

The School Board of Broward County, Florida
Procurement & Warehousing Services

RFP No.:	<u>15-010P</u>	Tentative Board Meeting Date*:	<u>MARCH 17, 2015</u>
Description:	<u>403(b)/457(b) PROGRAMS FOR SCHOOL BOARD</u>	Notified:	<u>469</u>
	<u>EMPLOYEES</u>	Downloaded:	<u>42</u>
	<u>TERM CONTRACT</u>	RFP Rec'd:	<u>8</u>
		No Bids:	<u>0</u>
For:	<u>BENEFITS DEPARTMENT</u>	RFP Opening:	<u>APRIL 17, 2014</u>
	<u>(School/Department)</u>		
Fund:	<u>TO BE PAID BY SCHOOL BOARD EMPLOYEES</u>	Advertised Date:	<u>MARCH 14, 2014</u>
		Award Amount:	<u>TO BE PAID BY SCHOOL BOARD EMPLOYEES</u>

POSTING OF RFP RECOMMENDATION/TABULATION: RFP Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com on JUNE 16, 2014 @ 3:00 PM, and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the school district administration is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(* The Cone of Silence, as stated in the RFP, is in effect until this RFP is approved by SBBC. The School Board meeting date stated above is a tentative date. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

RECOMMENDATION/TABULATION

BASED UPON THE RECOMMENDATION OF THE SUPERINTENDENT'S INSURANCE ADVISORY COMMITTEE (SIAC), IT IS RECOMMENDED THAT THE FOLLOWING TOP-RANKED PROPOSERS BE RECOMMENDED FOR AWARD FOR 403(b)/457(b) PROGRAMS FOR SCHOOL BOARD EMPLOYEES LISTED :

ANNUITIES

ING LIFE INSURANCE AND ANNUITY COMPANY
VALIC (THE VARIABLE ANNUITY LIFE INSURANCE COMPANY)
AXA EQUITABLE

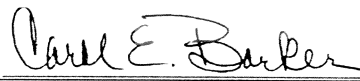
MUTUAL FUNDS

ING LIFE INSURANCE AND ANNUITY COMPANY
METROPOLITAN LIFE INSURANCE COMPANY
VALIC (THE VARIABLE ANNUITY LIFE INSURANCE COMPANY)

M/WBE ADVISOR: VALENCIA DUBLIN, M/WBE SPECIALIST

ADDITIONALLY, IT IS RECOMMENDED FOR REASON(S) STATED ON THE ATTACHED RFP REJECTION SHEET, THE FOLLOWING PROPOSAL RECEIVED IN ITS ENTIRETY BE REJECTED FOR NOT COMPLYING WITH MINIMUM ELIGIBILITY REQUIREMENTS OF THE RFP.

CONTRACT PERIOD: MARCH 18, 2015 THROUGH DECEMBER 31, 2017

By:  Date: 6/16/14
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

RFP 15-010P
403(b)/457(b) PROGRAMS FOR SCHOOL BOARD EMPLOYEES
RFP REJECTION SHEET

Reject entire proposal from Aspire Financial Services, LLC. In accordance with Section 4.2, Minimum Eligibility, Proposer must meet or exceed the following criteria as of the opening date of the Proposal. Sub-Section 4.2.5 stated "If Proposer is not an insurance company or lacks an AM Best or financial size category, Proposer must provide the most recent three (3) years of independent, audited financial statements." Proposer did not provide any independent, audited financial statements with their proposal; therefore, their proposal is considered non-responsive.

