



## **REQUEST FOR PROPOSALS**

### **Employee Benefit Brokerage and Consulting Services**

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**Posting Date: July 23, 2025**

**Response Submission Deadline: 3:00 EST p.m. on August 22, 2025.**

#### **NOTE TO RESPONDENTS:**

Please be advised that **all** submissions (including those not selected for engagement) may be made available to the public on request pursuant to the Rhode Island Access to Public Records Act, Chapter 2 of Title 38 of the Rhode Island General Laws (the "APRA") upon award of a contract(s). As a result, respondents are advised not to include information that they deem proprietary or confidential or that constitutes a trade secret.

#### **INTRODUCTION**

Through this Request for Proposals ("RFP"), the Rhode Island Housing and Mortgage Finance Corporation ("RIHousing") seeks proposals from qualified firms to engage a qualified firm to perform brokerage and consulting services with respect to Rhode Island Housing and Mortgage Finance Corporation's ("RIHousing") employee benefits program. Rhode Island Housing strives to offer high-quality, competitive, and cost-effective benefit plans to our employees. We look for our broker/consultant to be a true partner in this effort. As Rhode Island Housing continues to grow, we believe that the strategic aspects of this partnership will remain increasingly important.

#### **INSTRUCTIONS**

Proposals must be submitted via email to: **Whitley Werts, Chief Human Resources Officer** at **wwerts@rihousing.com** no later than the response submission deadline set forth above.

**Proposals that are not received by the response submission deadline or that do not adhere to the submission instructions described herein shall not be accepted or considered by RIHousing.**

Proposals should be concise and adhere to the word count applicable to each section of this Request for Proposals ("RFP"). Proposals should be presented on business letterhead and include all attachments, certifications (including the Submissions Certification at [Attachment A](#)), and work samples (as applicable). Please note that failure to provide any information, certification, or document requested in this RFP may cause your submission not to be reviewed or considered by RIHousing.

RIHousing may invite one or more finalists to make presentations, including demonstrations of requested products, if applicable.



**RFP/RFQ Title:** \_\_\_\_\_  
**Respondent Name:** \_\_\_\_\_

Updates, amendments and Q&As related to this Request for Proposals may be posted from time to time at: [RFPs & RFQs | RIHousing](#).



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

### **SCOPE OF WORK**

Please see the Scope of Work as provided on Attachment B.

### **ITEMS TO BE INCLUDED WITH YOUR PROPOSAL**

**SUBMISSION  
CHECK LIST**

**Section A: General Firm Information (Total word limit: 500 words)**

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1. Provide a brief description of your firm, including but not limited to the following:
  - a. Name of the principal(s) of the firm.
  - b. Name, business telephone number and business email address of a representative of the firm authorized to discuss your proposal.
  - c. Locations of all offices of the firm.
  - d. Number of employees of the firm.

**RIHousing requests that the contact information provided in response to this subsection (1) be strictly limited to business addresses, telephone numbers, and email addresses to protect any personal information from being made available to the public pursuant to APRA.**

**Section B: Experience and Resources (Total word limit: 3500 words)**

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1. Describe your firm and its capabilities. In particular, support your capacity to perform the Scope of Work.

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2. Indicate which principals and associates from your firm would be involved in providing services to RIHousing. Provide appropriate background information for each such person and identify their responsibilities.

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3. If applicable, please indicate the name of any subcontractors that would be involved in providing services to your firm and to RIHousing. Provide appropriate background information for each person or entity, identify the person's responsibilities and outline their capabilities.

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4. Please include a current client roster, including a lead contact name and business telephone number for each.

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5. Describe your firm's information security systems and the steps that your firm takes to safeguard client communication, confidential information, and client data. Include in your response whether your firm performs penetration testing, your firm's encryption methods, and whether client data is stored onshore or offshore.



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

**Section C: Fee Structure (Total word limit: 500 words)**

The cost of services is one of the factors that will be considered in awarding this contract. The information requested in this section is required to support the reasonableness of your fees.

