

July 23rd 2024

MARYLAND STATE TREASURER’S OFFICE

**Louis L. Goldstein Treasury Building
80 Calvert Street, Room 109
Annapolis, Maryland 21401**

**QUESTIONS AND ANSWERS
FOR
REQUEST FOR PROPOSALS FOR
INSURANCE BROKER SERVICES FOR
TRAVEL/ACCIDENT AND ATHLETIC PARTICIPANTS
COVERAGES**

RFP #TAAP – 07092024

Number	Question	Section/Page number (if applicable)	Response
1	Does the State contract with third party travel assist vendors such as "ISOS" or "ESIS" or "BroadSpire" or others that support the Travel Accident insurer (Chubb) or does the carrier provide these services?	2.5	Chubb’s Travel Accident identification card references AXA Assistance USA, Inc. for emergency medical and travel services.
2	How many employees (estimated) fall within the definition and scope of the policy (Class-1)	2.5.1 / page 11	For FY24, there are approximately 89,000 State employees, all of which may be Class 1 for the Travel Accident program.

3	Please confirm coverage applies both domestically as well as OCONUS (Outside Continental United States).	2.5.1 /page 11	The Travel Accident program applies both domestically and outside of the continental USA.
4	If Travel Accident covers both domestic and outside the united states (foreign)- what percentage of travel (trips) or travel days are outside the continental united states. If percentage not known, can you provide directional indication,(i.e. <input type="checkbox"/> "very little", <input type="checkbox"/> "less than 10%", <input type="checkbox"/> "less than 25%" etc.).	2.5.1 /page 11	Additional details will be provided to the successful broker.
5	Is the "basic" Athletic participation Accident Insurance a deductible "buy-down" policy?	2.6.1 / 2.6.2 / 2.6.3 (page 11, 12)	Yes for those institutions participating in the program.
6	Are the incurred losses "net" (after the deductible?), or first dollar?	2.6.1 (Page 12)	Both. Deductibles vary by participating institution, zero, \$1,000, or \$2,000.
7	Has the current / expiring insurance carrier (QBE / A.G. Administrators) non-renewed the insurance program	2.6.1 (Page 12)	No.
8	The Limit of insurance refers to " Crime " Coverage aggregate. Is that a typo? And the Accident Limit is \$5,000,000?	2.6.2 / 2.6.3 (page 12,13)	Yes – the word "Crime" is a typo and should be deleted in both instances. The Aggregate Limit of \$5,000,000 is confirmed.
9	Approximately how many students / participants fall under each program?	2.6.1 / 2.6.2 / 2.6.3 (page 12,13)	Estimated 4,500 student athletes total. Additional details will be

	("Basic"); ("Baltimore Community College") ("St. Mary's College")?		provided to the successful broker.
10	Does the State and or Baltimore Community College, St. Mary's College require issuance of any Travel Letters, ID Cards, or Certificates to participants or Third parties? If so how many annually (estimate). And at what frequency? (i.e. <input type="checkbox"/> once per year? <input type="checkbox"/> Monthly? <input type="checkbox"/> on-demand or daily?)	2.5 (All subsections) & 2.6 (All Subsections)	Travel Accident carrier provides a travel ID card electronically. Currently, each participating institution receives their own Athletic Accident policy, but no travel letters are issued.
11	Should the contract move to a new broker, will the multi-year policy be serviced by the existing broker or will servicing be moved to the new broker?	2.5.1 Page 11	The current contract requires the existing broker to handle policies they place until expiration.
12	Can you share premium history for the last 5 years?		<p>Travel Accident: 2020-2023: \$12,690 2020-2026: \$8,265</p> <p>Basic Athletic Accident: 2019-2020: \$997,029 2020-2021: \$997,029 2021-2022: \$943,704 2022-2023: \$990,899 2023-2024: \$1,154,124</p> <p>BCCC Catastrophic Athletic Accident: 2019-2020: \$4,867 2020-2021: \$4,867 2021-2022: \$4,867 2022-2023: \$4,867 2023-2024: \$4,867</p> <p>St. Mary's Catastrophic Athletic Accident: 2019-2020: \$750 2020-2021: \$750</p>