SCORING SHEET

403(b)/457(b) Program for School Board Employees - Annuity		Max Points	Amanda Bailey	Virgil Cruz	Dorothy Davis	Annie Feldman	Camille Ferguson	Sharon Glickman	Oleg Gorokhovskiy	Glynda Linton	Lisa Maxwell	Jeffrey Moquin	Carol Nicone-Brady	Daniel D. Reynolds	Date A. Spear	Average Score
		10	10	9	10	9	9	9	9	10	5	10	10	8	8	8
Section A: Experience and Qualifications																
	AXA Equitable	10	9	10	9	9	9	9	10	5	10	10	8	8	8	8.85
	Great American Insurance Group	5	10	10	10	6	10	10	9	5	8	9	8	8	7	8.08
	Horace Mann Life Insurance Company	5	8	10	8	8	8	8	8	7	6	10	5	7	6	7.38
	ING Life Insurance and Annuity Company	10	10	10	10	8	10	10	9	10	10	10	10	10	8	9.62
	Life Insurance Company of the Southwest	5	10	10	9	5	9	9	9	5	8	8	8	7	7	7.69
	Metropolitan Life Insurance Company	10	10	10	9	8	9	9	8	8	10	10	8	8	8	8.92
	VALIC	10	9	10	10	10	10	10	10	5	10	10	8	7	8	9
Section B: Scope of Services (Sole Vendor)			Sole Vendor													
	AXA Equitable	30	35	25	35	30	35	35	35	15	35	38	30	32	35	31.5
	Great American Insurance Group	10	35	20	35	20	35	35	32	10	25	38	20	37	32	26.9
	Horace Mann Life Insurance Company	10	30	15	30	20	30	30	34	10	30	36	20	32	30	25.2
	ING Life Insurance and Annuity Company	40	40	30	38	35	38	38	35	40	40	38	40	40	37	37.8
	Life Insurance Company of the Southwest	25	30	20	30	20	30	30	35	10	25	35	20	38	29	26.7
	Metropolitan Life Insurance Company	35	35	20	35	0	35	35	35	15	30	35	20	35	30	27.7
	VALIC	30	39	25	39	20	39	39	36	10	40	38	15	32	31	30.3
Section B: Scope of Services (Multiple Vendors)			Multiple Vendors													
	AXA Equitable (2-4 vendors)	10	35	25	39	35	39	39	30	10	40	38	30	35	30	30.5
	AXA Equitable (5 or more vendors)	10	30	25	38	25	38	38	28	10	40	38	20	35	30	28.2
	Great American Insurance Group	10	30	20	20	27	20	20	28	10	25	38	20	38	32	24.5
	Horace Mann Life Insurance Company	15	30	20	25	27	25	25	29	10	30	36	15	32	30	24.9
	ING Life Insurance and Annuity Company	25	40	30	40	37	40	40	30	40	40	38	40	40	37	36.7
	Life Insurance Company of the Southwest	10	30	25	30	38	30	30	30	10	25	35	20	37	29	26.9
	Metropolitan Life Insurance Company	25	30	20	19	20	19	19	30	10	30	38	15	35	30	24.7
	VALIC	20	39	15	39	25	39	39	29	10	40	38	15	32	31	28.6

