

TABULATION SHEET
RFP # 1460A
ANCILLARY / WORKSITE PRODUCTS FOR ACTIVE EMPLOYEES

WEIGHTED QUANTITATIVE SCORING:

PROPOSER	COMMISSION OR NET OF	LOCAL BROKER	TOTAL SCORE
Aetna	Net	N/A	187.57
Aflac	Com	Salazar Insurance Group or GEF Financial	278.44
Colonial - 1	Com	GEF Financial (Ricardo Filizola, Flavio Gonzalez, Tomas Esteve)	254.66
Colonial - 2	Com	Salazar Insurance Group (Joe Salazar)	254.66
Dearborn National (BCBS)	Net	N/A	196.23
Guardian	Com	No Broker - Commissions goes to enrollment solution PEC	332.58
Guardian	Net	N/A	306.68
Hartford	Net	N/A	197.14
Lincoln	Com	Salazar Insurance Group	274.91
Lincoln	Net	N/A	262.75
MetLife	Net & Com	No Broker - Commissions goes to enrollment solution PEC	285.4
MetLife	Com	GEF Financial (Ricardo Filizola, Flavio Gonzalez, Tomas Esteve)	296.64
Mutual of Omaha	Net	N/A	303.39
Standard	Net	N/A	169.73
UNUM	Net & Com	No Broker - Commissions goes to enrollment solution NEP	364.76
UNUM	Com	GEF Financial (Richard Filizola) or Ortegon Insurance Agency (Yvonne Ortegon) or Salazar Insurance Group (Dion Chavez)	330.01
Wellfleet	Com	GEF Financial Group (Flavio Gonzalez)	201.25

Confidential

Approved by Commissioners' Court
on 8/11/2020
Pending Contract Negotiations

