

RESOLUTION NO. 27684

WHEREAS, on recommendation of Management, there was presented for approval, approved Award of three (3)-year Contract, with two (2) one-year renewal options, to Alliant Insurance Services Inc. covering insurance brokerage services of comprehensive All-Risk Property Liability, General (Aviation) Liability, Cyber and Technical Errors and Omissions Liability, Excess Workers Comprehensive, Employment Practices Liability, and other insurance products for Los Angeles World Airports, for cost not to exceed \$2,000,000; and

WHEREAS, contracted insurance broker services are essential to financing, managing, mitigating, avoiding, and transferring risk at and for Los Angeles World Airports (LAWA). State regulations require a California licensed insurance broker to obtain and bind LAWA's insurance program consisting of All-Risk Property Liability, General (Aviation) Liability, Cyber and Technical Errors and Omissions Liability, Excess Workers Comprehensive, and Employment Practices Liability, and any other insurance products; and

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Chief Executive Officer

WHEREAS, LAWA contracts with insurance brokers to develop, market, structure, and place insurance programs that provide a comprehensive coverage of various risks. An insurance broker is an insurance market expert that has established relationships with insurance carriers of all kinds. LAWA uses the Request for Proposals (RFP) process to solicit proposals and help identify the insurance brokers who can demonstrate the established expertise, experience, and carrier relationships to be able to provide the best services and meet LAWA's goals; and

WHEREAS, proposals were received from the following two (2) firms that responded to RFP 10350 for insurance broker(s) of record affecting all LAWA campuses [Los Angeles International Airport (LAX), Van Nuys Airport, and Palmdale land holdings]:

- a. Alliant insurance Services Inc. (Alliant)
- b. Willis Towers Watson Insurance Services West, Inc.; and

WHEREAS, Procurement Services Division reviewed the administrative requirements submitted by the proposers and deemed all proposers as having passed the Administrative Review. The Evaluation Panel evaluated the proposals based on the following:

Category	Points
Brokerage firm qualifications and financial capacity	20
Qualifications and experience of proposed day-to-day account managers	15
Brokerage firm's resources available to LAWA	15
Proposer's methodology and approach to services to LAWA	20
Proposed fee structure and schedule	20
Proposer's corporate responsibility (diversity, equity, and inclusion)	10
Total Points	100; and

WHEREAS, after the interviews and final tabulation of the Evaluation Panel's final rankings, Alliant was the top ranked proposer. Alliant demonstrated a high level of expertise in all areas of the scope of the RFP and is deemed to be the best qualified to provide necessary insurance brokerage and marketing services to LAWA; and

WHEREAS, having a three (3)-year contract with two (2) one-year renewal options will ensure the insurance broker of record and LAWA have sufficient time to strategically assess all insurance



products, which composition may change based on the insurance market. Under its Contract with LAWA, Alliant, a California licensed broker of record, will provide LAWA with expertise to assist in assessing its risk management program, evaluating available products and LAWA insurance requirements, and placing the insurance coverages. The primary services to be provided are:

- Marketing and Negotiating Insurance Coverage
- Insurance Consultative / Advisor Services
- Coverage Reviews and Research
- Investigation and Preparation of Special Comprehensive Studies / Reports / Data Mining
- Extra Services, fee to be negotiated, related to insurance sourcing and risk mitigation; and

WHEREAS, funds for the Contract are available in the Fiscal Year 2022-2023 LAWA Operating Budget in LAX Cost Center 1230017– Risk Management Division, Commitment Item 520 – Contractual Services. Funding for subsequent years will be requested as part of the annual budget process; and

WHEREAS, this action, as a continuing administrative activity, is exempt from California Environmental Quality Act (CEQA) requirements pursuant to Article II, Section 2.f of the Los Angeles City CEQA Guidelines; and

WHEREAS, actions taken on this item by the Board of Airport Commissioners will become final pursuant to the provisions of Los Angeles City Charter Section 373;

NOW, THEREFORE, BE IT RESOLVED that the Board of Airport Commissioners adopted the Staff Report; determined that this action is exempt from the California Environmental Quality Act (CEQA) pursuant to Article II, Section 2.f of the Los Angeles City CEQA Guidelines; found that the work can be performed more economically or feasibly by an independent contractor than by City employees; approved Award of three (3)-year Contract, with two (2) one-year renewal options, to Alliant Insurance Services Inc. covering insurance brokerage services of comprehensive All-Risk Property Liability, General (Aviation) Liability, Cyber and Technical Errors and Omissions Liability, Excess Workers Comprehensive, Employment Practices Liability, and other insurance products for Los Angeles World Airports, for cost not to exceed \$2,000,000; and authorized the Chief Executive Officer, or designee, to execute said Contract with Alliant Insurance Services Inc. after approval as to form by the City Attorney and approval by the Los Angeles City Council.

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I hereby certify that this Resolution No. 27684 is true and correct, as adopted by the Board of Airport Commissioners at its Regular Meeting held on Thursday, February 16, 2023.



Grace Miguel – Secretary
BOARD OF AIRPORT COMMISSIONERS