

Final Ranking Score	Criteria 1	Criteria 2	Criteria 3	Criteria 4	Score
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Possible 100 Points

Employers Mutual d/b/a Ascension Benefits & Insurance Solutions					
Final Score	11.3	20.3	3.7	31.3	66.6

CorVel Corporation					
Final Score	16.0	20.7	4.7	13.7	55.1

Preferred Governmental Claims Solutions					
Final Score	16.7	28.7	4.3	34.7	84.4

PMA Management Corp					
Final Score	15.7	18.3	2.0	18.3	54.3

City of Delray Beach
Property Casualty Third - Party Claims Administrator
RFP 2016-118

		Strengths	Weakness
1	<p>Experience</p> <p>a Claims handling for general liability.</p> <p>b Administering workers compensation programs</p> <p>c Knowledge of Florida State Workers Compensation law</p> <p>d Background in liability and property damage claims</p> <p>e Experience related to liability claims adjusting and management services</p> <p>f Experience in the use of cost benefits analysis, benchmarking and recent case history comparisons</p> <p>g Background and expertise with municipalities, particularly Florida municipalities.</p>	<p>The firm has adequate experience in managed care</p> <p>The firm submitted good references</p>	<p>The firms corporate office is out of state</p> <p>The individual experience was mediocre</p> <p>The firm started TPA services in 2008</p> <p>The firm encourages the employees to continue their education however it is not required.</p> <p>The firms account service representative only has 2 years of experience</p>
2	<p>Capacity and Approach</p> <p>a Methodology for engaging with City representatives while in the course of performing duties.</p> <p>b Strategies Proposer proposes to implement.</p> <p>c Strategies Proposer will utilize to assist the City in meeting the goals for a smooth transition proactive liability claims management by using both quantitative and qualitative assessment methods, access to reporting information, and expedient claims administration services</p>	<p>The firm specified a the City will have a dedicated staff representative.</p> <p>The firm assigns cases that matches the employees skill set</p>	<p>The language was positive that the firm submitted but did not give explanation on achieving the claims</p> <p>The firm's Implementation chart was included, the entire chart was a month behind the City renewal date</p> <p>The firm's proposal has additional cost for basic services.</p> <p>The firms submittal requires the City to sign a contract to use the priority software</p>

Strengths Weakness: CorVel

**City of Delray Beach
Property Casualty Third - Party Claims Adminstrator
RFP 2016-118**

- d Proposer would utilize to accomplish the transitioning (claims services of existing claims and claims data) from the incumbent TPA.
- e Implementation plan and schedule.
- f Methodology for working effectively with the City's Property & Casualty Insurance broker/agent.

The firm did not submit any information regarding working with the current broker



Strengths	Weakness
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3

Location

- a Accessibility in the areas of availability for meetings, general communications, coordination, and supervision of services.
- b Proposer physically plans on attending pre-scheduled meetings
- c Proposer plans on ensuring accessibility and responsiveness to requests by City staff and availability of services during the term of the Agreement.

Located in Sunrise, FL easy access for meeting

4

Fee Proposal

- a Highest score for lowest fees

The firm will charge an additional \$30 per claim
 The firm will charge an additional \$40 per incident claim
 The firm charge an additional \$95 per hour for case management
 The firm will charge \$9 for each bill review
 The firm will charge the City on all claims they inherit.
 The firm will charge the City \$10,000 implementation fee on top of the transition fee

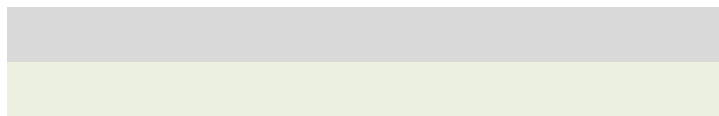
City of Delray Beach
Property Casualty Third - Party Claims Administrator
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Annual Admin fee \$15,000
Annual banking fee for one CorVel
Wellsfargo account

Strengths Weakness: CorVel

**City of Delray Beach
Property Casualty Third - Party Claims Administrator
RFP 2016-118**

Strengths Weakness: CorVel



1 Experience

- a Claims handling for general liability.
- b Administering workers compensation programs
- c Knowledge of Florida State Workers Compensation law
- d Background in liability and property damage claims
- e Experience related to liability claims adjusting and management services
- f Experience in the use of cost benefits analysis, benchmarking and recent case history comparisons
- g Background and expertise with municipalities, particularly Florida municipalities.

