

**SEMINOLE COUNTY GOVERNMENT  
AGENDA MEMORANDUM****SUBJECT:** RFP-600667-09/BJC - Third Party Administrator Services for Seminole County**DEPARTMENT:** Administrative Services**DIVISION:** Purchasing and Contracts**AUTHORIZED BY:** Frank Raymond**CONTACT:** Betsy Cohen**EXT:** 7112**MOTION/RECOMMENDATION:**

Authorize staff to conduct negotiations with Johns Eastern Company, Inc. of Lakewood Ranch, Florida, in order to obtain the best value for the County for the required services. The negotiated agreement will be presented to the Board of County Commissioners for final approval at the scheduled Board meeting on July 28, 2009.

County-wide

Ray Hooper

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**BACKGROUND:**

RFP-600667-09/BJC - Third Party Administrator (TPA) will provide for claims management and administration for workers' compensation and liability claims processing services for the Seminole County self-insured program. The Provider will serve as the primary vendor, legally and financially responsible for providing the TPA services required and as directed by the County.

This project was publicly advertised and the County received five (5) submittals in response to the solicitation. The Evaluation Committee comprised of Greg Foppiani, Risk Program Manager/Administrative Services Department; Meloney Lung, Support Services Division Manager/Administrative Services Department; and Toni Udo, Risk Management Coordinator, evaluated the submittals. Consideration was given to quality, comprehensiveness and reasonableness of cost for services and products recommended for the Program; sample contract; banking arrangement; expertise, experience, industry credentials and availability of resources; compensation; and related significant matters related to the required services.

The Risk Management Executive Committee (RMEC), which is comprised of Chairman Bob Dallari; Commissioner Michael McLean; Commissioner Carlton Henley; Cynthia Coto, County Manager; Joseph Forte, Deputy County Manager, heard presentations from all five (5) Proposers, listed in alphabetical order: Alternative Service Concepts, L.L.C.; CorVel Corporation; Gallagher Bassett Services, Inc.; Johns Eastern Company, Inc.; and PGCS Claim Services.

**STAFF RECOMMENDATION:**

Staff and The RMEC (4-1 Vote) recommend that the Board authorize staff to conduct negotiations with Johns Eastern Company, Inc. of Lakewood Ranch, Florida in order to obtain the best value for the County for the required services. The negotiated agreement will be presented to the Board of County Commissioners for final approval at the scheduled Board meeting on July 28, 2009.

**ATTACHMENTS:**

1. Tabulation Sheet
2. Evaluation of Proposals

**Additionally Reviewed By:**

County Attorney Review ( Ann Colby )

**B.C.C. - SEMINOLE COUNTY, FL  
RFP TABULATION SHEET**

RFP NUMBER: RFP-600667-09/BJC  
 RFP TITLE: Third Party Administrator Services  
 DUE DATE: June 10, 2009 at 2:00 P.M.

ALL RFP'S ACCEPTED BY SEMINOLE COUNTY ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS AND ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY THE PROPOSERS ARE REJECTED AND SHALL HAVE NO FORCE AND EFFECT. RFP DOCUMENTS FROM THE CONSULTANTS LISTED HEREIN ARE THE ONLY RFP'S RECEIVED TIMELY AS OF THE ABOVE OPENING DATE AND TIME. ALL OTHER RFP DOCUMENTS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, ARE HEREBY REJECTED AS LATE.

Page 1 of 1

Alternative Service Concepts, L.L.C. 6010 Cattleridge Drive, #103 Sarasota, Florida 34276  (941) 809-0878 – Phone  Stacy Streinz	CorVel Corporation 5401 W Kennedy Blvd., #535 Tampa, Florida 33609  (800) 704-2433 – Phone (813) 289-9081 – Fax Linda Bass	Gallagher Bassett Services, Inc. Two Pierce Place Itasca, IL 60143  (630) 285-4354 – Phone (877) 679-6843 – Fax Neil Starrenburg	Johns Eastern Company, Inc. PO Box 110259 Lakewood Ranch, FL 34211  (941) 907-3100 – Phone (941) 527-4031 – Fax Beverly Adkins	PGCS Claim Services PO Box 958456 Lake Mary, FL 32795  (800) 237-6617 – Phone (321) 832-1448 – Fax Kenneth C. Picton
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**EVALUATION FACTORS. The following criteria will be used in the evaluation of the proposals:**

- Quality, comprehensiveness and reasonableness of cost for services and products recommended for the Program
- Sample Contract
- Banking Arrangement
- Expertise, experience, industry credentials and availability of individuals presented
- Compensation
- Other Significant Matters.

