

## Contact Information

<u>Primary Contact Information</u>	Vendor Answer
Name	David Gibson
Title	Vice President - Client Service
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<u>Secondary Contact Information</u>	Vendor Answer
Name	Kaitlyn Beaird
Title	Account Manager - Client Service
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# Pricing

## Required Program Components

Pricing	Fees
Annual Consultant Fee	\$85,000
Benefit Guide Development (Included)	\$0
Total Cost	\$85,000
	<b>Response</b>
Identify any split commission or joint marketing arrangements with other agents, brokers, firms, or associations. Provide complete disclosure of any and all fees/commissions/contingent commissions/overrides/bonuses obtained in connection with the County's account.	We do not accept any compensation, or commissions associated with your vendors or benefits in place which is what we prefer. However, if the County prefers we could be named the County's Broker of Record and potentially accept commissions on the current Voluntary Benefits, thereby lowering the above annual fee.
Year 1 Estimated Cost	\$85,000
Year 2 Estimated Costs	\$85,000
Year 3 Estimated Costs	\$85,000
Year 4 Estimated Costs	\$87,550
Year 5 Estimated Costs	\$90,177
Notes	We are open to alternate compensation models that meet the needs of the County, and are flexible based on the current or future scope-of-services. Generally we do not expect any "out-of-scope" additional fees as long as we are being asked to perform Benefit Consulting services as part of this engagement.

Notes