



COUNTY OF CANYON

REQUEST FOR PROPOSALS (RFP)

Employee Benefit Brokerage and Consulting Services

Issued By:

BOARD OF COUNTY COMMISSIONERS

Submit Proposals to:

Board of County Commissioners

1115 Albany Street

Caldwell, Idaho 83605

Telephone: (208) 454-7507

Fax: (208) 454-7336

bocc@canyoncounty.id.gov

Proposals must be received by 9:00 a.m. Thursday, August 1, 2024

Return in a sealed envelope marked:

“Request for Proposals for Employee Benefit Broker/Consulting Services”

Proposals received after said time/date will be returned unopened.

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I. INTRODUCTION

Notice is hereby given that Canyon County, Idaho is requesting proposals for Employee Benefit Brokerage and Consulting services to strategically plan, broker, implement, and support our employee benefits programs.

The Request for Proposals (“RFP”) is intended to serve as a tool by which to evaluate proposals from qualified professionals to provide such services as they pertain to the needs of the County. This RFP may also serve to formalize negotiations to enter an Agreement with the chosen provider or providers, if any. **YOU MUST CAREFULLY READ THIS RFP AND FOLLOW THE INSTRUCTIONS CONTAINED IN IT. YOUR FAILURE TO READ AND CAREFULLY FOLLOW THE INSTRUCTIONS MAY CAUSE THE COUNTY TO REJECT YOUR PROPOSAL.**

This is a Request for Proposals, and is not an Invitation for Bids.

The projected beginning date of the services for which proposals are being requested is as the need arises. This project is being directed by:

Canyon County
Board of County Commissioners
1115 Albany Street
Caldwell, ID 83605
Email: BOCC@canyoncounty.id.gov

The County’s selection, if any, will be based on the Proposer’s RFP response and ability in that response to demonstrate its capabilities to meet the needs of Canyon County. Canyon County will evaluate the Proposers based on, but not limited to, the following:

- Responsiveness to the RFP Requirements;
- The ability, capability and skill of the Contractor to perform and provide the services required;
- Preference will be given to Proposers with a presence in Canyon County;
- References of the Contractor;
- Options and flexibility;
- The character, integrity, reputation, judgment and efficiency of the Contractor;
- The quality of performance of previous contracts or services;
- The number and scope of the conditions attached to the proposal;
- The proposing firm, its principals and subcontractors are current on all obligations to Canyon County;
- Other factors, as deemed important, in the County’s sole discretion.

The following information must be submitted as part of your proposal:

- Acknowledgement of receipt of all RFP addenda, specifically referencing each addendum by date;
- Completed Proposal Form;
- Completed Non-Collusion Affidavit;
- Responses to all requirements of this RFP and addenda;
- References; and
- Resumes of company executives and project managers.

Any proposal that does not provide a response to each of the required sections may be rejected as nonresponsive.

A. Project Overview and Scope

Canyon County's goal is to select a company to provide professional assistance in planning, brokering, administering, and implementing the County's benefits programs. The County is seeking the company which is most qualified to be an effective and proactive partner in assisting County in:

1. Achieving effective access to insurance carriers and benefits providers for County employees.
2. Maintaining the current benefits, the County provides to its approximately Nine Hundred (900) full-time employees without increasing costs to the County or its employees. The County currently provides the following benefits with the following carriers:
 - a) Self-Funded Health Plan: Blue Cross of Idaho
 - b) Self-Funded Dental Plan: Delta Dental
 - c) Fully Insured Dental Plan: Willamette Dental
 - d) Self-Funded Vision: VSP
 - e) EAP: Lincoln Financial
 - f) Group Life & AD&D: Lincoln Financial
 - g) Group Long Term disability: Lincoln Financial
 - h) Voluntary Buy-up LTD: Lincoln Financial
 - i) Group Short Term Disability: Lincoln Financial
 - j) Flex Spending Plan and HRA: Peak One Administration, LLC
 - k) COBRA Administration: Peak One Administration, LLC
3. Evaluating and identifying high value proposals and comprehensive services for each benefit offered to County employees, including but not limited to:
 - a) Health/medical, dental, vision plans
 - b) Wellness, disease management and preventive care options
 - c) Prescription Drug plan
 - d) Medical Stop Loss