**Status:**

Tabulated by Betsy J. Cohen, Procurement Supervisor (Posted 6/11/2009 @ 11:00 AM)  
 Presentations from all five (5) firms to Risk Management Committee: June 18, 2009 (1:30 – 4:30 PM) - Posted 6/12/2009 @ 4:30 PM

## RFP-600667-09/BJC - Third Party Administrator Services for Seminole County

### Evaluations of Proposals

Evaluators	Alternative Service Concepts, L.L.C.	CorVel Corporation	Gallagher Bassett Services, Inc.	Johns Eastern Company, Inc.	PGCS Claim Services
Melaney Lung, Support Services Manager	61	60	65	76	69
Gregory Foppiani, Risk Program Manager	44	40	53	84	51
Toni Udo, Risk Management Coordinator	49	39	52	70	43
<b>Total</b>	154	139	170	230	163
<b>Ranking</b>	4	5	2	1	3

Evaluation Factors:

Quality, comprehensiveness and reasonableness of cost for services and products recommended for the Program

Sample Contract

Banking Arrangement

Expertise, experience, industry credentials and availability of individuals presented

Compensation

Other significant matters

## Evaluations

## RFP-600667-09/BJC - Third Party Administrator Services

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Congratulations on your selection as an Evaluation Team Member!  
Your evaluation is key in awarding quality contracts. You must examine each proposal against the evaluation criteria in the solicitation and provide supportive narrative for your selection. Are you willing to evaluate in a fair, comprehensive, and impartial manner?

Are you willing to present a clear picture of the issues considered during the evaluation?

I have read and will comply with the above requirement:

:

**Yes**

Conflict of Interest Statement – Policies and Procedures address employee and elected official conflicts, ss. 112.313, Fl. Stat.; Seminole County Code; Personnel Policies and Procedures of Seminole County. Conflicts may occur when public officials or employees are in a position to make decisions which affect their private gain or the gain of family members and friends.

County policy encourages the disclosure process to remind officials or employees of their obligation to put the public interest above personal considerations. I state that I have considered my obligation to put the public interest above personal interest::

**Yes**

The team will evaluate each proposal against the requirements of the solicitation. Results of the assessment will be portrayed as follows:

The submittals will be evaluated on:

Strengths: Those areas in which the proposal exceeds the County's requirements.

Weaknesses: Those areas where the proposal lack soundness or effectiveness which could prevent fully successful performance of the contract.

Deficiencies: Those areas where the proposal fails to meet the County's requirements. Agree

:

**Yes**

RESPONSE #1: ALTERNATIVE SERVICE CONCEPTS, L.L.C.:

#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**20**

#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**Many fees to add on to base rate. Could add significant amount to base rate and requiring more audit time of the part of the County staff. ASC uses outside services to augment their program.program.**

#1: Sample Contract (0 to 5 Points):

**2**

#1: Sample Contract - Remarks:

**Revisions necessary**

#1: Banking Arrangement(0 to 10 Points):

**0**

#1: Banking Arrangement - Remarks:

**Banking needs to be off Florida Bank on TPA's account**

#1: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**20**

#1: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Their references indicated they have only have been providing services since mid 2008. Those clients they claim that they have been providing services for they actually purchased the contracts from Unisource in 2008.**

#1: Other Significant Matters (0 to 10 Points):

**2**

#1: Other Significant Matters - Remarks:

**Base rate is not indicative of rate to be paid per claim**

#1 Total:

**44**

RESPONSE #2: CORVEL CORPORATION:

#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**22**

#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**Data conversion is listed as \$200 per hour with no maximum. Total cost unknown. Cost for the tail is approx \$80,000. When factoring in fees add approx another \$80 to the cost of the claim handling.**

#2: Sample Contract (0 to 5 Points):

**2**

#2: Sample Contract - Remarks:

**Contract unacceptable in its present form. Governing authority should be Florida not California.**

#2: Banking Arrangement(0 to 10 Points):

