



To: Board of Directors  
From: Robert Zingelmann  
Date: April 28, 2020  
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on January 8, 2020 for RFP #19-15 for **Risk Preparedness and Claims Recovery Services**. There were four (4) proposals submitted:

- DKI Restoration, LLC dba DKI Commercial Solutions, LLC
- Adjusters International LTD
- McGriff, Seibels & Williams, Inc.
- BDO USA LLP

After careful review of all proposals, the Evaluation Team has determined that two (2) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

**CONSIDERATION**

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

**RECOMMENDATION**

The Evaluation Team recommends the following companies for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Risk Preparedness and Claims Recovery Services	Adjusters International LTD McGriff, Seibels & Williams, Inc.	Two (2) years with option of three (3) one year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Dr. Pam Wells  
Executive Director

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: April 28, 2020

Re: Risk Preparedness and Claims Recovery Services; RFP # 19-15

The Evaluation Committee has reviewed the responses and recommend that the following companies be awarded:

- Adjusters International LTD
- McGriff, Seibels & Williams, Inc.

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners, Public Sector members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of OMNIA Partners, Public Sector members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.



April 28, 2020

Mr. Robert J. Roberts III  
[broberts@rphc.com](mailto:broberts@rphc.com)  
Board President  
Adjusters International LTD  
126 Business Park Drive  
Utica, NY 13502

Re: Award of Contract #R191501

Dear Mr. Roberts:

Per official action taken by the Board of Directors of Region 4 Education Service Center on April 28, 2020, we are pleased to announce that Adjusters International LTD has been awarded an annual contract for the following, based on the sealed proposal (RFP #19-15) submitted on January 8, 2020:

**Commodity/Service**

**Supplier**

Risk Preparedness and Claims  
Recovery Services

Adjusters International LTD

This contract is effective May 1, 2020 and will expire on April 30, 2022. As indicated above, your contract # is R191501. This contract may be renewed annually for an additional three (3) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and Adjusters International LTD.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Ms. Christine Dorantes, the Contract Manager assigned to your contract, at (615) 431-8182 or [christine.dorantes@omniapartners.com](mailto:christine.dorantes@omniapartners.com).

Sincerely,

DocuSigned by:  


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Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services