

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information


Department: 09-Risk Management	Org Code: 0930000	
Contact Name: Misty Garcia	Subobject: 	User Code:
Telephone: 530-621-5388	Fax: 	

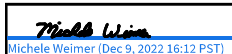
Required Supplier / Vendor Information

Vendor / Supplier Name: Alliant Insurance Services, Inc.	Vendor / Supplier Address: 1301 Dove St. Ste 200 Newport Beach, CA 92660
Contact Name: Eryn Elola	
Estimated Purchase Price/Contract Amount: \$135,000.00	Vendor / Supplier Email Address: eelola@alliant.com
Telephone: 415-403-1464	Fax:

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Alliant Insurance Services will provide employment benefits consulting which requires specialty skills and knowledge in employee benefits consulting and broker services. Alliant Insurance Services is the exclusive broker under Public Risk Innovation, Solutions and Management (PRISM) and has sole authority to represent PRISM programs to California public agencies.

Department Head: 
Joseph Carruesco (Dec 9, 2022 14:46 PST)
Signature

Purchasing Agent: 
Michele Weimer (Dec 9, 2022 16:12 PST)
Signature

Board of Supervisors:	P&C Assignment:
Date: <input type="text"/>	Assigned To: <input type="text"/>
Item: <input type="text"/>	Date: <input type="text"/>

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

Alliant Insurance Services is the exclusive broker under Public Risk Innovation, Solutions and Management (PRISM) and has sole authority to represent PRISM programs to California public agencies.

2. Provide the background of events leading to this acquisition.

On January 12, 2010, with Legistar 09-1484, the Board of Supervisors awarded RFP 10-961-101 for employee benefits consulting services to Alliant. The County and Alliant negotiated an initial 3 year contract term.

On February 15, 2011, with Legistar 11-0121, the Board of Supervisors entered into a Memorandum of Understanding (MOU) with CSAC-EIA (EIA) to join the CSAC-EIA Health program (EIA Health). In 2020, EIA changed its name to PRISM. PRISM is a Joint Powers Authority (JPA) comprised of California counties, cities, and public agencies organized to jointly develop and fund insurance and related programs with the most favorable terms and costs. As Alliant is the exclusive Broker to the PRISM risk sharing insurance programs, the County has renewed its agreements with Alliant upon expiration of each Alliant contract term.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Alliant is the exclusive Broker to the PRISM risk sharing insurance programs. They represent the development, underwriting, marketing and customer service model related to the implementation of the coverages. This includes the Property Casualty Programs and the Employee Benefit Programs. Alliant is under contract with PRISM and has sole authority to represent PRISM programs to California public agencies. This was done in support of a cohesive and robust service model that better serves the programs by creating continuity in service delivery to the program Members. Members of PRISM's insurance programs can elect a different broker, however, it is at Alliant's discretion as to whether or not they continue to allow that entity access to the PRISM programs. While the County can elect a different broker, we do so at the probability of losing access to the PRISMHealth program (the County's Health, Dental/Vision and ancillary benefit programs), as Alliant does not exercise that discretion.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

The County could elect a different broker, however, we could lose access to the PRISMHealth program which includes the County's Health, Dental/Vision and ancillary benefit programs. It is at Alliant's discretion as to whether or not they continue to allow us access to the PRISM programs if we were to elect a different broker.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

Not applicable. Rather, we confirmed through PRISM's Director of Employee Benefits that Alliant is the exclusive Broker to the PRISM risk sharing insurance programs, and that while members of PRISM's insurance programs can elect a different broker, it is at Alliant's discretion as to whether or not they continue to allow that entity access to the PRISM programs, and that Alliant would not be expected by PRISM to exercise their discretion, resulting in our likely loss of access to PRISM's programs.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

There are no changes to the rates reflected in our existing Agreement 4474 with Alliant Insurance Services. Agreement 4474 has been in place since February 1, 2020.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

The County has successfully controlled costs of the health plans offered through PRISM Health, and therefore by extension through Alliant, as PRISM's exclusive Broker to the PRISM risk sharing insurance programs. Specific cost savings cannot be calculated as we avoided higher costs through our participation in PRISM.






Non-Competitive-Bid-Justification-Form- Alliant Insurance Services C# 6965.

Final Audit Report

2022-12-09

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By:	Kelley Lawrie (Kelley.Lawrie@edcgov.us)
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"Non-Competitive-Bid-Justification-Form- Alliant Insurance Services C# 6965." History

-  Document created by Kelley Lawrie (Kelley.Lawrie@edcgov.us)
2022-12-09 - 10:27:47 PM GMT- IP address: 207.104.47.251
-  Document emailed to Joseph Carruesco (joseph.carruesco@edcgov.us) for signature
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