



Arthur J. Gallagher & Co.

November 9, 2017

Via email: jchapman@broward.org

Ms. Jacqueline Chapman
Purchasing Agent
Broward County Board of County Commissioners
115 S. Andrews Avenue
Fort Lauderdale, Florida 33301

RE: RFP R2114613P1 – Employee Benefit Consulting Services

Dear Ms. Chapman:

I am writing to you in regards to the scoring and ranking of RFP R2114613P1 for Employee Benefit Consulting Services. The formal ranking from Broward County's evaluation/selection committee is to award to Wells Fargo Insurance Services the incumbent consultant. Our firm Gallagher Benefit Services, Inc. was ranked second in this process. Our purpose is not to challenge or protest the ranking or award. To the contrary, we are appreciative of the opportunity to participate in this process and the County's long relationship with our sister firm Arthur J Gallagher and Company. We do ask that you provide this letter to the staff and Commissioners with the ranking.

As was discussed during the evaluation/selection committee meeting, the recommended firm has recently been sold and the ultimate awardee did not participate in the RFP process. The County will have to go through a full vetting process to determine the qualifications of the new firm purchasing Wells Fargo, USI. Should the Commissioners have reservations about awarding a contract of this size and significance to an unknown entity we would be happy to further discuss our services and capabilities. We have the most stable local team and currently represent most of the large South Florida public agencies including Palm Beach County, Miami-Dade County and Broward Schools all of which gave us excellent references.

We thank you again and look forward to any future opportunity in the development of a relationship. We can be reached at 561 995 6706.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeff P. Angello', is written over a light blue horizontal line.

Jeff P. Angello
Florida Market President

Gallagher Benefit Services, Inc.
One Boca Place | 2255 Glades Road, Suite 200E
Boca Raton, FL 33431

A handwritten signature in black ink, appearing to read 'Barbara L. Crowe', is written over a light blue horizontal line.

Barbara L. Crowe
Area Vice President

p. 561.995.6706
ajg.com