

COMPARISON BETWEEN TOP PROPOSALS

	Gregory & Appel	Gallagher	Comment
Cost	Med: \$30,000; Life/Dis: \$8,000	Med: \$32,000; Life/Dis: \$8,000	Likely negotiable & not material enough to affect selection.
Expertise	Miles background w/ Marsh, CIGNA, VU. VP (not on call) has Butler, Ivy Tech relationships	Stump/business was Spectrum, bought by Gallagher (rep U/K). Russell former underwriter & member of GBS higher ed group.	Miles more polished than Stump but Russell may lead & be more available than G&A's VP. Based on lead's credentials, edge to G&A.
Leverage with Anthem	Elite (top 5%) broker. Miles has 70 clients with them. G&A has \$73.7 mm in premium. G&A currently negotiating w/ Anthem re terms of entire ASO book of business.	Elite (top 5%) broker. Clients w/ Anthem = 1,795 clients (710,000 employees) nationally and 311 (30,400) locally. Premium volume not available; local would be less than G&A's.	Both significant.
Leverage with Prudential	\$140k in business.	Nationally 554 clients (433,000 employees). Locally 2 (200).	Both limited locally. Unclear if Gallagher size nationally would give edge.
Leverage with The Standard	\$270k in business.	11 clients (1500 employees)	Likely comparable. Neither may be significant.
Experience with Hi'r Ed	References available from VU, Ivy Tech, Butler.	Higher ed references are non-Indiana, non-public although have public (county) clients & access to Gallagher Highed Ed team.	Indiana & public edge to G&A. Possible some resource edge to Gallagher.
Experience with Hi'r Ed Disability	No but do have hospital client with pension rider.	Have other higher ed clients who use Lincoln National & Reliance Standard for "pension match" feature.	Edge to Gallagher (though 2 vendors cited may not be strong players in disability market).
Approach	Marketing takes lead; unclear how others involved	Team conference call & tout team approach	Edge to Gallagher.
Technical/Legal Resources	MyWave plus now adding HR360	Their Gallagher Ben Services is actually HR360.	Same purchased products. (May need to enroll/pay fee to keep Mercer's richer resources.)