**4**

#2: Banking Arrangement - Remarks:

**Seminole can not make an advanced deposit into a bank account.**

#2: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

10

#2: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Only one Florida government client.**

#2: Other Significant Matters (0 to 10 Points):

2

#2: Other Significant Matters - Remarks:

**No resumes of local office claim personnel.**

#2 Total:

40

RESPONSE #3: GALLAGHER BASSETT SERVICES, INC.:

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

20

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**Can not determine if the cost for NOI, EDI, MMSEA is inclusive in the pricing.**

#3: Sample Contract (0 to 5 Points):

0

#3: Sample Contract - Remarks:

**Total rewrite necessary.**

#3: Banking Arrangement (0 to 10 Points):

3

#3: Banking Arrangement - Remarks:

**Some changes to the Risk FACS would be necessary.**

#3: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

25

#3: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Most of responses are canned and not really specific to County questions. Company appears to be qualified for TPA services.**

#3: Other Significant Matters (0 to 10 Points):

5

#3: Other Significant Matters - Remarks:

**Summary of litigation was not adequately responded to.**

#3 Total:

53

RESPONSE #4: JOHNS EASTERN COMPANY, INC.:

**Our current provider**

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

28

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**Bill review charges are high. Per claim charges at first appear high compared to field, but when all fees are added to the field the delta is small.**

#4: Sample Contract (0 to 5 Points):

4

#4: Sample Contract - Remarks:

**Currently in use.**

#4: Banking Arrangement (0 to 10 Points):

10

#4: Banking Arrangement - Remarks:

**No problems**

#4: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

34

#4: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

#4: Other Significant Matters (0 to 10 Points):

8

#4: Other Significant Matters - Remarks:

**Have proven record.**

#4 Total:

84

RESPONSE #5: PGCS CLAIM SERVICES:

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

21

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**\$12,000 per year adm fee and \$25 per claim statistical. Adding approx \$75 to cost of claim.**

**Total incurred for tail files are \$11MM. improper handling of these files could cost the County significantly. Their tail handling appears questionable.**

#5: Sample Contract (0 to 5 Points):

4

#5: Sample Contract - Remarks:

#5: Banking Arrangement(0 to 10 Points):

5

#5: Banking Arrangement - Remarks:

#5: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

20

#5: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Previous client references -negative**

#5: Other Significant Matters (0 to 10 Points):

1

#5: Other Significant Matters - Remarks:

**No mention of network used or names of medical director or experts used as referenced in RFP.**

#5: Total:

51

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Created at 6/12/2009 4:03 PM by [Foppiani, Gregory](#)

Last modified at 6/17/2009 8:43 AM by [Foppiani, Gregory](#)

### Evaluations RFP-600667-09/BJC - Third Party Administrator Services

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Are you willing to present a clear picture of the issues considered during the evaluation?  
I have read and will comply with the above requirement:

**Yes**  
Conflict of Interest Statement – Policies and Procedures address employee and elected official conflicts, ss. 112.313, Fl. Stat.; Seminole County Code; Personnel Policies and Procedures of Seminole County. Conflicts may occur when public officials or employees are in a position to make decisions which affect their private gain or the gain of family members and friends.  
County policy encourages the disclosure process to remind officials or employees of their obligation to put the public interest above personal considerations. I state that I have considered my obligation to put the public interest above personal interest::

**Yes**  
The team will evaluate each proposal against the requirements of the solicitation. Results of the assessment will be portrayed as follows:  
The submittals will be evaluated on:  
Strengths: Those areas in which the proposal exceeds the County's requirements.  
Weaknesses: Those areas where the proposal lack soundness or effectiveness which could prevent fully successful performance of the contract.  
Deficiencies: Those areas where the proposal fails to meet the County's requirements. Agree

