	Student Insurance Plans	
	Dr. Juan Chavez, Career & Technical Education	
	Jesus J Trevino, Athletics Department	
	Sandra Powers, Athletic Department	
	Teodoro Estrada, Fine Arts Department	