			<p>2021-2022: \$750 2022-2023: \$750 2023-2024: \$750</p>
13	Can you share broker fee for the last 5 years?		<p>Travel Accident: 2020-2023: \$1,000 2023-2026: \$1,000</p> <p>Basic Athletic Accident: 2019-2020: \$39,850 2020-2021: \$39,850 2021-2022: \$39,850 2022-2023: \$39,850 2023-2024: \$39,850</p> <p>BCCC Catastrophic Athletic Accident: 2019-2020: \$240 2020-2021: \$100 2021-2022: \$100 2022-2023: \$100 2023-2024: \$100</p> <p>St. Mary's Catastrophic Athletic Accident: 2019-2020: \$50 2020-2021: \$50 2021-2022: \$50 2022-2023: \$50 2023-2024: \$50</p>
14	Can you share the current master policy and a list of the different campus deductibles?		Additional details will be provided to the successful broker.
15	Does your broker offer annual benchmarking of peer institution programs?		Currently, the broker provides claim statistics for each institution participating in the basic program, including development of claims from prior years.
16	How many NCAA and NJCAA clients does your current broker have and do they place this coverage		This information has not been provided by the current broker.

	for other similar sized clients/systems?		
17	Has your current broker provided a full market review of your program, including insurance carriers and TPA options, in the last 5 years?		Yes, and as required by the RFP.
18	Number of participants - Both athletically and student-wise	Section 2.6 pg. 11	See response to #9.
19	Can we obtain 5 years of claims history? (lost runs for all lines)	Section 2.2 pg. 8	Additional details will be provided to the successful broker.
20	Can we have copies of the expiring past policies?		Additional details will be provided to the successful broker.
21	Can we have the cost of the premium that the state of Maryland has paid for this past year for all lines?	Section 2.2 pg. 8	See response to #12.
22	Are there any carriers they've been with before the current contract?		We are not clear as to meaning of this question.
23	Are there any pain points with the current broker that they're not fulfilling?		No.
24	Are the students or athletics participants required to have primary insurance?		Institutions determine what health insurance is required of students and athletes.
25	How are international students and athletes treated under the current plan?		We are not clear as to the meaning of this question.

26	What gaps if any are in the current plan?		None experienced.
27	Who is the current MBE? Can we have their contact info?		There is no current MBE under this present contract.
28	Under Section 5.3.1, Subsection G., Question 1. in the RFP, you state that each Offeror shall provide in its proposal confirmation of their ability to perform each of the services listed in Section 2.2 Insurance Broker Services. Do you want us to confirm our ability to perform each of the services by answering each item individually or can we confirm our ability to perform all the services in a paragraph?		It is our preference that each item is answered individually.
29	On page 11, section 2.6, which colleges and/or universities are covered under the athletic participants coverage (Basic)?		BCCC, Bowie, Coppin, Frostburg, Morgan, Towson, St. Mary's, Salisbury, UMBC, UMES.
30	Can you please provide current premium breakdown for each college and/or university under the athletic participants coverage (Basic)?		See response to #12, additional details will be provided to the successful broker.
31	On page 12, section 2.6.1, total claims paid is shown for each policy year for the athletic participants coverage (Basic). Can you please provide the claims		Additional details will be provided to the successful broker.

	breakdown by campus for each policy year?		
32	Will the Treasurer’s office choose just 1 insurance broker to handle all 4 policies?		Yes, the intention is to select 1 broker.
33	Is your current insurance broker compensated via commission or through an administrative fee?		Broker fee.
34	What percentage commission or what administrative fee does your current broker charge to broker all 4 policies annually?		See response to #13.
35	Did your current broker negotiate any refund premiums during covid related to these 4 policies?		Yes.
36	Has your current broker discussed the changes the NCAA has made to insurance requirements for Division 1 schools?		Yes.
37	Has your current broker discussed the new policy the NCAA is offering effective August 1, 2024?		Yes.
38	What has been the premium for the Blanket Travel/Accident Coverage and the Athletic Participants Coverage for the last 5 years?	Section 2.6	See response to #12.
39	Can you provide losses for both policies for the 2018 and 2019 years?	Section 2.6	Additional details will be provided to the successful broker.

40	How much is the current fee for the current broker? In addition, what has the fee been the last 5 years?		See response to #13.
41	What value added services does the current broker provide?	Section 5.3.1 G	Quarterly loss summaries by institution, current market and NCAA updates.
42	What are the current broker fees on each placement?		See response to #13.

END OF FORM