**Yes**  
RESPONSE #1: ALTERNATIVE SERVICE CONCEPTS, L.L.C.:  
#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):  
**22**  
#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:  
**SC-39 annual cases of lost time and 105 medical only cases - estimate of \$67,506**  
**ASC estimates WC and P & L of \$114,775 annually with additional costs for index bureau, first report of injury, MMSEA and EDI.**  
#1: Sample Contract (0 to 5 Points):  
**2**  
#1: Sample Contract - Remarks:  
**Provided contract. Termination for cause only. Short contract.**  
#1: Banking Arrangement(0 to 10 Points):  
**6**  
#1: Banking Arrangement - Remarks:  
**Offered self-managment or ASC management. Depending on choice, banking requirements are different. RFP indicates that ASC would like direct access to our account which may be problematic. If ASC manages, they require account with JP Morgan Chase.**  
#1: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):  
**25**  
#1: Expertise, experience, industry credentials and availability of individuals presented - Remarks:  
**Provided brief information for account executive and two other employees. Currently have contracts with Manatee County, Charlotte County, Orange County, City of Orlando Firefighters, City of Maitland, City of Lauderhill, City of Pompano Beach and City of Leesburg.**  
#1: Other Significant Matters (0 to 10 Points):  
**6**  
#1: Other Significant Matters - Remarks:  
**Easy to read submittal. Would have been easier with marked tabs.**  
#1 Total:  
**61**

RESPONSE #2: CORVEL CORPORATION:  
#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):  
**24**  
#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:  
**Ptovided comprehensive pricing list. WC-using 39 annual cases for lost time and 105 medical only cases-estimated annual cost is \$62,802**  
#2: Sample Contract (0 to 5 Points):  
**3**  
#2: Sample Contract - Remarks:  
**Provided extensive contract.**  
#2: Banking Arrangement(0 to 10 Points):  
**8**  
#2: Banking Arrangement - Remarks:  
**Appears Corvel is flexible regarding which bank to use and by how the BCC funds the account.**

#2: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

20

#2: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

Proived resumes of account executives. Did not provide any inforamtion regarding adjusters except to note that they would need to hire. One FL entity, City of Boca Raton

#2: Other Significant Matters (0 to 10 Points):

5

#2: Other Significant Matters - Remarks:

Submittal provided necessary inforamtion

#2 Total:

60

RESPONSE #3: GALLAGHER BASSETT SERVICES, INC.:

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

28

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

WC-Using 39 annual lost time cases and 105 medical cases- estimate is \$55,569

#3: Sample Contract (0 to 5 Points):

2

#3: Sample Contract - Remarks:

Provided. Short contract. No termination clause.

#3: Banking Arrangement (0 to 10 Points):

8

#3: Banking Arrangement - Remarks:

Offers several solutions. 1. zero balance Citibank account 2. We make payments from our own account 3. our account that Gallagher can access.

#3: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

25

#3: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

Provided preprinted staff pages from Orlando and Miramar Branches. Preprinted page indicates that most upper management postions have over 12 years experience. Provided organizational chart for entire organization. Lee County BCC, City of Miramar and Delray Beach and Mone County School Board.

#3: Other Significant Matters (0 to 10 Points):

2

#3: Other Significant Matters - Remarks:

Majority of submittal was generic and not written specifically to Seminole County

#3 Total:

65

RESPONSE #4: JOHNS EASTERN COMPANY, INC.:

Current vendor

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

26

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

All inclusive rates. WC-Using 39 annual cases for lost time and 105 cases for medical only-estimated cost is \$59,235

#4: Sample Contract (0 to 5 Points):

4

#4: Sample Contract - Remarks:

Provided. Termination by either party with 90 notice. Claims pricing indicated.

#4: Banking Arrangement (0 to 10 Points):

8

#4: Banking Arrangement - Remarks:

Two option-zero balance account or separate checking account.

#4: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

30

#4: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

Provided brief resumes and organizational chart of key personnel that are/would work on our account. Orange County Sheriff, Hernando County, Duval County School Board, City of Miami Beach , City of Pensacola, Sumter County School District. Over 75 public entities.

#4: Other Significant Matters (0 to 10 Points):

8

#4: Other Significant Matters - Remarks:

Very professional submission

#4 Total:

76

RESPONSE #5: PGCS CLAIM SERVICES:

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

30

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

WC-Using 39 annual cases of loss time and 105 of medical only-pricing indicates an estimated cost of \$54,216

#5: Sample Contract (0 to 5 Points):

3

#5: Sample Contract - Remarks:

Contract provided. Does allow for either party to terminate with 30 days written notice. Fairly comprehensive - however did not include pricing.

#5: Banking Arrangement(0 to 10 Points):

6

#5: Banking Arrangement - Remarks:

Recommended a client-owned banking account at the clients preferred institution.

