



November 15, 2018

Corporation of the Town of Tecumseh
917 Lesperance Road
TECUMSEH, ON N8N 1W9

Attn: Luc Gagnon

Re: RFP for Insurance Services

Dear Mr. Gagnon,

We would like to take the opportunity to thank you once again for selecting Hub International to represent you as your broker.

As per your instruction an R. F.P for the Towns insurance for the 2019/2020 term went out. We have received the following proposals (before PST):

Jardine Lloyd Thompson Canada (existing carrier)	\$350,473
BFL Canada	\$462,732
Aon	\$320,196
Frank Cowan Insurance	\$295,428

We make our recommendation not only on price and coverage's but with many factors in mind, length of time in business, knowledge dealing with municipalities, stability in the marketplace and claims experience, among others.

Please note during our review, we examined the 4 proposals to make sure that they all met the RFP requirements including but not limited to:

- The POED limits for all physical assets and the respective contents
- The automobile fleet to ensure that all vehicles were accounted for
- That the liability limits were the same @ \$50,000,000. Note that each submission has different primary and excess limits but all account for the same total
- That the deductibles were similar and met the RFP requirements
- The extensions of coverage were similar i.e. replacement cost on vehicles/ Councillors AD&D/ Pollution limits/ Errors & Omissions/ Crime etc.

Having thoroughly reviewed all proposals we recommend the quote presented by Frank Cowan Company. Their quote meets all of the requested requirements with pricing of \$295,428.00. Frank Cowan has been providing insurance services for municipalities for over 90 years. Prior to JLT, the towns insurance was with Cowan for a number of years. Their proposal has also included a rate guarantee for 2 additional years beyond this quote. Subject to conditions similar to the other carriers.

As an added bonus Frank Cowan has offered to provide two complementary seminars to the Town, with many topics to choose from and customized to the Town of Tecumseh. Frank Cowan also offers access to Guidewire Claim center which is a real time web based paperless system that provides features such as up to date status of claims, claims history and much more.



Lastly we have enclosed a Summary provided by Cowan and some history that speaks to their ability to effectively provide insurance services to the Town of Tecumseh and why we have recommended them.

Once we have been directed by council to place coverage effective the January 1st renewal, I recommend we schedule a meeting with the Cowan representative to co-ordinate how and when to implement the additional services provided by them.

Should you have any further questions or comments please let us know.

Most Sincerely,

A handwritten signature in black ink that reads "Mike O'Neil". The signature is fluid and cursive, with the first letters of each word being capitalized and prominent.

Mike O'Neil

A handwritten signature in black ink that reads "M. Bilodeau". The signature is cursive and elegant, with the first letter of the first name being a large, stylized 'M'.

Mary-Anne Bilodeau