

**EDUCATION SERVICE CENTER REGION 19  
RFQ AWARD SUMMARY**

**RFQ TITLE:** Supplemental Insurance Products, Brokerage, Consulting Services and Related – ESC Region 19 Allied States Cooperative  
**RFQ NUMBER:** 19-7337  
**RFQ OPENING DATE:** April 16, 2019  
**CONTRACT TERM:** Date of award until June 30, 2021 with the option for two (2) extensions for two (2) years each.

**(Extended by Region 19 until June 30, 2023)  
(Extended by Region 19 until June 30, 2025)**

**FUNDING SOURCE:** Various  
**RFQ's ISSUED:** 7  
**RESPONSES:** 5  
**ADVERTISEMENT DATES:** Washington Post – March 4th & 11th, 2019  
El Paso Times – March 4th & 11th, 2019  
**BOARD MEETING DATE:** May 16, 2019

**RECOMMENDED FOR AWARD** ~~Barrett Insurance Services (HUB)~~ **Robinson Barrett Insurance Services, LLC (Shana L. Robinson) \*updated 1/18/24**  
**Financial Benefit Services**  
**USI Southwest**

**TOTAL (estimated)** \$100,000,000.00 /year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative members and ESC Region 19 to utilize the supplemental insurance products and related services when required during the contract period. Reference checks were performed on proposal submission. Evaluation and award recommendation will be based on 40% references, 40% product diversity & portfolio, and 20% marketing plan. All companies that submitted proposals came back with evaluations totals over 90%. Rio Grande Therapy Group did not meet the Scope of Work for this RFQ, and therefore were not considered. Northwestern Mutual did not receive the required amount of reference responses needed for evaluation and therefore were not considered.

**SPECIFICATIONS PROVIDED BY:** Rebecca Hernandez  
ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Rebecca Hernandez  
ESC Region 19 Allied States Cooperative

Rena Lawrence  
ESC Region 19 Allied States Cooperative

**ORDER INFORMATION:**

**Barrett Insurance Services (HUB-Certified) Robinson Barrett Insurance Services, LLC (Shana L. Robinson)**

Attn: Ashley Gonzalez-Shana Robinson  
5675 Woodrow Bean Ste 6 14855 Blanco Road, Suite 108  
El Paso, Tx. 79924 San Antonio, TX 78216  
(915) 850-3456-210-902-4936

<http://www.barrettinsurance-services.com> / [shane@barrettinsurance-services.com](mailto:shane@barrettinsurance-services.com)  
[shana@roninsoninsuranceagency.com](mailto:shana@roninsoninsuranceagency.com)

**Services Provided-** Medical Insurance, Supplemental Insurance, and Brokerage Services

**States Covered-** TX

[Price Link](#)

**Financial Benefit Services**

Attn: Coby James  
2175 N. Glenville Dr.  
Richardson, TX 75082  
850-425-6200

<HTTP://www.fbsbenefits.com> / [cobyj@fbsbenefits.com](mailto:cobyj@fbsbenefits.com)

**Services Provided-** Employee Benefits Consulting, Benefits Administration, Online Enrollment, ACA Compliance.

**States Covered-** TX

[Price Link](#)

**USI Southwest**

Attn: Jim Brundage  
2505 E. Missouri  
El Paso, TX 79903  
(915) 534-9457

<HTTP://www.usi.com> / [jim.brundage@usi.com](mailto:jim.brundage@usi.com)

**Services Provided-** Property, Casualty, Workers Compensation and Employee Benefits insurance brokerage, risk management and claim advocacy services

**States Covered-** All 50 States

Please Contact Vendor for full Pricing Structure

Approved by: \_\_\_\_\_  
Dr. Armando Aguirre  
Dr. Armando Aguirre  
Dr. Armando Aguirre

Date: \_\_\_\_\_  
April 25, 2019  
March 25, 2021  
April 5, 2023