



Arthur J. Gallagher & Co.

December 31, 2015

Kerstin Hancock- Deputy Purchasing Agent  
Williamson County  
901 S. Austin Ave  
Georgetown, TX 78626

Re: Benefit Administration vendor – Winston Benefits

Dear Kerstin:

This letter is Gallagher's recommendation to accept the Winston Benefits administration platform of Benefit Insite as Williamson County's system. Below are the areas of review in coming up with our recommendation

Williamson County received bids from 3 organizations; MGM Benefits, Benefit Focus, and Winston Benefits. In reviewing the bidders, we reviewed the firm's qualifications, employer capabilities (including data fees, alerts, ease of use), reporting (standard, ad-hoc, and ACA), employee capabilities (open enrollment process, decision tools, forms availability, benefit statements) and cost. Scoring of the bidders was done on a 5 point system for each category, with a total of 25 points possible. Total scoring had Winston with 18 points, Benefit Focus with 9 and MGM Benefits with 8.

Winston Benefits scored equal to or higher than the other bidders on all categories. Their system was easy to navigate through and was simple to follow. Reporting capabilities were good, both on the standard and ad-hoc basis. Additionally, ACA reporting was included in their pricing. Employee capabilities were clearly better with Winston in the ease of viewing benefits on a side by side basis, decision support tools to assist with the open enrollment process, and the ability of the system to house the forms needed for various HR functions (evidence of insurability, SPDs / SBCs, other HR forms as needed). Finally, the cost for Winston, (approximately \$85,000 annually) was within the approved budget of \$110,000.

Sincerely,

Gary Hysell  
Account Executive  
Gallagher Benefit Services