

01/15/2009

INSURANCE AGENCY SERVICES
RFQ: 09-13
Matrix Summary

	Alamo Insurance Group, Inc.	Financial Benefit Services	K&S Insurance Agency	Roach Howard Smith & Barton
	3201 Chery Ridge Dr. Suite D 405 San Antonio, Texas 78230 Contact: Pat McMahan, CEO www.alaminsurancergroup.com	2121 N. Glenville Drive Richardson, Texas 75082-3627 Contact: Kyle James, President www.fbsinc.com	2255 Ridge Road Suite 333 Rockwall, Texas 75087 Contact: Robert Kanuth www.landsrroup.com	8750 N. Central Expressway, Suite 500 Dallas, Texas 75241 Contact: Dot Hedman, CPCU www.rhsb.com
Completeness and accuracy of the RFQ responses	100%	100%	100%	100%
Agency Services's ability to provide services for all lines of insurance	Property & Casualty: Y Employee Benefits: Y Student Athlete/Accident Insurance: Y Workers Compensation: Y	Property & Casualty: N Employee Benefits: Y Student Athlete/Accident Insurance: N Workers Compensation: N	Property & Casualty: Y Employee Benefits: N Student Athlete/Accident Insurance: N Workers Compensation: Y	Property & Casualty: Y Employee Benefits: N Student Athlete/Accident Insurance: N Workers Compensation: Y
Experience of personnel assigned to the District.	Company Founded: 1998 Total Number of Employees: 30	Company Founded: 1991 Total Number of Employees: 21	Company Founded: 1998 Total Number of Employees: 34	Company Founded: 1945 Total Number of Employees: 83
Relevant experience with other school districts.	Property & Casualty: 5 Employee Benefits: 10 Student Athlete/Accident Insurance: 28 Workers Compensation: 10 References: Property & Casualty: Austin ISD, Dallas County Schools, Somerst ISD Workers Compensation: Alief ISD, Judson ISD, Corpus Christi ISD Employee Benefits: Judson ISD, Somerst ISD Student Athlete/Accident Insurance: Westaco ISD, Lamar ISD, Abilene ISD	Property & Casualty: 0 Employee Benefits: 230 Student Athlete/Accident Insurance: 0 Workers Compensation: 0 References: Employee Benefits: Arlington ISD, Birdville ISD, Mansfield ISD, Grand Prairie ISD	Property & Casualty: 4 Employee Benefits: 0 Student Athlete/Accident Insurance: 0 Workers Compensation: 3 References: Property & Casualty: Rockwall ISD, Mesquite ISD	Property & Casualty: 4 Employee Benefits: 0 Student Athlete/Accident Insurance: 0 Workers Compensation: 8 References: Property & Casualty: CFB ISD, Mansfield ISD, Frisco ISD Workers Compensation: Mesquite ISD, Irving ISD
Management and organization of the Agency Services.	Executive Committee, Property & Casualty, Administration, Group Life & Health, Loss Control Claims, Employee Benefits	President, Admin. Assistant, VP of Marketing, VP of Client Services, Acct. Managers, Client Services	President, V.P. - HR & Marketing, Sales Team, Service Team, Marketing Team	Account Service Team, Co-Team Leader, Account Manager, Claims Advocate, Marketing Executive
Communication skills.	web site, email, brochures, email, phone & fax	web site, email, brochures, email, phone & fax	web site, email, brochures, email, phone & fax	web site, email, brochures, email, phone & fax
Working relationship with the GPISD staff and other third party representatives as required by GPISD.	Insurance Service designated personnel	Total Benefits Solutions team	School District Programs Service Team	Co-Team Leaders assigned to district
AWARD of CONTRACT: Alamo Insurance Group, Inc.				
The selected Insurance Agency Services is available to serve the DISTRICT on all Property & Casualty, Workers' Compensation, Employee Benefits and Student Athletic/Accident insurance.				
Awarded contract is based upon the evaluation stated above.				