



Florida Workers Compensation Joint Underwriting Association, Inc.

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TO: Respondents to the Request for Proposals for Collection Services for the FWCJUA dated January 6, 2006

FROM: Laura S. Torrence, Executive Director

DATE: March 8, 2006

RE: EVALUATION TEAM'S RECOMMENDATION REGARDING THE SELECTION OF A COLLECTION SERVICES PROVIDER

This is to inform you that it is the unanimous recommendation of the Evaluation Team that Revenue Systems, Inc. (RSI) continue as the sole-provider of collection services on behalf of the Florida Workers' Compensation Joint Underwriting Association, Inc. for the three (3) year period, beginning July 1, 2006 at its revised fee structure. The Evaluation Team comprised of the following individuals: Pat Cannassa, Operations Committee Chair, FWCJUA; Laura S. Torrence, Executive Director, FWCJUA; Robert C. Glenn, Operations Manager, FWCJUA; and Michael Cleary, Program Manager, FWCJUA.

Revenue Systems, Inc. decisively evidenced their flexibility to adapt to changing requirements; their knowledge of the FWCJUA book of business; their understanding of the unique characteristics of the operation of the FWCJUA; and demonstrated their expertise in delivering quality services necessary to residual market policyholders on behalf of the FWCJUA. RSI reflects the FWCJUA's sense of urgency in aggressively collecting the maximum amount possible in the shortest possible time with recoveries occurring in 45 days and full payment in 90 days on the majority of accounts. They have demonstrated an understanding of the FWCJUA's Orlando service provider operations and displayed an ease of working with their personnel. They clearly demonstrated their desire to continue the partnership by offering a lower fee schedule for the new contract period.

The relatively small number of risks currently residing in the residual market was considered as a part of the recommendation that Revenue Systems, Inc. remain the sole-provider of services during the contractual period. Having multiple providers would tend to increase the administrative costs of the operation of the FWCJUA through increased oversight and reporting requirements; adversely impact the providers' ability to spread economic costs due to a reduced book of business; and result in the FWCJUA being less of a factor when the providers sets their priorities.

Thank you again for submitting a proposal.

c: FWCJUA Board of Governors
Tom Maida, General Counsel
Jim Watford, Florida Office of Insurance Regulation

BOARD OF GOVERNORS: Ray Neff, *Chair*; David Webber, *Vice Chair*; Steve Burgess; Patrick Cannassa; Dan Dannenhauer; Elissa Pacheco; Claude Revels; Beth Vecchioli; Laura Wehrle