

**ATTACHMENT A**  
**Revised OFFICIAL PROPOSAL**  
**PRICE SHEET**

**Note: The Official Proposal Price Sheet must be submitted in a separate envelope or e-mail. Any reference to pricing in the technical proposal shall be cause for disqualification from further considerations for award.**

1. Bids should provide at least a 180-day acceptance period.
2. By submission of a proposal, the proposer certifies the following:
  - A. Prices in this proposal have been arrived at independently, without consultation, communication, or agreement for the purpose of restricting competition;
  - B. No attempt has been made nor will be by the proposer to induce any other person or firm to submit a proposal for the purpose of restricting competition;
  - C. The person signing this proposal is authorized to represent the company and is legally responsible for the decision as to the price and supporting documentation provided as a result of this RFP; and
  - D. Prices in this proposal have not been knowingly disclosed by the proposer and will not be prior to award to any other proposer.

**The Official Price Proposal Sheet must be submitted in substantially the following form, allowing for the inclusion of specific information regarding positions, goods, services, etc., and signed by an official authorized to bind the Vendor to a resultant contract.**

DESCRIPTION	PRICE PER HOUR	NUMBER OF POSITIONS
Cadence Insurance		\$50,000 Maximum Fee \$30,000 Maximum Fee if Colleges and Universities excluded from Scope of Work
Supervisor – Risk Consultants	\$100 per hour	2 Risk Consultants 1 Manager Data Analytics
Other Professional Staff (List by Position)	\$75 per hour	2 Account Executives 2 Account Managers 1 Resource Innovation Director 2 DBE Collaborating Partners
Support Staff	\$50 per hour  \$25 per hour	2 Data Analyst 1 Risk Analyst 1 Infrastructure Manager 2 Account Associates
Travel	Staff Travel not anticipated. \$75 per diem for meals. Airfare and Hotel billed at cost/pass through item. Budget will be provided for prior approval.	Staff Travel is not anticipated
DESCRIPTION	PRICE PER UNIT (IF APPLICABLE)	TOTAL PRICE
Subcontractors (if any)		
Milliman Actuary Services	\$ 500 per hour Travel in addition to fee and will submit for prior approval.	\$ 7,500 Maximum Fee Travel in addition to fee and will submit for prior approval.
Somers Risk Consulting	\$500 per hour Travel in addition to fee and will submit for prior approval.	\$15,000 Minimum/Maximum fee Travel in addition to fee and will submit for prior approval.

AmWINS	No cost as current broker for ASBA Property program.	No cost as current broker for ASBA Property program.
CRC	No cost as current broker for AMAIT Property program	No cost as current broker for AMIT Property program
Descartes Underwriting	No cost, treating as goodwill and prospective account acquisition.	No cost, treating as goodwill and prospective account acquisition.
Travel		
Any Additional Goods & Services (List Individually)		
<b>TOTAL MAXIMUM AMOUNT OF BID:</b>		<b>Option 1: \$50,000</b> without Actuary and Captive Consulting. <b>Option 2: \$30,000</b> removing colleges and Universities and without Actuary and Captive Consulting <b>Option 3: \$75,000</b> All-inclusive* * The following are included in the \$75,000 but are optional if needed to complete scope of duties. *\$ 7,500 Actuary Optional and recommended *\$15,000 Captive Consulting Optional and not recommended

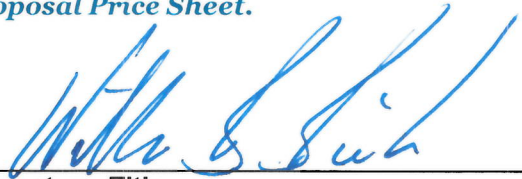
**ATTEST:**

RFP No. BLR-230001. The purpose of the RFP is to select a Vendor to assist the Subcommittee in its study regarding education facilities property insurance, as described in Sections 2 and 3 of the RFP. The Vendor will provide consulting services, data analysis, research, and policy recommendations to the Subcommittee, but will not be procuring or providing insurance policies for K-12 school districts or institutions of higher education in the state through this study. ***Please confirm your understanding of the requested services for a study.***

***Cadence Insurance response: Understood and Agree to the above.***

If a Vendor is selected, the Bureau will then enter into a contract with that Vendor, which will have a maximum contract amount. The Vendor will be paid based on monthly invoicing of documented hours worked and actual expenses incurred up to that maximum contract amount. As such, it is a requirement that the pricing proposal contain hourly rates for all staff the Vendor plans to utilize for the project, as well as estimates for travel and other expenses. ***Please provide a revised Official Proposal Price Sheet to me, reflecting these amounts no later than Friday, September 1, 9:00 a.m.***

***Cadence Insurance response: Understood and agree with submission of this Revised Official Proposal Price Sheet.***

  
\_\_\_\_\_  
Signature, Title

8-30-2023  
\_\_\_\_\_  
Date

**William B. Birch, Sr. Vice President – Risk Consultant**