

December 17, 2010

Evaluation of RFP respondents
Benefits Consultant

	Group A Gallagher Benefits	Group B Wells Fargo Insurance	Group C Willis of Wisconsin
Section A (RFP) (20)	10/5/5 [20]	15/5/13 [33]	20/15/18 [53]
Section B (data) (20)	8/10/5 [23]	12/10/15 [27]	15/15/20 [50]
Section C (actuary) (10)	10/5/0 [15]	0/2/5 [7]	10/8/10 [28]
Section D (products) (10)	10/6/5 [21]	10/6/6 [22]	10/9/10 [29]
Section E (DM, wellness) (10)	10/4/5 [19]	10/4/7 [21]	10/9/10 [29]
Section F (utilization) (5)	10/3/1 [14]	5/3/3 [11]	9/5/5 [19]
Section G (strategy) (20)	8/5/10 [23]	9/5/16 [30]	10/15/20 [45]
Section H (adm) (5)	5/5/4 [14]	5/5/5 [15]	5/5/5 [15]
Section IV (Experience) (20)	12/10/5 [27]	15/10/15 [40]	20/18/18 [56]
Section V (References) (10)	5/5/5 [15]	5/5/5 [15]	10/10/10 [30]
Cost (25)	0/0/0 [0]	15/15/15 [45]	25/15/15 [55]
Total (155)	[191/3=63,7]	[266/3=88.7]	[409/3=136.3]

Section III (format) ok
Section VI (Statement of Compliance) ok