- ☐ 1. Please provide a cost proposal for providing the Scope of Work at Attachment B. RIHousing anticipates a two-year agreement. Please provide quotes for each year for 1 through 2.
- ☐ 2. Provide an itemized breakdown of billing rates and hourly costs, list of key personnel and their hourly rates, reimbursable expenses, etc., for any services that may be requested in addition to the services previously described.
- ☐ 3. Please provide any other fee information applicable to the engagement that has not been previously covered that you wish to bring to the attention of RIHousing.

**Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business pursuant to the Rhode Island State Purchases Act**

- ☐ 1. In compliance with State law (R.I. Gen. Laws §§ 37-2-1 et seq; R.I. Gen. Laws §§ 37-14.1-6), RIHousing encourages the participation of persons of color, women, persons with disabilities and members of other State-protected classes. Describe your firm's affirmative action program and activities. Include the number and percentage of members of State-protected classes who are either principals or senior managers in your firm, the number and percentage of members of State-protected classes in your firm who will work on RIHousing's engagement and, if applicable, a copy of your Minority- or Women-Owned Business Enterprise state certification. This information will be used in furtherance of Rhode Island law.

**Section E: Miscellaneous (Total word limit: 1000 words)**

- ☐ 1. Discuss any topics not covered in this RFP that you would like to bring to RIHousing's attention.

**Section F. Certifications**

- ☐ All applicants must respond to and provide documentation as outlined in the Request for Proposals Submission Certifications at Attachment A.



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

## **EVALUATION AND SELECTION**

A selection committee consisting of RIHousing employees will review all proposals that meet the requirements set forth in the “Instructions” section of this RFP and make a selection based on the following factors:

- Professional capacity to undertake the Scope of Work (as evaluated by reference in Section B: Experience and Resources);
- Proposed fee structure (as evaluated by reference in Section C: Fee Structure);
- Ability to perform within time and budget constraints (as evaluated by reference in Section B);
- Evaluation of proposed project approach (as contained in the Attachment B-Scope of Work. Section B);
- Previous work experience and performance with RIHousing and/or similar organizations (as provided in Section B: Experience and Resources, subsection 3);
- Recommendations by references (as provided in Section B: Experience and Resources, subsection 3);
- Firm minority status and affirmative action program or activities (as requested in Section D: Firm minority status and affirmative action program or activities (in accordance with Rhode Island law, as requested in Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business))
- Other pertinent information submitted.

By this RFP, RIHousing has not committed itself to undertake the work set forth herein. RIHousing reserves the right to reject any and all proposals, to rebid the original or amended scope of services and to enter into negotiations with one or more respondents. RIHousing reserves the right to make those decisions after its receipt of responses. RIHousing’s decision on these matters is final.

**For additional information, contact: Whitley Werts, Chief Human Resources Officer at [wwerts@rihousing.com](mailto:wwerts@rihousing.com)**

*Revised: February 15, 2023*



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

### Attachment A

#### Requests for Proposals Submission Certifications

Please respond to **all** items below and include it in your response to this RFP. Be sure to include any additional information in the space provided or as an attachment as needed. Please ensure that any attachments refer to the appropriate item by name (i.e., “Conflict of Interest,” “Major State Decision Maker,” etc.)

**Total word limit for Sections A and B: 500 words**

#### **Section A: Conflicts of Interest**

1. Identify any conflict of interest that may arise as a result of business activities or ventures by your firm and associates of your firm, employees, or subcontractors as a result of any individual’s status as a member of the board of directors of any organization likely to interact with RIHousing. **If none, check below.**

☐ None

2. Describe how your firm will handle actual and or potential conflicts of interest (*please include in your proposal or attach a sheet with this information*).

