

| Cheiron, Inc. | | | 2. Was Cheiron, Inc. responsive, accessible and available to you throughout the term of the project/work? | 3. Are you satisfied with the work performed? | 4. What are Cheiron, Inc.'s strengths and conversely what are Cheiron, Inc.'s weaknesses? | 5. Have you encountered any problems with Cheiron, Inc., or had any contract or billing issues with Cheiron, Inc.? | 6. Would you recommend Cheiron, Inc. to other entities for similar work? If you need additional services in the future, how likely are you to choose Cheiron, Inc. again? | 7. Are there any important questions I should have asked but didn't? |
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| Date of Contact | Person Spoken To (including Title) | 1. Can you describe the project or work that Cheiron, Inc. has completed for you? Please describe the level of detail Cheiron, Inc. has provided in completing its work/project. | | | | | | |
| 04/15/2021 Completed reference by phone | Terry Fuquay Director of Administrative Services University of Arkansas System | Since 2016, Cheiron has prepared annual GASB (Governmental Accounting Standards Board) 75 OPEB (Other Post-Employment Benefits) Liability reports for the University of Arkansas system. In terms of the level of detail, she indicated that Cheiron has completed 100% of the report. | Absolutely. Anytime she sends an email, she gets back a response pretty quickly, usually that same day. They are always responsive, and always available. She has 100% confidence in them getting responses back to her. | 100% satisfied with their work. | Strengths They are very professional and very easy to work with and are very friendly. The two people she works with directly are very responsive. She really likes that they are very easy to understand. Often when actuaries are speaking in a meeting it is difficult to understand what they are saying, but when Cheiron is speaking in a meeting it is easy to understand. Weaknesses She said she is having a hard time finding any weaknesses and cannot think of any at the moment. | No on both questions. She said she cannot think of any problems they have had, and no contract or billing issues either. | Yes, she would definitely recommend them. She said they would be very likely to select them, but of course similar to the Legislative Council procurement process, they would have to issue a RFP. It would depend on what Cheiron's response is, but if it turned out to be the best choice for the U of A System, she is confident they would select them. | She said she can't think of anything. The prior six questions were pretty "on the spot". |
| 4/20/2021 Provided written response via email | Kristy Gould, Assistant Director Health Trust Services Maine Municipal Employees Health Trust | Cheiron has been the consulting actuary for the Maine Municipal Employees Health Trust since 2013. They perform actuarial studies including five-year forecasting, rate relativity studies, rate setting support, financial reporting for GASB 75, analyzing potential benefit and plan design changes and many other projects which require a high level of complexity and detail. | Our lead actuary and support staff are all very responsive. | The Board of Trustees is very satisfied with Cheiron's work. They are in the process of approving an additional four year contract at this time. Staff is also pleased with their level of detail and the information they provide to guide in decision-making. | Strengths Strengths would include wide expertise and knowledge of the benefits market, ability to portray effectively complex information, very professional H-Scan and presentation tools. Staff we work with is extremely competent and effective. Pricing is higher than for our previous actuary, however the depth of information analyzed and provided is well worth the increased cost. Weaknesses None provided. | No. Billing has been smooth, and contract terms are met or exceeded. | Yes, we highly recommend Cheiron for actuarial and benefits analysis work. BLR followed up by email to ask if this "yes" applied to both questions and Ms. Gould responded, "Yes, we recommend them, and yes, we are highly likely to engage them for additional projects, as well as their regular work with the Trust." | |
| 04/20/2021 Provided written response via email | Paul Shaw, Associate Director Benefits & Retirement Department of Human Resources District of Columbia | Cheiron is instrumental in reviewing our insurance-related RFPs and submitted proposals and renewals to ensure that the insurance rates are consistent with our utilization data. | Yes, working with John and team has been very easy. They are responsive and consistently provide updates or finished projects as planned. | Very satisfied. | Strengths Cheiron is knowledgeable of the insurance industry and able to articulate trends and opportunities/threats in a digestible manner. Weaknesses We have observed no weaknesses. | No, Cheiron bills consistently with work performed. | Yes, we would recommend Cheiron. We would gladly work with them given the opportunity. | No. |