

District School Board of Pasco County

Bid Recommendation

RFP Title	Voluntary Investment Products Program		Number of Vendors Notified	391
RFP Number	08-006-AZ		Number of Proposals Distributed	49
Date Solicited	April 27, 2007		Number of Vendors Proposing	16
Date Opened	June 1, 2007		Number of Formal "No Bid" Responses	0
Date Board Presentation	August 21, 2007		Funding Source	Program funded by participating vendors
Total Savings	N/A		Grand Total of Proposal	No cost to Board

Recommendation: Recommend acceptance of RFP per the attached tabulation as having the highest average scores and best RFPs meeting written specifications. No cost to the Board is anticipated for this program, as the RFP stipulates that participating firms will be assessed a flat fee of \$1000 per year plus a per participant fee of \$6.00 annually.

Term of Contract: The RFP covers a five (5)-year term, with the first contract year January 1, 2008 – December 31, 2008. The RFP is renewable annually at the mutual agreement of the parties. Recommended providers must maintain a minimum of 75 active participant contracts per calendar year in order to retain their payroll slot.

Notations and Exceptions: The RFP evaluated providers for investments, education and administrative services with regard to the District's Internal Revenue Code "IRC" Sections 403(b)/403(b)(7) Tax Sheltered Accounts and 457(b) Deferred Compensation Plans. It was the goal of the Evaluation Committee to select compliant firms offering the best mix of products and services (both load-based and no-load based) for the benefit of all employees. Providers were defined as a licensed Insurance Company, Bank or Credit Union, Brokerage Firm, Mutual Fund Company or Broker/Dealer.

The RFP response from Security Benefit was disqualified at the proposal opening for failure to provide mandatory signed bid sheets. Compliant RFP responses were independently evaluated by the Committee members noted below, with all scores totaled and averaged. Results were ranked highest to lowest, as follows: 1) AIG Valic, 2) ING, 3) Horace Mann, 4) Suncoast Schools Credit Union, 5) MetLife, 6) Lincoln Investment Planning, 7) AXA Equitable, 8) The Legend, 9) Great American Financial Resources, 10) The Hartford, 11) Waddell & Reed, 12) Life of the Southwest, 13) Symetra Financial, 14) Ameriprise, 15) Midland National Life. The Evaluation Committee is recommending acceptance of firms ranked #1 - #14 as providing the best mix of products and services for District employees with minimal disruption to existing services.

Notations and Exceptions, continued:

Approval of this recommendation is requested so that Employee Benefits Assistance and Risk Management (EBARM) can begin planning for ongoing services after January 1, 2008.

Proposals Evaluated By:

Rick Kurtz, Director of Food, Nutrition and Distribution Services
Kevin Shibley, Supervisor of Employee Relations
Jim Ciadella, USEP Representative
Michael Hudson, Employee Benefits & Risk Manager
Patricia Howard, Employee Benefits Specialist
Mary Tillman, Director of Employee Benefits Assistance and Risk Management, served as the non-voting Chair of the committee
Steve Banks, Chief Administrative Officer of TSA Consulting Group, tabulated and summarized the individual committee scores

Proposal Prepared By:

Arlene Zimney, CPPB, C.P.M., Buyer
Steve Banks, TSA Consulting Group

Reviewed and Authorized By:

Kendra Goodman, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: April 27, 2007						
Voluntary Investment Products Program	AIG Valic	Ameriprise Financial	AXA Equitable Insurance Co.	Great American Financial Resources	The Hartford	Horace Mann Life Ins. Co.
RFP 08-006-AZ	2929 Allen Parkway, L6-30	70100 Ameriprise Financial Ctr.	333 Thornall St.	525 Vine St.	200 Hopmeadow St.	#1 Horace Mann Plaza
***BOARD MEETING AUGUST 21, 2007**	Houston, TX 77019	Minneapolis, MN 55474	Edison, NJ 08837	Cincinnati, OH 45202	Simsbury, CT 06089	Springfield, IL 62715
Company information	211	136	160	147	101	203
Product information	242	182	188	208	221	213
Administration and enrollment services	289	204	284	245	270	271
Compliance administration	200	176	200	200	200	200
TOTAL	942	698	832	800	792	887

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Date of Opening: April 27, 2007						
Voluntary Investment Products Program	ING	The Legend Group Inc.	Life Ins. Co. of the SW	Lincoln Investment Planning	Metlife	Midland National Life
RFP 08-006-AZ	151 Farmington Ave.	4600 East Park Dr., Suite 300	1300 W. Mockingbird Lane	218 Glenside Ave.	400 Atrium Drive	4601 Westtown Parkway, Suite 300
***BOARD MEETING AUGUST 21, 2007**	Hartford, CT 06156	Palm Beach Gardens, FL 33410	Dallas, TX 74247	Wyncote, PA 19095	Somerset, NJ 08875	West Des Moines, IA 50266
Company information	216	149	142	124	184	93
Product information	231	214	182	234	179	180
Administration and enrollment services	280	258	241	276	282	154
Compliance administration	200	200	176	200	200	67
TOTAL	927	821	741	834	845	494

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: April 27, 2007				
Voluntary Investment Products Program	Suncoast Schools Federal Credit Union	Symetra Financial	Waddell & Reed Inc.	
RFP 08-006-AZ	950 West Fletcher Ave.	108th Ave. NE, Suite 1200	6300 Lamar	
***BOARD MEETING AUGUST 21, 2007**	Tampa, FL 33612	Bellevue, WA 98004	Shawnee Mission, KS 66201	
				Final Ranking:
Company information	151	123	141	1) AIG Valic
Product information	246	121	195	2) ING
Administration and enrollment services	282	258	222	3) Horace Mann
Compliance administration	200	200	200	4) Suncoast
TOTAL	879	702	758	5) MetLife
				6) Lincoln
				7) AXA Equitable
				8) The Legend
				9) Great American
				10) The Hartford
				11) Waddell & Reed
				12) Life of the SW
				13) Symetra Financial
				14) Ameriprise
				15) Midland National