



CITY OF MANITOWOC

WISCONSIN, USA

www.manitowoc.org

DATE: May 5, 2025
TO: Personnel Committee
FROM: Jessie Lillibridge, HR Director
RE: Recommendation to Contract with McClone for Benefit Consulting Services

Last month, the City issued a Request for Proposals (RFP) seeking a benefits consultant. Periodically, the City undertakes this process to ensure that its self-insured health plan is managed efficiently and that both the City and its employees receive high-quality customer service regarding their health benefits. For over ten years, the City has partnered with USI (formerly ABRC) for these services.

In response to the RFP, the City received four proposals. These submissions were reviewed by the Finance Director and Human Resources Director, who then invited two firms to meet virtually to discuss the proposals.

Following careful evaluation—and in consultation with Mayor Nickels—the decision was made to transition to McClone. This recommendation is based on several factors, including McClone's commitment to achieving cost savings within our health plan, their experience in the public sector, robust reporting capabilities, and strong references.

In accordance with the terms of our current agreement, USI was provided with the required 60-day notice. With that notice issued, we aim to begin working with McClone as soon as Council approval is obtained.

We recommend entering into a three-year agreement with McClone for benefits broker consultant services, effective immediately upon approval.

The proposal and supporting documentation are attached for your review.

Thank you for your consideration.

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