#5: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

25

#5: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

Provided organizational chart for organization and for staff to be used on Seminole County account. Provided brief bio's of personnel and job descriptions. More detailed resumes presented. Leon and Brevard County, PGIT, and City of Cape Coral.

#5: Other Significant Matters (0 to 10 Points):

5

#5: Other Significant Matters - Remarks:

Submittal was nice. Index and tabs provided ease of locating information.

#5: Total:

69

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Created at 6/12/2009 9:10 AM by [Lung, Meloney](#)

Last modified at 6/17/2009 10:15 AM by [Lung, Meloney](#)

### Evaluations RFP-600667-09/BJC - Third Party Administrator Services

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County policy encourages the disclosure process to remind officials or employees of their obligation to put the public interest above personal considerations. I state that I have considered my obligation to put the public interest above personal interest::

**Yes**

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Deficiencies: Those areas where the proposal fails to meet the County's requirements. Agree  
:

**Yes**

RESPONSE #1: ALTERNATIVE SERVICE CONCEPTS, L.L.C.:

#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**20**

#1: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

#1: Sample Contract (0 to 5 Points):

**3**

#1: Sample Contract - Remarks:

#1: Banking Arrangement(0 to 10 Points):

**3**

#1: Banking Arrangement - Remarks:

#1: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**20**

#1: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

#1: Other Significant Matters (0 to 10 Points):

**3**

#1: Other Significant Matters - Remarks:

**Set-up fees and conversion cost.**

#1 Total:

**49**

RESPONSE #2: CORVEL CORPORATION:

#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**15**

#2: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

#2: Sample Contract (0 to 5 Points):

**3**

#2: Sample Contract - Remarks:

#2: Banking Arrangement(0 to 10 Points):

**3**

#2: Banking Arrangement - Remarks:

**Banking fees**

#2: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**15**

#2: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Does not appear strong in property and liability.**

#2: Other Significant Matters (0 to 10 Points):

**3**

#2: Other Significant Matters - Remarks:

**Set up fees and conversion cost.**

#2 Total:

**39**

RESPONSE #3: GALLAGHER BASSETT SERVICES, INC.:

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**20**

#3: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

#3: Sample Contract (0 to 5 Points):

**3**

#3: Sample Contract - Remarks:

#3: Banking Arrangement (0 to 10 Points):

**6**

#3: Banking Arrangement - Remarks:

#3: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**20**

#3: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**GB was the previous TPA for Seminole County. There were turn-overs in staff for the property/liability files.**

#3: Other Significant Matters (0 to 10 Points):

**3**

#3: Other Significant Matters - Remarks:

**Set-up cost.**

#3 Total:

**52**

RESPONSE #4: JOHNS EASTERN COMPANY, INC.:

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**25**

#4: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

**They are the current TPA and they are very accommodating to the needs of the Seminole County.**

#4: Sample Contract (0 to 5 Points):

**3**

#4: Sample Contract - Remarks:

#4: Banking Arrangement (0 to 10 Points):

**7**

#4: Banking Arrangement - Remarks:

**This account has already been established.**

#4: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**30**

#4: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

#4: Other Significant Matters (0 to 10 Points):

**5**

#4: Other Significant Matters - Remarks:

**Exiting current TPA will cost \$3,500.**

#4 Total:

**70**

RESPONSE #5: PGCS CLAIM SERVICES:

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program (0 to 35 Points):

**15**

#5: Quality, comprehensiveness and reasonableness of cost for services and products recommended for the program - Remarks:

#5: Sample Contract (0 to 5 Points):

**3**

#5: Sample Contract - Remarks:

#5: Banking Arrangement(0 to 10 Points):

**5**

#5: Banking Arrangement - Remarks:

#5: Expertise, experience, industry credentials and availability of individuals presented (0 to 40 Points):

**15**

#5: Expertise, experience, industry credentials and availability of individuals presented - Remarks:

**Their desire to maintain the decision making is very dominate.**

#5: Other Significant Matters (0 to 10 Points):

**5**

#5: Other Significant Matters - Remarks:

**Cost for conversion.**

#5: Total:

43

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Created at 6/16/2009 2:12 PM by [Udo\\_Toni](#)

Last modified at 6/17/2009 8:32 AM by [Udo\\_Toni](#)