

SIGNATURE PAGE

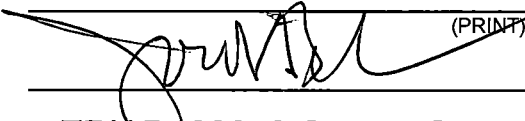
P-18-2024

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE
WITH YOUR REQUIREMENTS.**

Company Name: Conner Strong & Buckelew

Preparer's Name: Joseph M. DiBella (PRINT)

Signature:  (PRINT) 11/20/23 (DATE)

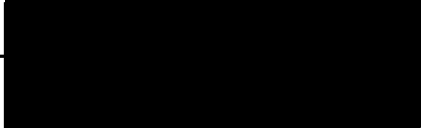
Address: TRIAD1828, 2 Cooper Street, PO Box 99106
Camden, NJ 08101

Telephone No.: 856-552-4618

Fax No.: 856-206-5388

E-Mail Address: jdibella@connerstrong.com
***** (This should be the email where Contracts would be sent) *****

Contact Person: Joseph DiBella

FEIN: 
(Federal Employee ID)

BRC: _____
(Business Registration Certificate)

(Revised 2/2017)



IV. APPENDIX A - FEE PROPOSAL FOR SERVICES

Initial Period 3 years (36 months/12 quarters) 1/1/2024- 12/31/2026	1 st Renewal 1 year: (12 months/4 quarters) 1/1/2027- 12/31/2027	2 nd Renewal 1 year: (12 months/4 quarters) 1/1/2028- 12/31/2028
Price Per Quarter	Price Per Quarter	Price Per Quarter
\$ 15,416.67	\$ 46,250	\$ 46,250
Total 3 Year Price	Total 1 Year Price	Total 1 Year Price
\$ 555,000 (\$185,000 per year)	\$ 185,000	\$ 185,000

The Consultant will be compensated quarterly on a Flat Fee for Service. Any and all travel related expenses shall not be reimbursable.

Conner Strong & Buckelew proposes providing complete employee benefit health and welfare consulting services consistent with what has been requested in the Scope of Services included in the RFP. In the Exhibits section of this response, we have included our “Statement of Services” contemplated herein. Recognizing the significance of the securing the best benefits consultancy and brokerage relationship, we understand that employers will place a significantly greater emphasis on which firm can and will do the best and most effective job versus the one that simply has proposed the lowest fee. While we feel that we have been aggressive with our pricing, recent experiences have demonstrated that in the current economic environment, some firms have proposed unrealistically low fees simply to “win the business” with no real capacity to provide the depth and scope of the required services. In virtually all cases where the low bid has been selected, the relationships have been short-term and unfavorable for the customer.

While price is a crucial part of any selection process, it is merely one of many disciplines we know that the County will consider. In the case of Conner Strong & Buckelew, we professionally market our services based on the totality of our value proposition and the overall experience we deliver for the customer. In consideration for the services to be provided by Conner Strong & Buckelew, the following compensation terms are proposed:

Conner Strong & Buckelew proposes a transparent annualized consulting fee to cover all of the services requested and as noted throughout the proposal. The terms and details are as follows:

- A completely transparent Annual Consulting Fee of \$185,000 per year, applicable for three years (3 successive twelve month periods). The Annual Consulting Fee shall be in place of any core commissions. In the event commissions may not be extracted from any core coverages,