

EXHIBIT B

MWBE Commitment	
Percent goal met or good faith effort made?	Points
Certified M/WBE Compliance-Primary Vendor (1) Submitted their M/WBE certificate in their proposal; OR (2) Will award required portion of the project to a named M/WBE certified subcontractor; OR (3) Has certified they made a good faith effort to comply but were unable to locate a qualified M/WBE subcontractor.	5
Not Qualified Vendors proposal indicated that they did not qualify for the M/WBE certification nor do they comply with the M/WBE subcontract participation requirement.	0

Business Location	
Miles	Points
Within Winston Salem	5
Within North Carolina	3
Outside of North Carolina	0

Relevant Experience and Qualifications	
Understanding / Experience / Qualifications	Points
Superior	5
Above Average	4
Average	3
Below Average	2
Poor	1

Cost Effectiveness/Value	
Response	Points
Least cost compared to all other proposers	5
2nd least cost	4
3rd least cost	3
4th least cost	2
5th least cost	1
6th least cost	0

Quality of Proposal	
Response	Points
Exceeds Expectations	5
Above Average	3
Met Minimum RFP Requirements	1
Unresponsive or incomplete	0

Willis Towers Watson Analytical Insurance Services Inc.			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Relevant Experience and Qualifications	20.00	5.00	100.00
Cost Effectiveness/Price Value	20.00	2.00	40.00
Quality of Proposal	20.00	5.00	100.00
Final Score	Max 500		340.00

Gallagher Benefit Services, Inc.			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Relevant Experience and Qualifications	20.00	3.67	73.33
Cost Effectiveness/Price Value	20.00	4.00	80.00
Quality of Proposal	20.00	4.00	80.00
Final Score	Max 500		333.33

Mercer Health and Benefits			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Relevant Experience and Qualifications	20.00	5.00	100.00
Cost Effectiveness/Price Value	20.00	3.00	60.00
Quality of Proposal	20.00	5.00	100.00
Final Score	Max 500		320.00

Mark III Brokerage, Inc.			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Relevant Experience and Qualifications	20.00	3.33	66.67
Cost Effectiveness/Price Value	20.00	5.00	100.00
Quality of Proposal	20.00	2.17	43.33
Final Score	Max 500		310.00

Marsh & McLennan Agency LLC			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	0.00	0.00
Business Location	20.00	0.00	0.00
Relevant Experience and Qualifications	20.00	4.67	93.33
Cost Effectiveness/Price Value	20.00	3.00	60.00
Quality of Proposal	20.00	4.33	86.67
Final Score	Max 500		240.00

Saponi Industries, Inc.			
	Weight	Grade	Total Score
M/WBE Commitment	20.00	5.00	100.00
Business Location	20.00	0.00	0.00
Relevant Experience and Qualifications	20.00	1.67	33.33
Cost Effectiveness/Price Value	20.00	0.00	0.00
Quality of Proposal	20.00	0.17	3.33
Final Score	Max 500		136.67