- e) Flexible Benefit Administration
 - f) Health Reimbursement Account Administration
 - g) EAP Services
 - h) Basic Life Insurance
 - i) Long-term disability protection
 - j) COBRA/HIPAA administration
 - k) PPACA advice
 - l) Optional Life Insurance, including portable coverage
 - m) Possible voluntary benefits, including life, accident, cancer, long-term care
4. Consult with Canyon County in defining and documenting a formal benefit philosophy and short/long-term program goals.
 5. Determining and recommending the most economical funding methods for the various benefit programs.
 6. Conducting an annual claims management analysis outlining the in-force programs and their status, and a market report describing the market conditions for each benefit. Report will include a detailed analysis of our health benefit utilization and establish cost baseline data at least annually. The report should include the following:
 - a) A detailed normative analysis of twelve (12) months of incurred claims providing comparative data for utilization, gross charges, and rate of payment
 - b) Identification of behavior-related and preventable claims
 - c) This report should identify areas where Canyon County would benefit from making design changes and provide modeling that quantifies the costs and the return on investment associated with those changes.
 7. Representing County in all negotiations with benefit providers on all issues including those related to fees, benefit levels, plan design, and special terms and conditions. Disclosing to County any financial relationship and providing transparent accounting of any revenue sharing to County in all negotiations with benefit providers.
 8. Prepare bid specifications and solicit proposals for health benefit vendors and insurance markets specializing in group insurance plans as needed. Objectively evaluate bids and bidders, including administration, claim payment procedures, customer service, network, discounts, scope of services, expertise, geographic limitations, reserve establishment policies, soundness, service quality, customer service, communications, responsiveness, and identifying the most cost-beneficial package from among the various bidders.
 9. Review and evaluate existing and new health benefit plans including the following: plan design documents; policies; vendors and or administrators as necessary for applicability, accuracy, consistency, and compliance.
 10. Recommend alternative benefit designs, ancillary benefit program(s), voluntary benefit programs, or delivery systems as dictated by emerging costs or benefit practices and

trends.

11. Assisting the County with the implementation and communication of new benefit programs or changes to existing programs, which may include attending and presenting information at open enrollment meetings.
12. Advise the County of new industry and legal developments directly related to employee benefit programs on an ongoing basis; helping keep the County legally compliant in areas of employee benefits.
13. Assisting the County Human Resources team in administering all employee benefit plans, responding to questions from and providing information to the County Human Resources staff including coordination Open Enrollment. Including conducting informational sessions or workshops to educate employees about our plan offerings.
14. Drive the liaison process between Canyon County and other health benefit vendors, including coordination of reporting, resolution of issues, and holding vendors accountable for delivering high-quality service.
15. Making recommendations and assisting the County with communicating benefits information to employees. Including providing resources and materials to help employees make informed decisions about their healthcare coverage.

B. Selection

A County committee comprised of designated members of the County Employee Health Benefits Trust board, the County's Human Resources Department and other County Department and Offices as designated will rank proposals in order of preference pursuant to the County's criteria contained within this RFP at Section III, subsection E. The County committee may interview Proposers and evaluate references at their discretion.

C. Scope of RFP

This RFP contains the instructions governing the requirements for submission of proposals by interested parties, the materials to be included therein, the other requirements that must be met, and the Proposer's responsibilities before and after work performed.

D. Time

All references to the hours of a day shall refer to Caldwell, Idaho time.

E. Procedure

Sealed proposals submitted pursuant to this RFP must be received by the office of the Board of County Commissioners, Canyon County Courthouse, 1115 Albany Street, Caldwell, Idaho 83605, no later than **9:00 a.m. Thursday, August 1, 2024**. Three (3) paper copies of the proposal and one (1) digital "pdf" copy must be supplied at the time of submission. Late proposals will not be accepted, opened, or considered. Each proposal shall include the legal name of the Proposer and

a statement indicating whether the Proposer is a sole proprietor, a partnership, a corporation or other legal entity, and shall be signed by the person or persons legally authorized to do so.

F. Proposer's Questions

Written, signed questions in response to this RFP must be received at the office of the Board of County Commissioners, Canyon County Courthouse, 1115 Albany Street, Caldwell, Idaho 83605, no later than **9:00 a.m. Monday, July 15, 2024**. Proposers may submit questions/clarifications via U.S. Mail or email to bocc@canyoncounty.id.gov. No facsimile questions/clarification will be accepted. The County will respond to timely submitted questions by issuing addendum(s) to this RFP in accordance with the Calendar of Events included in this RFP.

