



# 2020 Request for Qualifications (RFQ) for Broker Services (Business Insurance)

## QUESTIONS AND ANSWERS

Tuesday, May 12, 2020

Due to some technical difficulties the deadline to submit questions has been extended until Thursday, May 14, 2020. Answers to any additional questions received will be posted on Friday, May 15, 2020.

1. **QUESTION 1:** IF we are the successful broker, would we be able to keep commissions that are paid on the various policies?

**ANSWER 1:** We are wanting to know what your fee structure would be. Would you charge C2 GPS directly OR would you not charge C2 GPS directly and keep the commissions that are paid on the various policies? This would be up to you but you would need to let us know and you would need to follow any IRS disclosure reporting that may be required.

2. **QUESTION 2:** Would process involve reaching out to other agents as well as carriers directly?

**ANSWER 2:** We want to know what you will do for us to help C2 GPS obtain the necessary policies at the proper price point. If your method is to reach out to other agents as well as carriers directly then let us know. However, it should be understood the if you are awarded the contract then the responsibilities are solely on the broker/firm that was awarded the contract. We are not interested in having a subcontract with another broker.

3. **QUESTION 3:** Your RFQ does not mention Workers Comp coverage or any property coverage. Is this in order?

**ANSWER 3:** Workers Comp coverage is not in the scope of services for this RFQ – it was requested under a separate procurement. Property is not specifically requested, but is part of the General Liability coverage for the facilities we occupy and work from.



G L O B A L  
P R O F E S S I O N A L  
S E R V I C E S , L L C

4. **QUESTION 4:** Would we have access to current coverage as well as loss information?

**ANSWER 4:** This is a competitive process. We are requesting you provide information on what you propose.

5. **QUESTION 5:** What does it mean to “Possess the financial resources to prepare a response to the RFQ?”

**ANSWER 5:** If awarded a contract, you must have the staffing and resources to conduct market analysis, develop a proposal for C2 GPS, and submit and engage in negotiations prior to the selection of policy(ies) coverage. We also expect support from time to time throughout the year. We also add and drop contracts and the changes must be made. We believe the process requires resources.