SCORING SHEET

Section C: Cost of Services (Sole Vendor)		Sole Vendor														
40		30	30	30	36	35	36	35	10	40	36	10	35	35	30.6	
AXA Equitable		30	30	30	36	35	36	35	10	40	36	10	35	35	30.6	
Great American Insurance Group		10	30	25	30	28	30	30	10	3	35	10	37	33	24.4	
Horace Mann Life Insurance Company		10	25	20	30	25	30	32	15	10	33	10	35	25	23.1	
ING Life Insurance and Annuity Company		40	40	30	38	38	38	36	40	35	37	30	40	38	36.9	
Life Insurance Company of the Southwest		25	35	15	35	39	35	37	10	35	34	10	37	36	29.5	
Metropolitan Life Insurance Company		35	35	20	20	30	20	32	15	35	35	10	36	29	27.1	
VALIC		30	35	15	35	25	35	32	10	35	34	10	35	30	27.8	
Section C: Cost of Services (Multiple Vendors)		Multiple Vendors														
40		10	25	25	25	30	25	30	10	25	38	10	35	31	24.5	
AXA Equitable (2 - 4 vendors)		10	25	25	25	30	25	30	10	25	38	10	35	31	24.5	
AXA Equitable (5 or more vendors)		10	20	20	20	29	20	28	10	20	36	10	37	30	22.3	
Great American Insurance Group		10	30	20	30	28	30	32	15	10	35	10	35	33	24.5	
Horace Mann Life Insurance Company		15	20	30	25	25	25	27	10	10	32	5	35	25	21.9	
ING Life Insurance and Annuity Company		25	29	35	39	30	35	30	40	35	38	30	40	36	34	
Life Insurance Company of the Southwest		10	35	20	35	39	35	32	15	35	36	10	37	36	28.9	
Metropolitan Life Insurance Company		25	35	20	19	27	19	28	10	35	36	10	36	32	25.5	
VALIC		20	30	15	38	25	35	27	10	35	34	10	35	29	26.4	
Section D1: Minority/Women Business Enterprise (Participation)																
3		1	2	2	2	2	2	2	2	1	2	2	2	2	1	1.69
AXA Equitable		1	2	2	2	2	2	2	2	1	2	2	2	2	1	1.69
Great American Insurance Group		1	2	0	2	1	2	3	2	2	0	2	2	2	2	1.62
Horace Mann Life Insurance Company		1	2	0	3	1	2	2	1	0	0	1	2	1	1.23	
ING Life Insurance and Annuity Company		1	2	0	3	2	2	3	3	1	0	3	3	2	1.92	
Life Insurance Company of the Southwest		3	1	0	3	1	1	2	0	0	0	1	2	0	1.08	
Metropolitan Life Insurance Company		3	1	0	2	1	1	2	2	2	0	2	2	2	1.23	
VALIC		3	2	0	4	2	2	3	1	3	0	2	2	2	2	
Section D2: Minority/Women Business Enterprise (Diversity)																
4		1	2	4	2	2	2	2	2	2	4	4	2	3	2	2.46
AXA Equitable		1	2	4	2	2	2	2	2	2	4	4	2	3	2	2.46
Great American Insurance Group		1	2	0	2	2	2	2	4	2	3	0	2	2	2	1.85
Horace Mann Life Insurance Company		1	2	4	3	1	2	2	2	2	3	4	1	3	2	2.31
ING Life Insurance and Annuity Company		1	2	3	3	3	2	3	3	4	3	3	4	2	2.77	
Life Insurance Company of the Southwest		1	1	0	3	1	1	2	0	3	0	1	3	0	1.23	
Metropolitan Life Insurance Company		3	2	3	2	2	2	2	2	2	3	3	2	3	2	2.38
VALIC		3	2	4	4	3	2	4	2	4	4	2	2	2	2	2.92

SCORING SHEET

Section D3: Minority/Women Business Enterprise		3													
<i>(Community Outreach)</i>															
AXA Equitable		1	2	3	1	1	1	2	0	1	3	2	2	3	1.69
Great American Insurance Group		1	2	0	2	1	2	3	2	0	0	2	2	2	1.46
Horace Mann Life Insurance Company		1	2	3	3	1	3	2	2	0	3	1	2	1	1.85
ING Life Insurance and Annuity Company		1	3	0	2	2	2	3	3	1	0	2	3	2	1.85
Life Insurance Company of the Southwest		2	0	1	2	1	2	2	2	0	0	1	2	2	1.31
Metropolitan Life Insurance Company		3	2	1	3	2	3	2	2	0	3	1	2	1	1.92
VALID		3	3	1	2	2	2	3	1	3	3	1	2	3	2.23
TOTAL SCORE (Sole Vendor)	100														
AXA Equitable		73	80	74	85	79	85	86	33	91	93	54	82	84	76.9
Great American Insurance Group		28	81	55	81	58	81	87	31	39	84	44	88	78	64.2
Horace Mann Life Insurance Company		28	69	52	77	56	75	80	37	49	86	38	81	65	61
ING Life Insurance and Annuity Company		93	97	73	94	88	92	89	99	91	88	88	100	89	90.9
Life Insurance Company of the Southwest		61	77	46	82	67	78	87	27	71	77	41	89	74	67.5
Metropolitan Life Insurance Company		89	85	54	71	43	70	81	44	78	86	43	86	70	69.2
VALID		79	90	55	94	62	90	88	29	95	89	38	80	76	74.2
TOTAL SCORE (Multiple Vendors)	100														
AXA Equitable (2 - 4 vendors)		33	75	69	78	79	78	76	28	81	95	54	85	75	69.7
AXA Equitable (5 or more)		33	65	64	72	68	72	72	28	76	93	44	87	74	65.2
Great American Insurance Group		28	76	50	66	65	66	79	36	46	84	44	87	78	61.9
Horace Mann Life Insurance Company		38	64	67	67	63	65	70	32	49	85	28	81	65	59.5
ING Life Insurance and Annuity Company		63	86	78	97	82	91	78	99	91	89	88	100	87	86.9
Life Insurance Company of the Southwest		31	77	56	82	85	78	77	32	71	79	41	88	74	67
Metropolitan Life Insurance Company		69	80	54	54	60	53	72	34	78	90	38	86	73	64.7
VALID		59	85	45	97	67	90	76	29	95	89	38	80	75	71.2