No verbal answers will be binding on the County, and must be reduced to writing on County letterhead to have effect.

G. Pre-Proposal Protest/Question/Clarification Process

1. Protest of RFP Requirements, Standards, Specifications, or Process

Any Proposer who wishes to protest the requirements, standards, specifications, or process outlined in this RFP may submit a written, signed notification to the Clerk of the Board of County Commissioners, via U.S. Mail at 1115 Albany Street, Caldwell, Idaho 83605 or by email at bocc@canyoncounty.id.gov, to be received no later than **9:00 a.m. Monday, July 15, 2024**. No facsimile protests will be accepted. The notification shall state the exact nature of the protest, describing the location of protested portion or clause in the proposal document and explaining why the provision should be struck, added, or altered, and contain suggested corrections. The Commissioners may deny the protest, require that the proposal be modified, modify the proposal, and/or reject all or part of the protest.

2. Questions and Clarifications

Questions or clarifications to the RFP will be considered only if they are submitted in writing and received by Clerk of the Board of County Commissioners via U.S. Mail at 1115 Albany Street, Caldwell, Idaho 83605 or via email at bocc@canyoncounty.id.gov no later than **9:00 a.m. Monday, July 15, 2024**. No facsimile questions or clarifications will be accepted. All clarifications and answers will be addressed as a written addendum to the proposal. No verbal clarifications or answers will be binding on the County or the Proposer.

H. Proposer's Costs

Costs for preparing and presenting proposals are entirely the responsibility of the Proposer and shall not be chargeable to the County.

I. Delivery to County

It is the Proposer's responsibility to ensure that proposals are received on time. No facsimile or emailed proposals will be accepted.

J. Calendar of Events

The follow is a schedule of events concerning the proposal process: (Note: Unless specifically provided otherwise, all events will take place in the Commissioners’ Meeting Room on the first floor of the Canyon County Courthouse, 1115 Albany Street, Caldwell, Idaho 83605).

1. Distribution of RFP **9:30 a.m. Tuesday, June 25, 2024**
2. Publication of Legal Notice**Sunday, June 30 and July 7, 2024**
3. Questions/Clarifications and/or Written Objections
to Specifications and/or Procedures Due **9:00 a.m. Monday, July 15, 2024**
4. Addendum No. 1 **9:30 a.m. Thursday, July 25, 2024**
5. Proposals Due **9:00 a.m. Thursday, August 1, 2024**
6. Proposals Opened..... **9:30 a.m. Thursday, August 1, 2024**
7. Notice of Intent to Award Contract **9:30 a.m. Thursday, August 15, 2024**
8. Objections to Tentative Award **9:30 a.m. Thursday, August 22, 2024**
9. **Contract** **TBD**

K. Acceptance and Rejection of Proposals

The County reserves the right to reject any or all proposals, or any part thereof, to accept the proposal that is in the best interest of the County, as determined by the Board of County Commissioners. The County’s decision shall be final in all respects. The County’s waiver of a minor defect shall in no way modify the RFP or excuse the Proposer from full compliance with its specifications. The County reserves the right to let separate contracts on any aspect of the Project.

Proposals that contain false or misleading statements, or which provide references that do not support an attribute or condition claimed by the Proposer, may be rejected. If, in the opinion of the County, such information was intended to mislead the County in its evaluation of the proposal, such proposal shall be rejected.

L. Disclosure of Proposal Information

As provided in the RFP, discussions may be conducted with responsible Proposers who submit proposals determined to be reasonably susceptible of being selected for award. After the opening of the proposals by the County, the proposals, except for financial information deemed confidential by the Proposer, shall be considered “public records” as defined in I.C. § 74-101 and shall be available, if requested, for public inspection pursuant to I.C. § 74-102. The proposer must separately seal any financial information the Proposer deems confidential, and by submitting a proposal agrees to indemnify and hold harmless Canyon County for barring this confidential material from public inspection.

M. Signature of Proposer’s Agent

Each proposal and any clarification to that proposal shall be signed by an officer of the Proposer company or a designated agent empowered to bind the firm in a contract.

II. PROPOSER INFORMATION

We are seeking a proposal that best meets the needs of the County as stated in this RFP. The various sections of this RFP are intended to provide each potential Proposer with the opportunity to document/demonstrate its qualifications and the suitability of its proposed solution to the County's identified need.