2 Capacity and Approach

- a Methodology for engaging with City representatives while in the course of performing duties.
- b Strategies Proposer proposes to implement.
Strategies Proposer will utilize to assist the City in meeting the goals for a smooth transition proactive liability claims management by using both quantitative and qualitative assessment methods, access to reporting information, and expedient claims administration services
Proposer would utilize to accomplish the transitioning
- c (claims services of existing claims and claims data) from the incumbent TPA.
- d Implementation plan and schedule.
- e Methodology for working effectively with the City's Property & Casualty Insurance broker/agent.
- f



Strengths

Weakness

The firm has several years of experience
Of all the firms that submitted they are the only privately owned.

The firm medical adjuster has only 32 years of experience.
The firm's adjusters experience seemed weak

The firm has adequate case load for the adjuster service.

The firm provided little information on implementation

The firm presented evidence of working with governmental agencies
The firm is the incumbent broker for the City.

The firm did not detail how the banking would go on playing claims.
The firm did not detailed who would be working with the City

The firm presented a very detailed change control plan that showed they had optimal experience



3	Location	
a		25
b	Proposer physically plans on attending pre-scheduled meetings	
c	Proposer plans on ensuring accessibility and responsiveness to requests by City staff and availability of services during the term of the Agreement.	

Strengths	Weakness
The firm is located in Stuart, FL	The firm is located Stuart, FL which is farther than 2 of the other proposers
The firm is the incumbent Broker	

4	Fee Proposal	
a	Highest score for lowest fees	

The firm offers the lowest per claim minus the transition fee



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2 Capacity and Approach

- a Methodology for engaging with City representatives while in the course of performing duties.
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- d Implementation plan and schedule.
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Strengths

Weakness

The firm submitted few FL municipalities

The firm presented adequate experience

The firm presented a stewardship report

The firm encourages training require employees to participate.

The firm has experience with pre loss

The firm offers 24/7 access to PMA cinch software

The firm presented low claims count

The firm offers websoucre unsure of what the system is for.

The firm intends to work with the City broker

The firm presented a shared a workable implementation plan

The firm requires additional fees for basic services

The firm provides direct ACH debt funding



3 Location
 Accessibility in the areas of availability for meetings, general communications, coordination, and supervision of services.

a Proposer physically plans on attending pre-scheduled meetings

b Proposer plans on ensuring accessibility and responsiveness to requests by City staff and availability of services during the term of the Agreement.

c

4 Fee Proposal

a Highest score for lowest fees

The firm is located further away in Tampa

Meeting with the City will be outlined during implementation plan
 The firm did not offer availability and other work load information.

The firm charges \$4,000 annual admin fee
 The firms software program will cost an additional \$4,000 per year
 The firms web imaging will cost an additional \$500
 The firm will charge additional \$500 for OSHA
 The fill will only provide 2 free litigation meeting after \$700 per meeting
 The firm will be charge an additional take over claim fee



1

Experience

- a Claims handling for general liability.
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2

Capacity and Approach

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- b Strategies Proposer proposes to implement.
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- d Implementation plan and schedule.
- e Methodology for working effectively with the City's Property & Casualty Insurance broker/agent.



Strengths

Weakness

The firms have 60 years servicing entitlements

The firm plans on filing federal and state paperwork

The firm presented strong team of adjusters & executives

The firm presented an excellent background in servicing Government (Municipal) Agencies

The firm gave details on what state and federal forms they will submit on behalf of the City

The firm included individual adjusters licenses.

