

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

AGENDA DATE: June 22, 2021
PUBLIC HEARING DATE: N/A

CONTACT PERSON(S) NAME AND PHONE NUMBER:

Mary Michel, Assistant Director Human Resources, (915) 212-1267
Bruce D. Collins, Director of Purchasing & Strategic Sourcing, (915) 212-1181

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: No. 6: Set the Standard for Sound Governance and Fiscal Management.

SUBGOAL: 6.2 - Implement employee benefits and services that promote financial security.
This contract will allow the City of El Paso to obtain general benefit consulting advice.

SUBJECT:

Discussion and action on the award of Solicitation No. 2021-0806R Benefit Consulting Services to HUB International Texas, Inc., for an initial term of five (5) year for an estimated amount of \$750,000.00. The award also includes, two (2), two (2) year options for an estimated amount of \$600,000.00. The total contract value is, including the initial term plus options is nine (9) years, for an estimated amount of \$1,350,000.00. This contract will allow the City of El Paso to obtain general benefit consulting advice.

BACKGROUND / DISCUSSION:

This contract will allow the City of El Paso to obtain general benefit consulting advice.

SELECTION SUMMARY:

Solicitation was advertised on January 26, 2021 and February 2, 2021. The solicitation was posted on City website on January 26, 2021. The email (Purmail) notification was sent out on January 28, 2021. There were a total seventy (70) viewers online; three (3) proposals were received; none being a local supplier.

CONTRACT VARIANCE:

The difference in price, based on comparison to the previous contract is as follows: A blended hourly increase of \$295.00, which represents a 21% increase due to additional services and rate increase.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

NA

AMOUNT AND SOURCE OF FUNDING:

Amount: \$750,000.00
Funding Source: Self Insurance Fund
Account: 209-3500-14045-521160-P1414

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? YES NO

PRIMARY DEPARTMENT: Human Resources

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

Araceli Guerra, Managing Director Internal Services

**COUNCIL PROJECT FORM
(RFP)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **June 22, 2021**.

STRATEGIC GOAL NO. 6: Set the Standard for Sound Governance and Fiscal Management.

The linkage to Strategic Plan is subsection 6.2 - Implement employee benefits and services that promote financial security. This contract will allow the City of El Paso to obtain general benefit consulting advice.

Award Summary:

Discussion and action on the award of Solicitation No. 2021-0806R Benefit Consulting Services to HUB International Texas, Inc., for an initial term of five (5) years for an estimated amount of \$750,000.00. The award also includes, two (2), two (2) year options for an estimated amount of \$600,000.00. The total contract value is, including the initial term plus options is nine (9) years, for an estimated amount of \$1,350,000.00. This contract will allow the City of El Paso to obtain general benefit consulting advice.

Contract Variance:

The difference in price, based on comparison to the previous contract is as follows: A blended hourly increase of \$295.00, which represents a 21% increase due to additional services and rate increases.

Department:	Human Resources
Award to:	HUB International Texas, Inc. Fort Worth, TX
Item(s):	All
Initial Term:	5 years
Option to Extend:	2 terms of 2 years
Annual Estimated Award:	\$150,000.00
Initial Term Estimated Award:	\$750,000.00 (5 years)
Option Term Estimated Award	\$ 600,000.00 (4 years)
Total Estimated Award:	\$1,350,000.00 (9 years)
Account No.:	209-3500-14045-521160-P1414
Funding Source	Self Insurance Fund
District(s):	All

This is a Request for Proposal, requirements contract.