#### **Section B: Litigation, Proceedings, Investigations**

1. Identify any material litigation, administrative proceedings, or investigations in which your firm is currently involved. **If none, check below.**

☐ None

2. Identify any material litigation, administrative proceedings, or investigations to which your firm or any of its principals, partners, associates, subcontractors, or support staff was a party, that has been finally adjudicated or settled within the past two (2) years. **If none, check below.**

☐ None

#### **Section C: Certifications**

1. RIHousing insists upon full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors. This law requires State Vendors entering into contracts to provide services to an agency such as RIHousing, for the aggregate sum of \$5,000 or more, to file an affidavit with the State Board of Elections concerning reportable political contributions. The affidavit must state whether the State



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

Vendor (and any related parties as defined in the law) has, within 24 months preceding the date of the contract, contributed an aggregate amount in excess of \$250 within a calendar year to any general officer, any candidate for general office, or any political party. **Please acknowledge your understanding below.**

☐ I have read and understand the requirements of Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

2. Does any Rhode Island “Major State Decision-maker,” as defined below, or the spouse or dependent child of such person, hold (i) a ten percent or greater equity interest, or (ii) a Five Thousand Dollar or greater cash interest in this business?

For purposes of this question, “Major State Decision-maker” means:

- (i) All general officers; and all executive or administrative head or heads of any state executive agency enumerated in § 42-6-1 as well as the executive or administrative head or heads of state quasi-public corporations, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (ii) All members of the general assembly and the executive or administrative head or heads of a state legislative agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (iii) All members of the state judiciary and all state magistrates and the executive or administrative head or heads of a state judicial agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, chief of staff or state court administrator.

**Please indicate your response below.**

☐ Yes

If your answer is “Yes,” please identify the Major State Decision-maker, specify the nature of their ownership interest, and provide a copy of the annual financial disclosure required to be filed with the Rhode Island Ethics Commission pursuant to R.I.G.L. §§36-14-16, 17 and 18.

☐ No



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

3. In the course of providing goods or services to RIHousing, the selected respondent may receive certain personal information specific to RIHousing customer(s) including, without limitation, customer names and addresses, telephone numbers, email addresses, dates of birth, loan numbers, account numbers, social security numbers, driver's license or identification card numbers, employment and income information, photographic likenesses, tax returns, or other personal or financial information (hereinafter collectively referred to as the "Personal Information"). The maintenance of the Personal Information in strict confidence and the confinement of its use to RIHousing are of vital importance to RIHousing.

**Please certify below that in the event your firm is selected:**

- (i) any Personal Information disclosed to your firm by RIHousing or which your firm acquires as a result of its services hereunder will be regarded by your firm as confidential, and shall not be copied or disclosed to any third party, unless RIHousing has given its prior written consent thereto; and
- (ii) your firm agrees to take all reasonable measures to (a) ensure the security and confidentiality of the Personal Information, (b) protect against any anticipated threats or hazards to the security or integrity of the Personal Information, and (c) maintain reasonable security procedures and practices appropriate to your firm's size, the nature of the Personal Information, and the purpose for which the Personal Information was collected in order to protect the Personal Information from unauthorized access, use, modification, destruction or disclosure; and
- (iii) when discarding the Personal Information, destroying it in a commercially reasonable manner such that no third party can view or recreate the information, electronically or otherwise.

These provisions, which implement the requirements of the Rhode Island Identity Theft Protection Act, R.I.G.L. § 11-49.2 et seq., will also be incorporated into the final contract with the selected respondent(s). In addition, if selected, your firm may be requested to provide a copy of its information security plan.

☐ I certify that in the event our firm is selected, we will comply with the Personal Information and Security guidelines noted above.

Your firm's president, chairman or CEO must certify below that (i) no member of your firm has made inquiries or contacts with respect to this RFP other than in an email or written communication to **Whitley Werts, Chief Human Resources Officer** at [wwerts@rihousing.com](mailto:wwerts@rihousing.com) seeking clarification on the Scope of Work set forth in this proposal, from the date of this RFP through the date of your proposal, (ii) no member of your firm will make any such inquiry or contact until after 3:00 EST p.m. on August 22, 2025. (iii) all information in the proposal is true and correct to the best of your knowledge, (iv) no member of your firm gave anything of monetary value or promise of future employment to a RIHousing employee or Commissioner, or a relative of the same, based on any





**RFP/RFQ Title:** \_\_\_\_\_  
**Respondent Name:** \_\_\_\_\_

understanding that such person's action or judgment will be influenced, (v) your firm did not consult with RIHousing in connection with the development of this RFP, and (vi) your firm is in full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

☐ I certify that no member of our firm has made or will make any such inquiries or contacts; all information supplied is true and correct; no member of our firm has provided anything of value to influence RIHousing; and our firm is in compliance with applicable political contribution reporting.

