

**2012-13 Investment Consultant RFP - Minimum Qualification and Fee Matrix**

Proposal From	Minimum Qualifications		Annual Retainer	Provider RFP	Compliance Audit	Other	Total Annual Retainer Year 1
	Plans/Clients	Assets (at least \$300M)					
<b>Callan</b>	160 plans	over \$300M	\$134,933			3% annual increase for year 2 onward; includes all services and travel described in Scope of Work	<b>\$134,933</b>
<b>Heintzberger/Payne</b>	three 457(b) clients	\$876M	\$60,000	\$30,000		annual fee includes audit; 3 year agreement	<b>\$90,000</b>
<b>Mercer</b>	223 defined contribution clients	\$487M	\$100,000	\$75,000	\$25,000	proposal contains an extensive description of services covered by annual retainer	<b>\$200,000</b>
<b>RVKuhns &amp; Associates</b>	175 clients	*	\$100,000	\$40,000		fee guaranteed for 2 years; adjusted by CPI or 3% starting in year 3	<b>\$140,000</b>
<b>SST Benefits Consulting**</b>	*	\$6M-\$3B	\$91,000	\$75,000	\$20,000	Fees broken out by services in matrix; Proposal shows year 1-\$111,000; year 2-\$163,000; year 3-\$111,000; year 4-\$88,000	<b>\$186,000</b>
<b>SageView Advisory Group</b>	300 clients	\$20B	\$85,000	\$20,000	\$10,000	compliance audit to be completed every other year and billed every other year; fee guaranteed for 3 years; provider RFP search conducted if requested	<b>\$115,000</b>
<b>Segal Rogerscasey</b>	23 public sector def comp programs	\$20B	\$82,500	\$65,000	\$28,000	guaranteed for 2 years and includes travel; RFP-if evaluating more than 10 vendors, add \$8,000 per vendor	<b>\$175,500</b>
<b>Wilshire</b>	30 defined contribution plans	\$30B	\$125,000	\$50,000	\$40,000	Fee guaranteed for one year, inflation adjusted each year; up to 6 trips to meetings; would contract with an outside firm to conduct compliance review	<b>\$215,000</b>

\*Did not specifically address - RFP states "Bidder must provide verification substantiating the ability to meet this requirement. Firms not meeting this requirement will not receive further consideration. "

\*\*SST Benefits provided only one copy of a sample performance review; RFP requested a Master and 6 identical copies to be submitted