

**City of Franklin, Tennessee**  
**Tabulation of Submittals\***

<b>Purchasing Office Solicitation No.:</b>		<b>2015-019 (liability, property and workers compensation insurance products and services)</b>				
<b>Notice to proposers published in the Williamson Herald on:</b>		<b>12/4/14</b>				
<b>Number of potential proposers that were notified of / that submitted a proposal in response to this request for proposals:</b>		<b>20 / 3</b>				
<b>Date and time proposal due and publicly opened:</b>		<b>3/5/15 2:00 PM</b>				
<b>Present at opening of proposals:</b>		<b>David McDonnell of Insight Risk Management; Laura Jungmichel of Public Risk Insurors; Anthony</b>				
<b>Target meeting of BOMA at which recommendation will be considered:</b>		<b>4/28/15</b>				
<b>Proposals received from:</b>	<b>Does the proposal take any exceptions to the City's procurement solicitation? / If so, how many?</b>	<b>Insurance Carrier / Summary of distinctions between program options:</b>	<b>Average points allocated by proposal evaluation team (out of a possible 100, utilizing evaluation criteria as listed in RFP):</b>	<b>Total quoted annual premium FY2016:</b>	<b>Payment terms:</b>	<b>Proposal is valid and may be accepted through:</b>
Insight Risk Management, LLC 7200 Goodlett Farms Parkway Cordova, TN 38016 David A. McDonnell, Chief Manager 901/312-5015 dmcdonnell@irmllc.com	Vendor indicated there were exceptions but CoF determined these to be alternative options.	A1: The Pool, Chubb / \$10,000 general liability deductible per occurrence; \$100,000 workers compensation ded. per occur. with \$700,000 WC aggregate	81.58	\$1,241,714	Net 30 days	6/30/2015
		A2: Same as A1 but \$600,000 WC agg.	81.51	\$1,246,523		
		A3: Same as A1 but \$500,000 WC agg.	83.41	\$1,253,827		
		B1: Same as A1 but \$25,000 GL ded. per occur.	82.43	\$1,185,389		
		B2: Same as B1 but \$600,000 WC agg.	82.36	\$1,190,198		
		B3: Same as B1 but \$500,000 WC agg.	82.24	\$1,197,502		
J. Smith Lanier & Co. 1610 South Church Street, Suite A Murfreesboro, TN 37130 Chip Hoover, Vice President 615/869-1482 choover@jsmithlanier.com		Vendor indicated there were exceptions but CoF determined these to be alternative options.	A: BRIT for Lloyd's of London, HCC Global, Lexington / \$50,000 GL self-insured retention per occur.; no flood coverage for property locations in Flood Zones A, V and all other 100-year exposures; includes pollution liability; optional \$250,000 WC self-insured retention and \$500,000 per occur. WC buffer layer for all WC class codes except Police and Fire, and \$350,000 WC SIR and \$750,000 per occur. WC buffer layer for Police and Fire WC class codes requiring the purchase of an additional excess WC policy over the buffer layer	69.20		
	B: Same as A but includes coverage for property locations in Flood Zones A, V and all other 100-year exposures		68.71	\$911,075		

\* Shaded submittal is the submittal scored highest by the proposal evaluation team

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<b>Public Risk Insurors</b> 205 Powell Place Brentwood, TN 37027 Laura Jungmichel, Managing Partner / Licensed Agent 615/369-0646 (O); 615/243-5667 (M) laura@publicriskinsurors.com	Vendor indicated there were exceptions but CoF determined these to be alternative options.	A: Travelers Insurance Companies / \$10,000 GL ded. per occur.; fiduciary liability estimated at 5% over FY2015; no WC ded. per occur. with \$100,000 WC stop-loss and \$763,000 WC agg. and \$412,020 WC cash collateral	90.03	\$1,466,076	Net 30 days	6/30/2015
B1: One Beacon Gov't Risks and Midwest Employers Casualty / \$10,000 GL ded. per occur.; \$500,000 WC specific retention with \$1,000,000 WC agg. and \$1,853,106 WC loss fund deposit		81.79	\$1,163,602			
B2: One Beacon Gov't Risks and Safety Nat'l / same as B1 but \$1,599,561 WC loss fund deposit		81.52	\$1,179,796			
B3: One Beacon Gov't Risks and Bitco / \$10,000 GL ded. per occur.; \$2,500 WC ded. per occur.		74.86	\$1,820,793			

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