President, Chairman or CEO (*print*): \_\_\_\_\_

Signature: \_\_\_\_\_

Firm Name: \_\_\_\_\_



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

## Attachment B

### Scope of Work

Rhode Island Housing is seeking a broker/consultant to provide a comprehensive range of services related to the design, implementation, maintenance, communication, and enhancement of employee group health and welfare plans over a two-year period.

#### General Rhode Island Housing Background:

- A. Office Location: Rhode Island Housing currently has one office location, located in downtown Providence on Washington Street.
- B. Business Description: Rhode Island Housing is a self-supporting, quasi-public agency created by the General Assembly in 1973 to provide financing and resources to offer housing options to Rhode Islanders. RIHousing works to ensure that all people who live in Rhode Island can afford a healthy home that meets their needs. We do this in a number of ways: by providing affordable loans to help Rhode Islanders buy a home; by helping current homeowners maintain and sustain their homes; by providing subsidies to help low-income Rhode Islanders rent safe and healthy homes; and by financing the development and preservation of affordable homes.
- C. Employees: Rhode Island Housing currently employs 239 benefit-eligible employees.
- D. Overview of Current Benefit Program:
  - Medical – Blue Cross Blue Shield of Rhode Island, two tiers. Rhode Island Housing is currently enrolled in a high-deductible plan and self-insured for the deductible.
  - Dental – Blue Cross Blue Shield of Rhode Island, two tiers
  - Vision – VSP, four tiers
  - FSA – London Health
  - STD – Self-Insured
  - LTD – The Hartford
  - Basic Life/AD&D – The Hartford

#### Services Required

- A. Consulting Services
  - Evaluation of plan design, strategic recommendations, and implementation
  - Collection of benchmark data, analysis of benchmark data, performance of peer group comparisons, and related strategic recommendations
  - Performance of healthcare reform calculations, provision of guidance, and recommendations
  - Comprehensive employee communications support, development of consumer-focused guidance tools, and education related to healthcare and Rhode Island Housing's high-deductible health plan



RFP/RFQ Title: \_\_\_\_\_  
Respondent Name: \_\_\_\_\_

B. Financial & Data Analysis

- Performance of analysis of the impact of healthcare reform on Rhode Island Housing group medical plan
- Performance of financial analysis and funding recommendations related to benefit programs
- Evaluation of employee contribution strategy and development of related recommendations
- Data collection, organization, and interpretation related to claim experience
- Ongoing performance of financial analysis and cost projections
- Analysis of benefit utilization and cost trends
- Evaluation of the impact of potential benefit changes

C. Plan Placement, Vendor Management, and Renewals

- Conduct thorough competitive vendor/market analysis, including cost and plan comparisons
- Performance of benchmark analysis of peers/market
- Performance of network evaluations, including discounts, access, and disruption
- Negotiation of provider and insurer agreements and renewals, including costs, terms, conditions, and service level agreements and performance guarantees
- Implementation of new benefit programs
- Review of insurance vendor contracts and policy documents
- Ongoing vendor evaluation and performance management
- Serve as liaison for the resolution of administrative and claim issues

D. Informational Services

- Monitoring the legislative environment and giving regular updates and guidance
- Proactive assistance with federal and state compliance matters, including with respect to healthcare statutes and regulations
- Provision of expertise related to healthcare reform, ERISA, Internal Revenue Code, HIPAA, and COBRA matters
- Facilitation of access to ERIA attorneys and content experts as required

E. Direct Administration Services

- Selected respondents will provide comprehensive services sufficient to administer all aspects of the self-insured portion of the Agency's high deductible health insurance plans, which the Agency offers as secondary insurance to employees.