



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File #: A 20-205, **Version:** 2

Approve and authorize the Contracts/Purchasing Officer to execute a two year extension of the professional services agreement with Marsh USA, Inc. dba Marsh Risk and Insurance Services, for casualty insurance brokerage services in an amount not to exceed \$120,000 per year for an additional total not to exceed \$240,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors approve and authorize the Contracts/Purchasing Officer to execute a two year extension of the professional services agreement with Marsh USA, Inc. dba Marsh Risk and Insurance Services, for casualty insurance brokerage services in the amount not to exceed \$120,000 per year for an additional total not to exceed \$240,000.

SUMMARY/DISCUSSION:

Marsh Risk and Insurance Services is a global leader in insurance brokerage and risk management. Marsh provides industry-focused consulting, brokerage, and claims advocacy services by leveraging data, technology and analytics to help reduce total cost of risks. It operates in more than 130 countries and is one of the largest insurance brokerage firms. Marsh has provided services and resources that continue to be a successful partnership with the County in recognizing and properly transferring those risks.

The County entered into an original Agreement with Marsh Risk and Insurance Services on February 1, 2009, to provide casualty insurance brokerage services after the issuance of a Request for Proposals. Since 2009, the County has continued its business relationship with Marsh by amending the contract for several years. In 2019, the Board authorized a new, 1-year contract with Marsh, to expire June 30, 2020. A copy of that agreement is enclosed as Attachment A. It is therefore necessary to consider an extension of the contract. Marsh has agreed to hold its price steady for the two-year period - \$120,000 per year for a total not to exceed \$240,000; the total for the entire contract will be an amount not to exceed \$360,00. A draft amendment extending the agreement is enclosed as Attachment B.

OTHER AGENCY INVOLVEMENT:

N/A

FINANCING:

This contract will be paid from the General Liability (GL) - Internal Service Fund (ISF). The total cost of this contract shall not exceed \$120,000 per year for a total not to exceed \$240,000.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiative(s):

- ☐ **Economic Development** - Through collaboration, strengthen economic development to ensure a diversified and healthy economy.
- ☒ **Administration** - Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.
- ☐ **Health & Human Services** - Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for health choices and healthy

environments in collaboration with communities.

___ **Infrastructure** - Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

___ **Public Safety** - Create a safe environment for people to achieve their potential, leading business and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared and approved by:

Leslie J. Girard, County Counsel

Attachments: 2019 agreement; draft amendment.