Proposals must adhere to the structure outlined in the RFP. Proposals that do not adhere to the structure may be disqualified from review.

The structure of the proposal shall be as follows:

A. Cover Letter

1. Use your firm's letterhead. Address the cover letter to:
Chairman Brad Holton
Board of County Commissioners
Canyon County Courthouse
1115 Albany Street
Caldwell, Idaho 83605
2. Identify the submitting firm by name, main business office, field office conducting work (if applicable), and contact person.
3. Identify the firm's parent corporation by name and business location. If the firm has no parent corporation, state that this is the case. State whether you have read the RFP and are prepared to comply with contractual requirements.
4. Include a brief statement of the firm's understanding of the work to be accomplished.
5. Prove any additional explanatory information you believe will be necessary or helpful.
6. Signature of Company Principal authorized to sign contracts.

B. Table of Contents

C. Overview of Firm

1. Briefly summarize the history of your firm.
2. Describe the management structure of your firm. If it is responsible to a board of directors, include their names.

3. Disclose any claims or unresolved claims currently ongoing or pending, and/or any potential or anticipated litigation.

D. Contractor Financial Report

The Proposer must provide a copy of its most recent corporation annual report. If no annual report is available, the Proposer must provide the latest audited financial report prepared by a certified public accountant. In no case shall the Proposer's accounts payable be in arrears greater than thirty (30) days. If this information is considered confidential by the Proposer, it will be clearly labeled as such and presented in a separate sealed envelope with the RFP response package. See Section I. L. (Disclosure of Proposal Information) of this RFP.

E. Experience

Describe the expertise your firm has to provide each of the services listed above. Please include a short discussion of technical qualifications, awards, publications, studies, typical projects, etc. that demonstrate a thorough knowledge and professional competence.

F. List of Similar Contracts

Describe local, regional or national projects of a similar size and scope in which the Proposer has been involved.

G. Customer Reference List

The Proposer will provide a list of customers who have used your services. Customers on each Proposer's list (and any other the County may select) may be contacted. The customers will be interviewed in multiple areas including but not limited to the ability, capability, and skill of the Proposer to perform the contract or provide the services required, the character, integrity, reputation, judgment and efficiency of the Proposer. The majority of the customers must respond positively in order for the Proposer to be successful in this portion of the valuation.

Please provide references, names, addresses and phone numbers of firms that have dealt with designated team individuals on at least three (3) other similar projects.

H. Proposer's Staff

Identify the specific qualifications of the people who will actually perform the project and the firm's ability to manage multiple projects simultaneously. All proposer's personnel with professional licensure, certification, or registration must be licensed to practice in the state of Idaho or work under the direct supervision of a professional licensed in the state of Idaho.

I. Statement of Approach

The proposal should be clear and to the point while providing responses to the following questions:

1. How will your firm's solution to the County's need, as articulated in this RFP, be created and executed?
2. What services will be offered, and how?

3. Describe in general terms how your firm can assist us in reaching and communicating with our benefit-eligible employees. Use examples of how you have approached this situation and have aided with similar clients.
4. Describe the process your firm uses for carrier and administrative service provider in regard to renewals and negotiations.
5. Describe how your firm audits and monitors the performance of insurance carriers and administrative service providers. State how these services are paid for.
6. Describe your firm's services regarding directly assisting Canyon County in maintaining compliance with state, and federal regulations related to our health plans. Be as specific as possible.
7. Describe your firm's services and methods employed to obtain and disseminate information about current local and national legislation, trends, new services, new concepts, benefit design, etc.
8. Describe your firm's services and capabilities to provide Canyon County with specific benchmarking information regarding the costs, premiums, service fees, outcomes, loss ratios, and performance of our health benefit plans in relation to national, industry, and regional trends.
9. Describe your firm's capability to conduct an employee benefit satisfaction survey, which includes surveying employee interest for voluntary benefits.
10. Describe your communication systems (call centers, reports, automated correspondence, newsletters, seminars, Internet websites, etc.) that would be used to deliver or support the service.
11. Describe the computerized information systems (Internet, hardware, and software) used to deliver or support your service to Canyon County.
12. Provide your assessment of current market conditions for health benefit plans.
13. Describe what is distinctive about your organization and the services it offers.

