

1. What factors will be the most important to GSD/RMD when selecting their brokerage partner in 2024 and beyond? **GSD/RMD is looking for a committed insurance broker to be a partner in securing the best insurance coverage for the State of New Mexico. We are looking for an engaging relationship that is built on good communication and foundational knowledge.**
2. What is the motivator behind the RFP? **Our contract with our current broker is ending. State Purchasing rules require us to put this process out to RFP.**
3. Are there coverage or pricing issues with your current broker? **n/a**
4. Are there service issues with your current broker? **n/a**
5. Can you please provide a current Property Statement of Values? The preferred file format is Excel so that we can use pivot tables for analysis. Please indicate what locations are HPR. **See solicitations site.**
6. Can you please provide historical deductibles/SIRs for the last 5 years for Auto, General Liability, Work Comp, and Property – **See solicitations site.**
7. How long has the state partnered with incumbent broker for insurance placement? **July 1, 2020 – June 30, 2024**
8. Can you please provide ground up loss runs for Property and Casualty lines? **See solicitations site.**
9. Please provide Premium Summary for all lines of coverage – **See solicitations site.**
10. Oral Presentations (if applicable) are scheduled for May 14-16, will these be in person interviews,
or conducted virtually? **In person**
11. Section C. Proposal Format on page 26 of the solicitation documents includes a Performance Surety Bond requirement (section F.6.). Page 14, section II.C.4 Performance Bond states that the performance bond is to be executed and delivered with execution of the final contract to awarded firm. Please clarify that our agreement to provide a surety bond in the event of contract award will be sufficient for a “Pass” score in the evaluation summary. **It will be considered as part of the overall scoring.**
12. Section IV.A.1.g. requires that an appraisal be conducted once over the term of the contract. Please provide a copy of the current property schedule (in Excel) to include a detailed list of all locations, and values of locations. **See solicitation site.**
13. Section IV.A.1.g. states that compensation paid to intermediaries (if used) must be the sole responsibility of the Contractor. Please confirm that the State is requesting a “global” fee to include compensation to intermediaries (both owned and non-owned) and the contracted broker must pay that compensation to the intermediary/wholesaler, etc.? **We understand the**

- contract broker may need to engage a specialty lines intermediary with access to markets outside of our core coverages. These unique situations will be addressed on a case-by-case basis to ensure we maintain the best financial interests of the agencies within the State of New Mexico.
- a. If the State is requesting a global fee as outlined above, please provide a detailed schedule of insurance so all respondents can understand current intermediary participation. **See solicitation site.**
14. Some firms are affiliated with or own their own intermediaries/wholesalers. Please confirm that the proposed fee should encompass ALL compensation earned by the selected firm including any associated with owned or affiliated entities. i.e. firms cannot take a firm fixed fee and also earn additional (often undisclosed) compensation through these owned facilities. **This should include all compensation. Note: All agreed to compensation shall be disclosed in the billings.**
- b. Confirm it would not be acceptable for a firm that owns either domestic or foreign intermediaries or affiliates to bid an arbitrarily low fixed fee such as \$0, \$1, etc. **Confirmed.**
15. What is the current broker fee? Does this fee encompass all revenues earned by the firm, and what is the compensation earned by their owned intermediaries/wholesalers both domestically and in London/Bermuda? **Proprietary information.**
- c. How does the State account for/reconcile fees that the current broker may be receiving due to their owned wholesalers/intermediaries/affiliates?
 - d. Does the current agreement contemplate a cap on commissions/fees payable to wholesalers/intermediaries? **Proprietary information**
16. Section IV.A.5.a. provides a list of coverage programs for this solicitation. In order to gain a broader understanding of exactly what lines are included in the scope, please provide an insurance schedule that outlines each coverage, limit, deductible/retention and premiums. As it stands now, there are a couple of lines that we are unclear about on the list and we don't want to make assumptions. **See solicitation site.**
17. Section IV.A.5.a.xii notes that Rail is included in the solicitation.-Please provide a schematic that identifies which carriers are currently participating in the program, along with limits, deductibles, and premiums. **Total premium is shown on the SOI, coverage is equal to the Federal Tort Limit \$322,864,228 and our SIR is 5M per occurrence with no stop loss provision.**
18. Please provide a schematic/schedule of carriers for the Property program. **See solicitation site.**
19. Please provide a schematic/schedule of carriers for the Aviation/Spaceport. **See solicitation site.**
20. Section IV.A.5.a.ix – What lines of coverage are “Risk Services”? **We afford coverage for property including earthquakes and floods with our current SIR @ 500K and self-insure liability subject to the Tort Claims Act. We also seek to place specialty lines coverage via the broker as shown on the SOI.**

21. For Resident Business or Resident Veteran Preference – Is preference provided solely based on whether the firm has an active New Mexico office, or is it tied to whether one of the key team members servicing the State’s account is located at a New Mexico office? **The respondent should have a New Mexico office.**