

## Scoring Rubric for Insurance Consultant Proposals

Category	Weight	Criteria	Score Range	Comments
<b>Experience and Qualifications in Urban K-12 Districts</b>	20%	Proven experience working with urban school districts, particularly those with multiple properties and declining enrollment.	0-10	<ul style="list-style-type: none"> <li>- Understanding of challenges such as budget constraints, multiple properties, and lower student populations.</li> <li>- Experience with unique insurance needs of urban districts.</li> </ul>
<b>Approach to Cost-Saving Strategies</b>	20%	Clear, actionable strategies for reducing insurance costs, including bundling policies, minimizing claims, and optimizing coverage.	0-10	<ul style="list-style-type: none"> <li>- Innovative solutions to reduce expenses while maintaining coverage.</li> <li>- Understanding of how declining enrollment impacts budget.</li> </ul>
<b>Experience with Cyber Insurance</b>	15%	Expertise in recommending and securing cyber insurance coverage, particularly for K-12 districts.	0-8	<ul style="list-style-type: none"> <li>- Experience in providing cyber liability coverage for educational institutions.</li> <li>- Ability to mitigate risks of data breaches and cyberattacks.</li> </ul>
<b>Approach to Property and Liability Insurance</b>	15%	Comprehensive approach to managing property and liability insurance needs, focusing on facilities and risk management.	0-8	<ul style="list-style-type: none"> <li>- Detailed plan for insurance coverage on multiple properties.</li> <li>- Addressing needs due to declining enrollment.</li> </ul>
<b>Approach to Risk Management</b>	15%	Detailed approach to managing physical and financial risks across multiple school properties, including risk assessments, mitigation strategies, and emergency preparedness.	0-8	<ul style="list-style-type: none"> <li>- Identification of specific risks related to urban districts.</li> <li>- Proactive risk management approach.</li> </ul>

Category	Weight	Criteria	Score Range	Comments
<b>Understanding of Urban School District Needs</b>	10%	Insight into the unique needs of urban K-12 districts, particularly those with multiple facilities and declining enrollment.	0-6	<ul style="list-style-type: none"> <li>- Tailored solutions for urban districts.</li> <li>- Differentiation from rural or suburban districts.</li> </ul>
<b>Communication and Responsiveness</b>	5%	Clarity and responsiveness in previous communications and proposal submission.	0-5	<ul style="list-style-type: none"> <li>- Timely and clear communications.</li> <li>- Well-organized and easy-to-understand proposal.</li> </ul>
<b>Total</b>	100%		0-55	