

| RFQ #301-17 INSURANCE BROKER SERVICES | | | | | | | |
|---------------------------------------|----------------------|-----------------------------------|---------------------------------|----------------------------|--|--------------|--------------------|
| COMPANY | EVALUATOR | COMPANY BACKGROUND & STRUCTURE | TECHNICAL EXPERIENCE OF FIRM | QUALIFICATIONS OF STAFF | APPROACH & RESPONSIVENESS TO SCOPE OF WORK & METHODOLOGY | REFERENCES | Technical SCORE |
| MSI BENEFITS | Lanier Swafford | 11.25 | 22.5 | 27 | 15 | 7.5 | 83.25 |
| | Vickie Neikirk | 13.5 | 25 | 30 | 18 | 9 | 95.5 |
| | Danielle Yarborough | 13.5 | 17.5 | 27 | 14 | 7 | 79 |
| | Kristi Hudson | 12 | 15 | 21 | 12 | 8 | 68 |
| | AVERAGE SCORE | 12.5625 | 20 | 26.25 | 14.75 | 7.875 | 81.4375 |
| | TOTAL SCORE | 50.25 | 80 | 105 | 59 | 31.5 | 325.75 |
| SHAW HANKINS | Lanier Swafford | 13.5 | 22.5 | 27 | 18 | 9 | 90 |
| | Vickie Neikirk | 15 | 25 | 30 | 20 | 10 | 100 |
| | Danielle Yarborough | 15 | 25 | 30 | 20 | 10 | 100 |
| | Kristi Hudson | 13.5 | 20 | 24 | 14 | 8 | 79.5 |
| | AVERAGE SCORE | 14.25 | 23.13 | 27.75 | 18.00 | 9.25 | 92.38 |
| | TOTAL SCORE | 57 | 92.5 | 111 | 72 | 37 | 369.50 |
| NORTHWESTERN BENEFIT | Lanier Swafford | 13.5 | 21.25 | 25.5 | 15.5 | 9 | 84.75 |
| | Vickie Neikirk | 12 | 20 | 27 | 16 | 9 | 84 |
| | Danielle Yarborough | 13.5 | 20 | 27 | 14 | 7 | 81.5 |
| | Kristi Hudson | 7.5 | 17.5 | 18 | 12 | 7 | 62.00 |
| | AVERAGE SCORE | 11.63 | 19.69 | 24.38 | 14.38 | 8.00 | 78.06 |
| | TOTAL SCORE | 46.5 | 78.75 | 97.5 | 57.5 | 32 | 312.25 |
| EPIC | Lanier Swafford | 12.75 | 22.5 | 24 | 10 | 9 | 78.25 |
| | Vickie Neikirk | 13.5 | 22.5 | 27 | 18 | 9 | 90 |
| | Danielle Yarborough | 13.5 | 22.5 | 27 | 14 | 10 | 87 |
| | Kristi Hudson | 7.5 | 17.5 | 18 | 12 | 7 | 62 |
| | AVERAGE SCORE | 11.81 | 21.25 | 24.00 | 13.50 | 8.75 | 79.31 |
| | TOTAL SCORE | 47.25 | 85 | 96 | 54 | 35 | 317.25 |
| RESURGENS RISK MGT | Lanier Swafford | 12.75 | 21.25 | 27 | 14 | 5.75 | 80.75 |
| | Vickie Neikirk | 13.5 | 20 | 24 | 18 | 9 | 84.5 |
| | Danielle Yarborough | 13.5 | 20 | 21 | 14 | 9 | 77.5 |
| | Kristi Hudson | 10.5 | 15 | 18 | 16 | 6 | 65.5 |
| | AVERAGE SCORE | 9.94 | 15.31 | 18.00 | 11.50 | 5.94 | 77.06 |
| | TOTAL SCORE | 50.25 | 76.25 | 90 | 62 | 29.75 | 308.25 |
| MIDSOUTH BENEFITS | Lanier Swafford | 12.75 | 22.5 | 27 | 18.5 | 9 | 89.75 |

| | | | | | | | |
|------|----------------------|--------------|---------------|--------------|--------------|--------------|---------------|
| | Vickie Neikirk | 13.5 | 22.5 | 27 | 18 | 9 | 90 |
| | Danielle Yarborough | 15 | 22.5 | 30 | 20 | 10 | 97.5 |
| | Kristi Hudson | 12 | 17.5 | 24 | 18 | 8 | 79.5 |
| | AVERAGE SCORE | 13.31 | 21.25 | 27.00 | 18.63 | 9.00 | 89.19 |
| | TOTAL SCORE | 53.25 | 85 | 108 | 74.5 | 36 | 356.75 |
| FBMC | Lanier Swafford | 9.75 | 19.375 | 21 | 16 | 5.75 | 71.875 |
| | Vickie Neikirk | 12 | 22.5 | 27 | 16 | 8 | 85.5 |
| | Danielle Yarborough | 13.5 | 17.5 | 21 | 12 | 9 | 73 |
| | Kristi Hudson | 9 | 10 | 15 | 12 | 6 | 52 |
| | AVERAGE SCORE | 11.06 | 17.34 | 21.00 | 14.00 | 7.19 | 70.59 |
| | TOTAL SCORE | 44.25 | 69.375 | 84 | 56 | 28.75 | 282.38 |

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| COMPANY NAME | COMPANY BACKGROUND AND STRUCTURE | TECHNICAL EXPERIENCE OF FIRM | QUALIFICATIONS OF STAFF | APPROACH & RESPONSIVENESS TO SCOPE OF WORK & METHODOLOGY | REFERENCES | TECHNICAL TOTAL |
|----------------------|----------------------------------|------------------------------|-------------------------|--|------------|-----------------|
| MSI Benefits | 50 | 80 | 105 | 59 | 32 | 81 |
| Shaw Hankins | 57 | 93 | 111 | 72 | 37 | 92 |
| Northwestern Benefit | 47 | 79 | 98 | 58 | 32 | 78 |
| Epic | 47 | 85 | 96 | 54 | 35 | 79 |
| Resurgens Risk Mgt | 50 | 76 | 90 | 62 | 30 | 77 |
| MidSouth Benefits | 53 | 85 | 108 | 75 | 36 | 89 |
| FMBC | 44 | 69 | 84 | 56 | 29 | 71 |

Rounded up to nearest whole number

Cost is not a factor when evaluating a RFQ response

Contract Awarded ` ShawHankins
 Contract Award Da February 15, 2018

Non-Direct Costs Associated with Contract

| DESCRIPTION OF SERVICES | (UOM) UNIT OF MEASURE | PER UOM |
|----------------------------|-----------------------|---------|
| Medical | Percentage of Premium | 2.75% |
| Dental | Percentage of Premium | 5% |
| | | |
| Vision | Percentage of Premium | 10% |
| | | |
| Employer Paid Life | Percentage of Premium | 10% |
| | | |
| Short Term Disability | Percentage of Premium | 12% |
| Long Term Disability | Percentage of Premium | 12% |
| Voluntary Benefits - AFLAC | Percentage of Premium | 0% |