



3900 Main Street
Riverside, CA 92522

**Request for Clarification #1
December 21, 2020**

RFP #2057
Insurance Broker and Risk Consulting Services
Finance/Risk Management Department

CERTIFICATION OF RECEIPT OF CLARIFICATION

I certify that I have received this clarification on behalf of the company listed below:

Signed:  Dated: 12/23/20

Name and title: John Stephens, President, Property & Casualty

Company: Keenan & Associates

Email: vpena@keena.com

Request For Clarification #1

TO RFP #2057

This formal Request for clarification is considered to be part of the Request for Proposal (RFP). All other terms of the RFP remain unchanged and in effect. This clarification is intended to obtain additional clarification from the Company's submitted proposal in reference to the subject RFP. Any information contained herein will be considered part of the RFP, and as such will be used in the evaluation of the bid responses.

Please sign the cover page of this clarification and return it by **12/23/2020 3:00 PM Pacific Time** to lgranados@riversideca.gov.

The Clarification required Technical Proposal is as follows:

1. what experience does your firm have in negotiating different excess insurance policy terms for public agencies?

REQUEST FOR CLARIFICATION #1

What experience does your firm have in negotiating different excess insurance policy terms for public agencies?

The property and casualty insurance programs are experiencing constant change with current market conditions. The pandemic, natural disasters such as hurricanes, floods and wildfire are among the complex factors impacting the cost of insurance and access to insurance coverage at an affordable rate. For these reasons, it is imperative that insurance programs are constantly monitored and analyzed for the best possible program structure.

Our marketing placement specialists are the most senior property & casualty broker consultants specializing in placing coverage for public agencies. Their sole focus is to handle marketing and insurance placement, which in turn allows them to develop relationships within the highest management levels of the insurance marketplace that in turn allows our office to develop innovative insurance solutions for customers. They work directly with the excess carriers in negotiating the broadest terms and conditions, while keeping our customers' cost to a minimum.

Excess carriers and reinsurers recognize Keenan for our leadership in risk management and loss prevention. They know that our services go beyond just brokering business, we hone our own analytical expertise to target premiums, terms and conditions based upon what they should be and not what wait for the carriers to determine. They also understand that Keenan will continue to work with customers in managing their overall program including developing loss prevention strategies to help make agencies safer.

Beyond that, and paired with our analytics, we provide loss trend analysis, assessment of risk tolerance, historic loss stratification, and risk transfer levels as an added value, and allows for negotiating various options with the broadest terms and conditions.

Keenan's experience is unparalleled in the industry. We have more than 48 years of experience in delivering brokerage and consulting services specifically to public agencies throughout California. We place more than \$250 million of reinsurance for California public agencies representing more than \$80 billion of property value and \$50 billion of WC payroll. We manage the largest workers' compensation public agency pool in the U.S. and negotiate terms directly with the excess carriers and reinsures which in turn has given us incredible clout in the insurance marketplace.