



Meeting Date: May 19, 2026
Information Item: Medical Insurance Brokerage Services

BACKGROUND:

GRTC issued RFP# 256-26-01 for qualified insurance brokerage firms to submit proposals for medical insurance brokerage services. The RFP requested that the responding firms provide fixed price proposals for a three-year base period with options for two additional years.

GRTC received proposals from Marsh McLennan Agency (incumbent firm), Gallagher Benefit Services Inc. (Gallagher hereafter), James A. Scott & Son Company Inc. (Scott Insurance hereafter) and Frontpoint Group, all of which were deemed responsive qualified insurance brokerage firms. Each proposal was then reviewed by the evaluation team

Based upon the evaluation criteria, the evaluation team selected Marsh McLennan, Gallagher and Scott Insurance for interviews as the evaluation team determined that their proposals fully met the requirements of the scope of services. Following the interviews, each of the three finalists was asked to submit best and final offers (BAFOs).

The table below summarizes the Best and Final Offers received:

Contract Period	Gallagher Benefit Services, Inc.	James A. Scott & Son Company Inc.	Marsh McLennan Agency
Base Year 1	\$ 115,000	\$ 150,000	\$ 53,500
Base Year 2	\$ 120,000	\$ 150,000	\$ 53,500
Base Year 3	\$ 125,000	\$ 150,000	\$ 53,500
Option Year 1	\$ 130,000	\$ 150,000	\$ 53,500
Option Year 2	\$ 135,000	\$ 150,000	\$ 53,500
Proposed Contract Value	\$ 625,000	\$ 750,000	\$ 267,500

Based upon the evaluation team's review of the written proposals, interviews and the BAFOs, the evaluation team selected Marsh McLennan Agency.

The selected proposal pricing is below the Independent Cost Estimate that was prepared in advance of the RFP being advertised which estimated engagement cost to be \$318,541 for the five-year contract period.

RECOMMENDATION:

That the Board of Directors authorizes the GRTC Chief Executive Officer to execute a contract with Marsh McLennan Agency for a contract for medical brokerage services that includes a three-year base contract period with an option for two additional option years for a five-year contract value not to exceed \$267,500.

Ellen Robertson, Secretary
GRTC Board of Directors
Ridefinders Board of Directors

Date