



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • [www.njpacoop.org](http://www.njpacoop.org)

COMMENT AND REVIEW  
To the  
INVITATION FOR BID (IFB) #040709  
Entitled  
BENEFIT BROKER CONSULTANT

The following advertisement was placed in the Star Tribune on March 9, 2009 and March 16, 2009 and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org) and on [noticetobidders.com](http://noticetobidders.com) website:

The National Joint Powers Alliance® (NJPA) issues this Invitation For Bids (IFB) to provide BROKERAGE SERVICES, ANALYSIS, EVALUATION AND MARKETING OF ANCILLIARY LINES OF INSURANCE COVERAGE to NJPA and NJPA MEMBERS (including but not limited to Group Life, Long Term Disability, Short Term Disability, Voluntary Dental and Voluntary Vision). Specifications and details of this IFP are available until March 23, 2009 and may be obtained by letter of request to the NJPA Attention Gregg Meierhofer, 200 First Street Northeast, Staples, MN 56479, or e-mail at [ifb@njpacoop.org](mailto:ifb@njpacoop.org). Sealed proposals will be received until April 7, 2009 at 2:00 p.m. at the above address. NJPA reserves the right to reject any and all bids.

IFB's were requested from and distributed to:

Alliant Insurance  
Bearence Management Group  
CBIZ, Inc.  
FBMC  
Liberty Mutual  
OCHS, Inc.  
Prime-Bid

Bids were opened on April 07, 2009 at the offices of NJPA offices 200 1<sup>st</sup> Street Northeast in Staples, Minnesota 56479. All bids received were deemed responsive. Bids were received from the following:

Liberty Mutual  
Alliant Insurance Services, Inc.  
OCHS, Inc.  
National Insurance

Each of the bids received were considered responsive with the exception of Liberty Mutual for the fact that their bid submission did not contain the Bidder's signatures on appropriate bid documents.

Bids were reviewed by the Bid Review committee consisting of:  
Ginger Line, Coordinator of Legal Contract Communications



Gregg Meierhofer, Coordinator of Bids and Contracts  
David Jessop, Manager of Risk Management  
Keith Hanson, Assistant to Manager of Financial Services

The findings of the Bid Review Committee are summarized as follows:

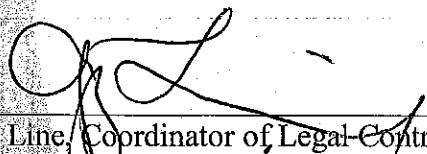
The three responsive bids received were generally well put together. Each bid received exhibited individual characteristics and scored using the "Overall Evaluation Form" attached. Individual results are as follows:

National Insurance Services received 355 points out of a possible 1,000. They are our current carrier and have been for years with an excellent track record. However, their reluctance to support our national effort with an appropriate marketing staff and limited budget disappoints us and we would not support the reward of IFB#040709 to National Insurance Services.


Och's, Incorporated received 340 points out of a possible 1,000. They are a long standing and reputable agency within the state. They have a very attractive contract with Minnesota Mutual Life Insurance Company. While Minnesota Mutual is licensed to do business in all 50 states, Och's, Incorporated is not and does not have the staff to develop a national program. We am not able to recommend the reward of IFB#040709 to OCH's, Incorporated.

Alliant Insurance Services Inc. received 585 points out of a possible 1,000. Our research has indicated that they are very professional with a marketing staff of an estimated 1,200 licensed individuals. They maintain an estimated 37 offices throughout the United States and are very influential in Nevada and Alaska, which is two of our target states.


It is with this in mind that we highly recommend that Alliant Insurance be awarded IFB#04072009.

  
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Ginger Line, Coordinator of Legal-Contract Communications

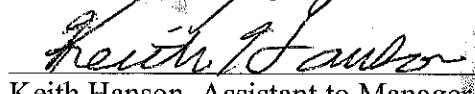
4-14-09  
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Date

  
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Gregg Meierhofer, Coordinator of Bids and Contracts

4-14-09  
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Date

  
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David Jessop, Manager of Risk Management

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Keith Hanson, Assistant to Manager of Financial Services

4-14-09  
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Date