

Broker	CBIZ	Arthur J Gallagher	HUB	IMA	Lockton	McGriff
Responsive	Satisfies requirements	Satisfies requirements	Satisfies requirements	Satisfies requirements	Satisfies requirements	Satisfies requirements
Primary Agent	Tom McGuire	Charlie Herr	Josh Honn	Ryan Powell	Pat Meyers	Susan Oefelein
Service Lead	Erik Hage	Kylee Cundiff	Linda Minson	Tyler Brevik	Cheri Weathers	Deanna Hobbs
Servicing Address	Kansas City	Kansas City	Kansas City	Wichita	Kansas City	St Louis
Company Size	20th largest firm in US	4th largest firm in US	7th largest firm in US	27th largest firm in US	11th largest firm in US	Subsidiary of 5th largest firm in the US
Public Entity %	80%	98%	25%	Did not say	100%	Did not say
Market Access	Direct / RT / AmWins / Apex	Direct / RPS / AmWins	Direct / AmWins / RT	Direct / All Risks / LTD	Direct / Glatfelter / Apex	Direct / CRC
Public Entity Carrier Ranking	Travelers OneBeacon Trident	Lloyd's Travelers Tokio	Travelers Chubb CAN	AIG Travelers Fairfax	Travelers MEM OneBeacon	Declined to provide
Placement	Specialist in KC	Producer handles	Producer handles	Producer handles	Team handles	Specialist in STL
Loss Control	Zywave online portal Local loss control specialist	GetSET training Core 360 portal Driver's Alert	Online portal for safety tracking	Risk Management Center web portal	Local loss control specialist Online and in person training	Not available
References						
1	Independence School District Dr. Dale Herl dale_herl@idschools.org	City of Lenexa David Jack djack@lenexa.com	City of Prairie Village Wes Jordan wjordan@pvkansas.com	State of Kansas Angela Brown angela.brown@da.ks.gov	City of Kansas City Kristin Danner kristin.danner@kcmo.org	Bi-State Development
2	City of Overland Park Kristi Stallings kristi.stallings@opkansas.org	City of Leawood Patty Bennett pattyb@leawood.org	City of North Kansas City Crystak Doss cdoss@nkc.org	Sedgwick County Lindsay Poe Rousseau lindsay.poerosseau@sedgwick.gov	City of Springfield Doug Stone dastone@springfieldmo.gov	Metro St. Louis Sewer District
3	City of Grandview Cemal Gungor cqungor@grandview.org	Midwest Public Risk (MPR) Terry Norwood terry@mprrisk.org	City of Ottawa Michelle Wapp mwapp@ottawaks.gov	City of Maize Richard Lamunyon rlamunyon@cityofmaize.org	City of Lee's Summit Daniel White daniel.white@cityofls.net	
Pricing Structure	Flat fee	Flat fee	Flat fee with performance bonus	Flat fee	Hybrid, with transition period to flat fee	Flat fee