The Purchasing & Strategic Sourcing and the Human Resources Departments recommend award as indicated to HUB International Texas, Inc., the highest ranked proposer based on evaluation factors established for this procurement. In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

*******ADDITIONAL INFO BELOW*******

CITY OF EL PASO RFP SCORESHEET

PROJECT: 2021-0806R Benefit Consulting Services

Evaluation of Submittal

	MAX POINTS	HUB International Texas, Inc.	McGriff Insurance Services, Inc.	Gallagher Benefits Services, Inc.
Factor A - Offeror's Fee Proposal	30	\$255,000.00	\$157,500.00	\$0.00
Proposed Cost		18.53	30.00	0.00
Factor B - Experience and Qualifications	30	29.75	27.25	25.50
Factor C - Response of References	30	28.00	20.00	20.00
Factor D - Quality of Response and Presentation	10	9.75	8.25	7.00
TOTAL SCORE	100	86.03	85.50	52.50
Rank		1	2	3



**CITY OF EL PASO
REQUEST FOR PROPOSALS TABULATION FORM**



Bid Opening Date: March 3, 2021

Solicitation #: 2021-0806R

Project Name: Benefit Consulting Services

Department: Human Resources

BIDDER'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
Gallagher Benefit Services, Inc.	Rolling Meadows, IL	NO
HUB International Texas, Inc.	Fort Worth, TX	NO
McGriff Insurance Services, Inc.	Charlotte, NC	YES
RFPs SOLICITED: 17 LOCAL RFPs SOLICITED: 3 RFPs RECEIVED: 3 LOCAL RFPs RECEIVED: 0 NO BIDS: 0		

NOTE: The information contained in this RFP tabulation is for information only and does not constitute actual award/execution of contract.

Approved: /s/

Date: 03/04/2021

2021-0806R Benefit Consulting Services

2021-0806R Benefit Consulting Services – Bidder's List

BBVA COMPASS
ATTN: JIM VOLK
690 SUNLAND PARK DRIVE
EL PASO, TX 79912

MERCER HUMAN RESOURCES
CONSULTANTS
1225 17TH STREET
UNIT 2200
DENVER, CO 80202

AMERICAN BENEFIT CONSULTANTS
9575 KATY FREEWAY # 150
HOUSTON, TX 77024

HEWITT ASSOCIATES
2201 WEST ROYAL LANE SUITE 100
IRVING, TX 75063

FINANCIAL BENEFIT SERVICES, LLC
2175 N. GLENVILLE DRIVE
RICHARDSON, TX 75082

HOLMES MURPHY
12712 PARK CENTRAL DRIVE
SUITE 100
DALLAS, TX 75251

MILLIMAN CONSULTANTS AND ACTUARIES
ATTN: DONALD M. SIMS
3000 BAYPORT DRIVE, SUITE 1050
TAMPA, FL 33607

RWL GROUP
300 N. COIT ROAD #810
RICHARDSON, TX 75080

SEGAL
ATTN: GARY L PETERSEN
1230 WEST WASHINGTON STREET, SUITE 501
TEMPE, ARIZONA 85281-1248

THE ABE PEINADO INSURANCE GROUP
ATTN: ABE PEINADO
1444 MONTANA
SUITE 100
EL PASO, TX 79902

MARKETING DEPARTMENT
VITECH SYSTEMS GROUP, INC.
401 PARK AVENUE SOUTH
NEW YORK, NY 10016

SMITH & ASSOCIATES CONSULTING
P.O. BOX 92398
SOUTHLAKE, TX 76092

AON RISK SOLUTIONS – EMP. BENEFITS
CONSULTING GROUP
ATTN: REBECCA ELLIS – ACCT. EXECUTIVE
6501 AMERICAS PARKWAY NE
ONE PARK SQUARE

GALLAGER BENEFIT SERVICES INC
6399 SOUTH FIDDLER'S GREEN CIRCLE
SUITE 200
GREENWOOD VILLAGE, CO 80111-4949

BUCK CONSULTANTS (AN ACS COMPANY)
ATTN: ROBYN BAYNE OR TIMOTHY D. OLIVER
14911 QUORUM DRIVE SUITE 200
DALLAS, TEXAS 75254

ALBUQUERQUE, NM 87110
KORN FERRY
2101 CEDAR SPRINGS ROAD
SUITE 1450
DALLAS, TX 75201

HUB INTERNATIONAL
201 E. MAIN DR. # 800
EL PASO, TX 79901