



# College Station Independent School District

*Success...each life...each day...each hour*

## PURCHASING OFFICE INTER-DEPARTMENTAL MEMO

DATE: June 3, 2020

TO: Mike Martindale, Superintendent

FROM: Carmella Shafer, Director of Purchasing

SUBJECT: Consideration and Award of RFP # 20-005 Student Accident/Athletic & Catastrophic Insurance

Request for Proposal (RFP) # 20-005, Student Accident/Athletic & Catastrophic Insurance was issued 05/15/2020 and closed 05/29/2020. Five suppliers responded to this RFP and were evaluated by a committee of district administrators from Athletics and Purchasing Departments. The district has provided Student Athletic Accident & Catastrophic insurance for students since 1997. The insurance company also provides optional voluntary accident insurance for the the parents to purchase as well.

The committee evaluated and scored the proposals using the evaluation criteria in the RFP and a weighted evaluation matrix. Greater East Texas Insurance Associates received the highest combined evaluation.

While the premiums are not the lowest of all who responded they offered the following additional benefits for the cost:

- Higher max benefit for the basic plan and AD&D
- Higher max benefit for the catastrophic plan and AD&D
- More local providers
- Overall cheaper voluntary plans for parents

It is the recommendation of the committee to award RFP 20-005 Student Accident Athletic & Catastrophic Insurance to Greater East Texas Insurance Associates for 2020-2021 in the amount of \$83,995.00.

The contract will be effective August 1, 2020, through July 31, 2021, with the option to renew for (2) additional years if agreed upon by both parties sixty (60) days before expiration.

Handwritten signature of Carmella Shafer in cursive.

Carmella Shafer, Director of Purchasing

Handwritten signature of Buddy Reed in cursive.

Buddy Reed, Director of Athletics

Carmella Shafer, RTSBA  
Director for Purchasing  
(979) 694-5617

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**Mike Martindale**  
Superintendent of Schools

20-005 RFP - STUDENT ACCIDENT/ATHLETIC & CATASTROPHIC INSURANCE

Supplier Scoring Summary

Supplier Scoring	Greater East Texas Insurance Associates	Monarch Management Corp.	SIP-Student Insurance Plans, LLC.	The Brokerage Store, Inc.	Cypress Risk Management
Purchase price; (35%)	34	35	35	35	31
Reputation of the vendor and of the vendor's goods or services;(20%)	20	15	15	10	10
The quality of the vendor's goods or services; (10%)	10	8	5	5	5
The extent to which the goods or services meet the district's needs; (10%)	9	9	4	4	4
The vendor's past relationship with the district; (20%)	20	10	10	10	10
The impact on the ability of the district to comply with laws and rules relating to HUB's (1%)	1	0	0	1	0
The total long-term cost to the district to acquire the vendor's goods or services; (4%)	4	4	4	4	4
<b>Score</b>	<b>98.0</b>	<b>81.0</b>	<b>73.0</b>	<b>69.0</b>	<b>64.0</b>
<b>Rank</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

**College Station Independent School District  
RFP # 20-005 Student Accident/Athletic & Catastrophic Insurance**

	Greater East Texas Insurance Associates	The Brokerage Store, Inc.	Monarch Management Corp.	Cypress Risk Management	SIP-Student Insurance Plans, LLC.
MAX BENEFIT BASIC PLAN/AD&D	30,000/20,000	25,000/10,000	25,000/20,000	25,000/10,000	25,000/5,000
MAX BENEFIT CATASTROPHIC/AD&D	10,000,000/20,000	10,000,000/20,000	7,500,000/10,000	7,500,000/10,000	7,500,000/20,000
CATASTROPHIC CASH	\$ 500,000	\$ 500,000	\$ 500,000.00	\$ -	\$ -
FULL ASSIGNMENT/NO BILL	YES	YES	NO, UNLESS USING NETWORK PROVIDER	REPRICER WILL EVAL.	YES
DEDUCTIBLE - BASIC PLAN	\$ -	\$ -	\$ -	\$ -	\$ -
ANNUAL PREMIUM BASIC PLAN/AD&D	\$ 79,315.00	\$ 77,500.00	\$ 75,850.00	\$ 90,652.00	\$ 79,820.00
ANNUAL PREMIUM CATASTROPHIC/AD&D	\$ 4,680.00	\$ 4,852.00	\$ 5,969.00	\$ 2,981.00	\$ 2,836.00
ANNUAL COST TO DISTRICT	\$ 83,995.00	\$ 82,352.00	\$ 81,819.00	\$ 93,633.00	\$ 82,656.00
PREMIUM - VOLUNTARY-SCHOOL TIME PER STUDENT K-6	\$ 30.00	\$ 30.00	\$ 20.00	\$ 29.00	35-50
PREMIUM - VOLUNTARY-24 HR PER STUDENT K-6	\$ 80.00	\$ 117.00	\$ 95.00	\$ 105.00	75-100
PREMIUM - VOLUNTARY-EX. DENTAL PER STUDENT K-6	INCLUDED	\$ 9.00	INCLUDED	N/A	INCLUDED
PREMIUM - VOLUNTARY-SCHOOL TIME PER STUDENT 7-12	\$ 30.00	\$ 30.00	\$ 20.00	\$ 37.00	35-50
PREMIUM - VOLUNTARY-24 HR PER STUDENT 7-12	\$ 80.00	\$ 117.00	\$ 95.00	\$ 154.00	125-150
PREMIUM - VOLUNTARY-EX. DENTAL PER STUDENT 7-12	INCLUDED	\$ 9.00	INCLUDED	N/A	INCLUDED
PREMIUM - VOLUNTARY-SCHOOL TIME PER STUDENT K-6 W/UJIL	\$ 30.00	\$ 120.00	\$ 93.00	N/A	N/A
PREMIUM - VOLUNTARY-24 HR PER STUDENT K-6 W/UJIL	\$ 80.00	\$ 207.00	\$ 195.00	N/A	N/A
PREMIUM - VOLUNTARY-EX. DENTAL PER STUDENT K-6 W/UJIL	INCLUDED	\$ 9.00	INCLUDED	N/A	N/A
PREMIUM - VOLUNTARY-SCHOOL TIME PER STUDENT 7-12 W/UJIL	\$ 30.00	\$ 120.00	\$ 93.00	N/A	N/A
PREMIUM - VOLUNTARY-24 HR PER STUDENT 7-12 W/UJIL	\$ 80.00	\$ 207.00	\$ 195.00	N/A	N/A
PREMIUM - VOLUNTARY-EX. DENTAL PER STUDENT 7-12 W/UJIL	INCLUDED	\$ 9.00	INCLUDED	N/A	N/A
PREMIUM - VOLUNTARY-FOOTBALL 9-12 (SPRING)		\$ 325.00	\$ 288.00	\$ 275.00	\$ 275.00
PREMIUM - VOLUNTARY-FOOTBALL 10-12					
FULL ASSIGNMENT FOR VOLUNTARY PLANS	?	NO	YES	YES	YES
DEDUCTIBLE FOR VOLUNTARY PLANS	?	YES	NO	NO	NO