8.1.2.3. COST PROPOSAL

STATE OF NEVADA

October 25, 2017

Part II – Cost Proposal

RFQ Title:	***Property and Casualty Brokers***
RFQ:	***3495***
Vendor Name:	***Alliant Insurance Services, Inc.***
Address:	***1301 Dove Street, Suite 200, Newport Beach, CA 92660***
Opening Date:	***October 25, 2017***
Opening Time:	***2:00 PM***

PRESENTED BY

ALLIANT INSURANCE SERVICES, INC. | 1301 Dove Street, Suite 200, Newport Beach, CA 92660 | (949) 756-0271
ORGILL SINGER INSURANCE | 8360 W. Sahara, Suite 110, Las Vegas, NV 89117 | (702) 796-9100

COST SHEET

RFQ 3495

Brokers can be paid a fee or by commission for insurance policy placements and other insurance program services.

What method does your firm prefer and why?

We are proposing a flat annual fee to place the All Risk Property program and a flat commission rate for the remaining lines of coverage. The reason we are choosing a fee for the All Risk Property program opposed to commission is because that is how we currently are compensated for this placement and we do not believe it is necessary to alter the compensation structure for the placement. If this is not the preferred structure for the State, we can move the placement to commission that would not exceed 10% annually.

Please provide the cost of service fee or percentage of commission that would be expected for each type of insurance policy.

INSURANCE PROGRAM	**COST BASIS** (fee or commission)	**COST**
All Risk Property including Boiler & Machinery	Fee	$80,000 annually
Fine Arts/Museum Collections Floater	Commission	10% annually
Cyber (Primary/Excess)	Commission	10% annually
General/Excess Liability	Commission	10% annually
Aviation Liability/Hull Insurance	Commission	10% annually
Crime(Employee Dishonesty)	Commission	10% annually
Other (Please describe)	Commission	10% annually

There may be a circumstance Alliant is asked to place coverage that falls outside of the list of coverage outlined above or where an alternative compensation structure makes sense. In these special circumstance, we would like to discuss compensation at the time of placement and agree on a structure that is fair for both parties.

Please describe other program services (bundled or unbundled) offered in conjunction with the insurance policies shown above and provide approximate cost range for those services below.

We have included a pricing list for loss control services we offer that would be in addition to our compensation above. If the State participates in one of our proprietary programs, some of these services are included in the cost of the program. An example of this would be appraisals in the APIP program for properties that have a TIV above $5 million.

Service	*Frequency/Comments*	*Cost*
Loss Control Site Visits	*As requested*	*$150/per hour*
Infrared Surveys	*Daily Rate*	*$1,800 - $3,000/per day*
Enterprise Risk Management	*Upon request*	*$200-$300/per hour*
Fire Plan Review	*As needed*	*$150- $200/per hour*
Hot Work Permit Program	*Upon Request*	*Included*
Fire Impairment Notification and Tags	*Upon Request*	*Included*
Pre-Construction Fire Planning	*As needed*	*$150-$250/per hour*
Business Continuity Management	*Upon request*	*$150-$200/per hour*
On Site Custom Training	*Upon request*	*$150-$200/per hour*
Program Development	*Electrical, Water, Fire, IIPP*	*$150 -$200/per hour or priced on a project basis*
Business Interruption	*Upon request*	*Per Vendor Agreement*
Industrial Hygiene Services	*Upon Request*	*$175-$250/per hour*
Live Webinar Training	*10 Property Webinars Annually. Archived webinars for unlimited playback. Sessions Include:* ▪ *Woodworking Fire Prevention* ▪ *Roof Maintenance* ▪ *Business Occupancy Hazards* ▪ *Commercial Cooking* ▪ *Theft and Crime Prevention* ▪ *High Intensity Lighting* ▪ *Course of Construction Risk* ▪ *Brush Fire Planning* ▪ *Compressed Gas* ▪ *Life Safety* ▪ *Water Intrusion Plans*	*Included*
Safety Fact Sheet and Template Database	*Access to hundreds of documents, power points and templates on a variety of property and safety topics*	*Included*
Online Videos	*Access to online streaming and DVD library of safety topics*	*Included*

Service	*Frequency/Comments*	*Cost*
Risk Control Newsletter	***Quarterly News Letter: Topics range from accident forensics, benefits of infrared surveys, roof inspections, crime prevention, OSHA, claims and many others***	***Included***
Emergency Plan Mobile App	***Annually***	***$5,000 per plan***
Travel	***Based upon project location***	***Actual Expense***
Appraisal Services	***Based on building size and occupancy***	***Beginning at $225 per building***