The firm will utilize the City choice of bank

The firm presented good details on strategies

The firm intends to have available for the City: Catastrophe Team; Dedicated Subrogation Team; Fraudulent Claims Expertise

The firm presented a quick response time and availability

The firm predicts a minimal transition

The firm uses Risk Master software
The firm will not charge for accessing proprietary claims system

The firm did not indicate if they intended on working with the City broker



3 Location

a Accessibility in the areas of availability for meetings, general communications, coordination, and supervision of services.

b Proposer physically plans on attending pre-scheduled meetings

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The firm is located in WPB

4 Fee Proposal

a Highest score for lowest fees

Th firm presented the lowest fees of all proposers
The firm will be on a per claim basis.

City of Delray Beach
Property Casualty Third - Party Claims Administrator

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1	Cantorre	DeMicco	Hermann	Score
Employers Mutual d/b/a Ascension Benefits & Insurance Solutions	14.0	15.0	5.0	11.3
Final Score	0.0	0.0	0.0	0.0
CorVel Corporation	15.0	13.0	20.0	16.0
Final Score	0.0	0.0	0.0	0.0
Preffered Governmental Claims Solutions (PCGS)	16.0	19.0	15.0	16.7
Final Score	0.0	0.0	0.0	0.0
PMA Management Corp	17.0	20.0	10.0	15.7
Final Score	0.0	0.0	0.0	0.0

City of Delray Beach
Property Casualty Third - Party Claims Administrator

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2	Cantorre	DeMicco	Hermann	Score
Employers Mutual d/b/a Ascension Benefits & Insurance Solutions	28.0	25.0	8.0	20.3
Final Score	0.0	0.0	0.0	0.0
CorVel Corporation	25.0	15.0	22.0	20.7
Final Score	0.0	0.0	0.0	0.0
Preffered Governmental Claims Solutions (PCGS)	26.0	30.0	30.0	28.7
Final Score	0.0	0.0	0.0	0.0
PMA Management Corp	20.0	20.0	15.0	18.3
Final Score	0.0	0.0	0.0	0.0

City of Delray Beach
Property Casualty Third - Party Claims Administrator

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3	Cantorre	DeMicco	Hermann	Score
Employers Mutual d/b/a Ascension Benefits & Insurance Solutions	4.0	4.0	3.0	3.7
Final Score	0.0	0.0	0.0	0.0
CorVel Corporation	5.0	5.0	4.0	4.7
Final Score	0.0	0.0	0.0	0.0
Preffered Governmental Claims Solutions (PCGS)	3.0	5.0	5.0	4.3
Final Score	0.0	0.0	0.0	0.0
PMA Management Corp	2.0	2.0	2.0	2.0
Final Score	0.0	0.0	0.0	0.0

City of Delray Beach
Property Casualty Third - Party Claims Administrator

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4	Cantorre	DeMicco	Hermann	Score
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Employers Mutual d/b/a Ascension Benefits & Insurance Solutions	34.9	34.9	34.9	34.9
Final Score	33.0	34.9	26.0	31.3
CorVel Corporation	28.2	28.2	28.2	28.2
Final Score	16.0	17.0	8.0	13.7
Preferred Governmental Claims Solutions (PCGS)	35.0	35.0	35.0	35.0
Final Score	34.0	35.0	35.0	34.7
PMA Management Corporation	32.1	32.1	32.1	32.1
Final Score	18.0	20.0	17.0	18.3

Technical Evaluation Scores	Criteria 1	Criteria 2	Criteria 3	Criteria 4	Score	Possible 100 Points
Ascension Benefits & Insurance Solutions Score	11.3	20.3	3.7	34.9	70.2	
CorVel Corporation Score	16.0	20.7	4.7	28.2	69.6	
Preferred Governmental Claims Solutions Score	16.7	28.7	4.3	35.0	84.7	
PMA Management Corp Score	15.7	18.3	2.0	32.1	68.1	