Signature: _____

Date: _____

SCORING SHEET

403(b)/457(b) Program for School Board Employees - Mutual Funds		Max Points	Amanda Bailey	Virgil Cruz	Dorothy Davis	Annie Feldman	Camille Ferguson	Sharon Glickman	Oleg Gorokhovskiy	Glynda Linton	Lisa Maxwell	Jeffrey Moquin	Carol Nicome-Brady	Daniel D. Reynolds	Date A. Spear	Average Score
Section A: Experience and Qualifications		10														
	ING Life Insurance and Annuity Company	10	10	10	10	10	9	10	9	10	10	10	9	10	8	9.62
	Metropolitan Life Insurance Company	5	10	10	10	9	8	9	8	8	10	10	8	8	8	8.54
	PlanMember Securities Corporation	5	8	5	9	9	5	9	9	10	7	7	5	7	5	7.23
	Security Benefit	3	10	5	10	6	10	10	8	5	10	10	5	7	6	7.31
	The Legend Group/ADSERV	5	7	5	9	4	9	9	9	5	10	10	8	8	6	7.31
	VALIC	10	9	10	10	2	10	10	10	5	10	10	8	7	8	8.38
Section B: Scope of Services (Sole Vendor)		40														
	ING Life Insurance and Annuity Company	40	40	30	40	40	30	40	37	40	40	38	40	40	37	37.9
	Metropolitan Life Insurance Company	35	35	20	40	40	20	40	36	8	25	35	20	35	30	29.2
	PlanMember Securities Corporation	25	25	10	40	40	18	40	33	10	40	36	20	35	28	27.7
	Security Benefit	25	30	10	5	10	10	5	30	5	25	35	15	32	25	19.4
	The Legend Group/ADSERV	25	25	15	40	10	10	40	32	5	30	36	25	35	26	26.5
	VALIC	30	29	8	40	40	25	40	38	5	40	38	20	34	33	29.2
Section B: Scope of Services (Multiple Vendors)		40														
	ING Life Insurance and Annuity Company	25	40	30	35	35	35	35	32	40	40	38	40	40	37	35.9
	Metropolitan Life Insurance Company	25	35	20	32	25	25	32	31	10	25	36	15	37	30	27.2
	PlanMember Securities Corporation	10	34	10	25	18	25	25	28	30	40	36	15	36	28	25.8
	Security Benefit	10	30	10	33	10	33	10	25	15	25	35	10	32	25	22.5
	The Legend Group/ADSERV	10	35	15	30	10	32	10	27	15	30	35	15	35	26	24.2
	VALIC	20	30	8	32	30	32	32	33	15	40	38	15	34	35	27.9

SCORING SHEET

Section C: Cost of Services (Sole Vendor)		40
ING Life Insurance and Annuity Company		40
Metropolitan Life Insurance Company		35
PlanMember Securities Corporation		25
Security Benefit		25
The Legend Group/ADSERV		25
VALIC		30
Section C: Cost of Services (Multiple Vendors)		40
ING Life Insurance and Annuity Company		25
Metropolitan Life Insurance Company		25
PlanMember Securities Corporation		10
Security Benefit		10
The Legend Group/ADSERV		10
VALIC		20
Section D1: Minority/Women Business Enterprise (Participation)		3
ING Life Insurance and Annuity Company		1
Metropolitan Life Insurance Company		3
PlanMember Securities Corporation		1
Security Benefit		1
The Legend Group/ADSERV		1
VALIC		3
Section D2: Minority/Women Business Enterprise (Diversity)		4
ING Life Insurance and Annuity Company		1
Metropolitan Life Insurance Company		3
PlanMember Securities Corporation		1
Security Benefit		1
The Legend Group/ADSERV		1
VALIC		3