J. Fee Information

In this section, please describe your method of compensation for your services and identify any services listed in the Scope of Services section that you cannot perform or are not included in your method of compensation.

K. Completed Proposal Form

L. Acknowledgment of Receipt of all RFP Addendum

Provide, in writing, an acknowledgment of all addendum to the RFP, specifically referencing each addendum by date.

III. EVALUATION PROCESS

A. Introduction

All proposals received in response to this RFP will be evaluated by the Canyon County Board of Commissioners and Canyon County Employee Benefit Health Trustees to determine which proposal, if any, meets the County's needs.

B. Validation Against Requirements

All proposals submitted will be checked in detail for compliance with the mandatory requirements set forth in this RFP.

During the validation process, the County may find it necessary to request additional information from the Proposer.

C. Compliance

Each proposal will be evaluated to determine its responsiveness to the requirements specified in this RFP.

D. Correction of Errors

If errors are found in a proposal, the County may reject the proposal; however, the County may at its sole option, correct arithmetic or transposition errors on the basis that the lowest level of detail will prevail in any discrepancy.

In the event of a discrepancy between the quantities cited in the narrative description and proposed contract quantities and information submitted for evaluation purposes, the quantities cited in the narrative shall govern the quantities and summarization shall be recomputed accordingly.

E. Selection

The proposals will be ranked based on the points assigned to each item listed below.

- | | | |
|----|----------------------------------------------------------------------|-----------|
| 1. | Compliance with RFP requirements: | 5 points |
| 2. | Experience: | 25 points |
| 3. | References: | 10 points |
| 4. | Statements of Approach: | 25 points |
| 5. | Cost: | 25 points |
| 6. | Perceived congruence of Proposer's solution with the County's needs: | 10 points |

F. Protest of Contractor Award

Any actual Proposer who is aggrieved in connection with the award of the contract may submit a protest in writing to the Clerk of the Board County Commissioners via U.S. Mail at 1115 Albany Street, Caldwell, Idaho 83605 or via email at bocc@canyoncounty.id.gov. No facsimile protests will be accepted. The protest shall be submitted within seven (7) calendar days after the County gives notice of intent to award the contract to a named vendor. The notice of intent to award the contract precedes the signing of a contract with the chosen Vendor. The protest must set forth in specific terms the alleged reason the contract award is unlawful or in violation of process or clearly expressed public policy.


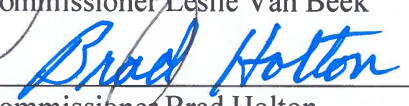

G. Attachments

1. Proposal Form
2. Non-Collusion Affidavit
3. Checklist

This RFP is issued this 25th day of June, 2024.

BOARD OF COUNTY COMMISSIONERS
CANYON COUNTY, IDAHO

☒ Motion Carried Unanimously
☐ Motion Carried/Split Vote Below
☐ Motion Defeated/Split Vote Below

	Yes	No	Did Not Vote
 _____ Commissioner Leslie Van Beek	_____	_____	_____
 _____ Commissioner Brad Holton	X	_____	_____
 _____ Commissioner Zach Brooks	X	_____	_____

ATTEST: RICK HOGABOAM, CLERK

By: JKoss
Deputy Clerk

PROPOSAL FORM

Project Identification: Request for Proposals for Employee Benefit Brokerage and Consulting Services

This Proposal is submitted to:

Mailing: Canyon County Commissioners
1115 Albany Street
Caldwell, ID 83605

Physical: Canyon County
1115 Albany Street
Caldwell, ID 83605

1. PROPOSER'S DECLARATION AND UNDERSTANDING

- 1.1. This proposal is genuine and is not made in the interest of or on behalf of any undisclosed person, firm, or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization, or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham proposal; Proposer has not solicited or induced any person, firm, or corporation to refrain from proposing; and Proposer has not sought by collusion to obtain for itself any advantage over any other Proposer or over County. Proposer further certifies that none of its principals are related within the second degree of kindred to a member of the Canyon County Board of County Commissioners or other Canyon County Elected Official.
- 1.2. By submitting this proposal, Proposer agrees that costs for developing its submittal is entirely the responsibility of the Proposer and agrees that the contents of the submittals, suggested approaches contained therein, and any supporting analysis will become the property of Canyon County.

