



WILL COUNTY, ILLINOIS

PURCHASING DEPARTMENT

JENNIFER BERTINO-TARRANT
WILL COUNTY EXECUTIVE

KEVIN LYNN
DIRECTOR

P. 815-740-4712
F. 815-740-4604
E. klynn@willcountyillinois.com

County Office Building
302 N. Chicago Street
Joliet, IL 60432

2023-50B Brokerage Services RFQ

Addendum #1, 2-8-23

We received the following questions regarding this RFQ:

Question #1: Are wet signatures required on the documents or will electronic signatures suffice?

Answer #1: An actual signature is required

Question #2: RFP 2023-50 (Brokerage Services for Health, Dental, Vision and related Insurance Benefits Plans) is very similar to RFQ 2023-50B, please provide details on why it was canceled. Did the scope materially change or was it due to a procurement requirement?

Answer #2: Please see attached letter recommending that the RFP 2023-50 be voided and an RFQ be released.



WILL COUNTY ILLINOIS

HUMAN RESOURCES DEPARTMENT

JENNIFER BERTINO-TARRANT
WILL COUNTY EXECUTIVE

DENISE MAIOLO
DIRECTOR OF HUMAN RESOURCES

P. (815) 740-4634
F. (815) 774-6363
E. dmaiolo@willcountyillinois.com

Will County Office Building
302 N. Chicago Street
Joliet, IL 60432

December 15, 2022

Mr. Kevin Lynn
Purchasing Director
Will County Executive
302 North Chicago Street
Joliet, Illinois 60432

Re: Request for Proposal for Brokerage Services for Health, Vision, Dental and related services

Dear Kevin,

Thank you to you and your team for your work on the recent subject RFP. I am recommending that the County cancels this RFP due to cost.

Of of the 6 respondents, we were presented with 2 who fully complied with the terms of the RFP. Gallagher quoted \$780,000 over 3 years (2022 – 2024) and Alera quoted \$562,629 for 3 years. These quotes represent significant increases when compared to the current broker's fees from 2021 – 2023, (inclusive of the FY23 3% fee increase). While Alera's quote was the lesser of the two, their fees are approximately \$50,000 higher in the first year alone, and do not provide detail for additional costs associated with third party services such as employee assistance program, wellness program and associated EDI feeds.

Therefore, I recommend that the County cancels this RFP and instead begins the RFQ process with more specific requirements, then interviews brokers in order to ensure the best ROI for the County.

Please provide me with a timeline for the RFQ process. We will have the language finalized shortly and would like to award at the March Board meeting, if possible.

Thank you.


Denise Maiolo

Director of Human Resources

C: Regina Malone, Assistant Director of Human Resources
Roselyn Avila, Benefits Manager