40	40	39	40	40	38	40	40	38	40	40	38	40	38	38.7
35	35	20	35	37	36	35	25	36	36	25	36	36	30	30.8
25	25	15	25	38	20	25	38	10	30	20	35	20	26	25.3
25	35	15	35	37	15	35	37	10	35	10	36	10	36	27.6
25	30	10	30	35	30	30	35	10	25	15	36	15	29	26.6
30	25	10	30	38	35	30	38	10	40	15	38	15	31	28.2

25	40	30	40	34	40	35	38	40	40	36	38	40	36	36
25	35	20	35	33	10	30	36	25	37	32	36	25	32	29.2
10	25	15	25	36	10	35	39	20	36	26	39	20	26	24.8
10	35	15	35	33	10	35	35	10	35	35	35	10	32	25.8
10	30	10	30	35	10	25	37	15	36	29	37	15	29	25.5
20	25	10	30	34	10	35	38	15	35	34	38	15	34	27

1	3	2	3	3	3	1	1	3	3	2	1	3	2	2.31
3	2	0	3	2	2	0	0	2	2	0	0	2	2	1.54
1	0	0	0	1	0	0	0	1	0	1	0	1	1	0.31
1	0	0	0	1	0	1	0	1	0	1	0	1	1	0.38
1	0	0	0	1	0	2	0	2	0	2	0	2	1	0.54
3	2	0	3	2	2	3	1	3	3	2	3	2	2	2.15

1	3	2	3	3	3	4	4	4	3	4	4	3	4	3	3.08
3	3	2	3	3	3	2	3	3	2	3	3	2	3	3	2.69
1	1	0	0	1	0	0	0	2	0	1	2	0	1	2	0.69
1	1	0	0	1	0	1	0	1	0	1	0	1	1	2	0.62
1	0	0	0	1	0	2	0	0	0	2	0	2	1	0	0.54
3	2	0	3	3	0	4	2	4	4	2	4	2	2	3	2.46

SCORING SHEET

Section D3: Minority/Women Business Enterprise (Community Outreach)		3												
ING Life Insurance and Annuity Company	1	3	0	3	2	3	3	3	1	1	3	3	2	2.15
Metropolitan Life Insurance Company	3	2	0	3	2	3	2	2	0	0	2	2	1	1.69
PlanMember Securities Corporation	3	0	2	0	1	0	0	0	0	0	1	1	2	0.77
Security Benefit	1	0	0	0	0	1	0	1	0	0	1	1	1	0.38
The Legend Group/ADSERV	1	0	0	0	0	2	0	0	0	0	2	1	0	0.46
VALIC	3	2	0	3	2	3	3	0	3	3	2	2	3	2.23
TOTAL SCORE (Sole Vendor)														
ING Life Insurance and Annuity Company	93	99	74	99	84	99	94	100	96	92	98	100	90	93.7
Metropolitan Life Insurance Company	84	87	52	93	71	92	87	32	68	84	59	86	72	74.4
PlanMember Securities Corporation	60	59	32	74	46	74	80	30	82	78	48	80	63	62
Security Benefit	56	76	30	50	33	50	78	20	70	81	33	77	70	55.7
The Legend Group/ADSERV	58	62	30	79	51	79	82	20	65	82	54	82	61	61.9
VALIC	79	69	28	89	69	85	96	23	100	96	49	82	80	72.7
TOTAL SCORE (Multiple Vendors)														
ING Life Insurance and Annuity Company	63	99	74	94	81	94	84	100	91	92	98	100	88	89.1
Metropolitan Life Insurance Company	64	87	52	85	67	84	78	34	68	85	54	89	74	70.9
PlanMember Securities Corporation	30	68	32	59	46	59	73	50	87	82	43	82	63	59.5
Security Benefit	26	76	30	78	33	78	69	30	70	80	28	77	66	57
The Legend Group/ADSERV	28	72	30	69	51	71	77	30	65	82	44	82	61	58.6
VALIC	59	70	28	81	74	77	87	33	95	96	44	82	85	70.1

Signature: _____

Date: _____