2. ADDENDA

Proposer hereby acknowledges that it has received and read the RFP, along with Addenda No. _____, _____, _____, (Proposer shall insert number of each Addendum received) and agrees that Addenda issued are hereby made part of the RFP Documents, and Proposer further agrees that this proposal includes impacts resulting from said Addenda.

3. PROPOSER

An Individual:

By:

Individual's Name & Signature

A Partnership:

By:

Partnership Name

Name & Signature of General Partner

Title

A Corporation:

By:

Corporation Name

State of Incorporation

By:

Name & Signature of Person Authorized to Sign

Title

[Corporate Seal]

A Joint Venture:

By:

Business Name

Name & Signature of Person Authorized to Sign

By:

Business Name

Name and Signature of Person Authorized to Sign

Each joint venturer must sign. The manner of signing each individual, partnership and corporation that is a party to the joint venture should be in the manner indicated above.

All Proposers:

Name, Phone & Fax Numbers and Address for receipt of official communications and for additional information on this Proposal:

SUBMITTED ON: _____, 2024.

NON-COLLUSION AFFIDAVIT

**RFP FOR EMPLOYEE BENEFIT BROKERAGE
AND CONSULTING SERVICES**

STATE OF _____)
) ss
COUNTY OF _____)

_____, being first duly sworn,
deposes and says that he is _____ of
(sole owner, a partner, president, secretary, etc.)

_____ the party
making the foregoing proposal; that such proposal is not made in the interest of or on behalf of
any undisclosed person, partnership, company, association, organization, or corporation; that such
proposal is genuine and not collusive or sham; that said Proposer has not directly or indirectly
induced or solicited any other Proposer to put in a false or sham proposal, and has not directly or
indirectly colluded, conspired, connived, or agreed with any Proposer or anyone else to put in a
sham proposal, nor that anyone shall refrain from proposing; that said Proposer has not in any
manner, directly or indirectly, sought by agreement, communication, or conference with anyone
to fix the proposal amount of said Proposer or any other Proposer, nor to fix any overhead, profit,
or cost element of such proposal, nor of that of any other Proposer, nor to secure any advantage
against the public body awarding the Contract or anyone interested in the proposed Contract; that
all statements contained in such proposal are true; and, further, that said Proposer has not directly
or indirectly, submitted his proposal or any breakdown thereof, nor the contents thereof, nor
divulged therewith to any corporation, partnership, company, association, organization, bid
depository, nor to any member or agent thereof, nor to any other individual except to such person
or persons as have a partnership or other financial interest with said Proposer in his general
business.

Signed: _____

Title: _____

Subscribed and sworn to before me this ____ day of _____, 2024.

(S E A L)

Notary Public for _____

Residing at: _____

My Commission Expires: _____

RFP CHECKLIST

As provided in Section III.E. of the Request for Proposals, the County intends to preliminarily rank the proposals it receives to determine both responsiveness to the RFP requirements and perceived congruence between each prospective consultant's proposal and the County's needs. The County may potentially then arrange supplemental interviews with selected proposers, if deemed necessary by the County, to further distinguish between the proposals.

Although the County intends to rely in part on objective measurements where possible, by submitting a proposal interested consultants acknowledge that the selection process will necessarily turn in large part on purely subjective standards.

The RFPs will be ranked based on the points noted in parentheses assigned to each item listed below. If "does not meet this requirement" is acknowledged, proposer may include an explanation as to why such requirement is not applicable. Inclusion of an explanation does not obligate the County to credit proposer for responding to the item.

1. Proposer complied with RFP technical requirements: 3 bound copies and 1 digital copy of RFP provided, cover letter, table of contents, and overview of firm. (0-5 pts)

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

2. Proposer has the appropriate experience required as outlined in the RFP and provided sufficient evidence of that experience: General experience, list of similar projects, customer reference list, proposed contractor staff, and proposed sub-contractors. (0-25 pts)

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

3. Proposer has included references. Score based on inclusion and content of references. (0-10 pts)

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

4. **Proposer has included Section II. I. Statement of Approach referencing the Scope of Services. (0-25 pts)**

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

5. **Cost. (0-25 pts)**

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

6. **Perceived congruence of Proposer's solution with the County's needs. (0-10 pts)**

Submittal meets this requirement: _____ does not meet this requirement: _____

Grader comment: _____

Point Total: _____ / 100

Preliminary Ranking: _____ /

Additional Grader Comments:

