

Karen Weldin Stewart, CIR-ML
Commissioner



Delaware Department of Insurance

November 9, 2015

Mr. Charles Hale
Hale's Safety, Inc.
22 N. Old Baltimore Pike
Christiana, DE 19702

RE: RFP DOI15004-SAFETY_INSP

Dear Mr. Hale:

The Department of Insurance (the "Department") has completed the evaluation of proposals submitted in response to RFP DOI15004-SAFETY_INSP. Based on the outcome of the evaluation process, the Department is pleased to inform you that Hale's Safety, Inc. has been selected as a vendor for this project, and the Department wishes to begin contract negotiations with you as soon as possible. We will be contacting you shortly with information about the next steps. Please be advised that you may not begin working on this matter until you have a signed contract and purchase order in hand.

Thank you for your interest in working with the Department. We look forward to successful contract negotiations. If you have any questions, please contact me at (302) 674-7300.

Sincerely,
Signature on File

Michael A. Gould
Director Property & Casualty Division
Delaware Department of Insurance

Karen Weldin Stewart, CIR-ML
Commissioner



Delaware Department of Insurance

November 9, 2015

Mr. Charles E. Sassaman
Charles E. Sassaman, LLC
645 N. Bishop Avenue
Springfield, PA 19064

RE: RFP DOI15004-SAFETY_INSP

Dear Mr. Sassaman:

The Department of Insurance (the "Department") has completed the evaluation of proposals submitted in response to RFP DOI15004-SAFETY_INSP. Based on the outcome of the evaluation process, the Department is pleased to inform you that Charles E. Sassaman, LLC has been selected as a vendor for this project, and the Department wishes to begin contract negotiations with you as soon as possible. We will be contacting you shortly with information about the next steps. Please be advised that you may not begin working on this matter until you have a signed contract and purchase order in hand.

Thank you for your interest in working with the Department. We look forward to successful contract negotiations. If you have any questions, please contact me at (302) 674-7300.

Sincerely,
Signature on File

Michael A. Gould
Director Property & Casualty Division
Delaware Department of Insurance

Karen Weldin Stewart, CIR-MI.
Commissioner



Delaware Department of Insurance

November 9, 2015

Mr. John Mouser
President
TekSolv, Inc.
130 Executive Drive,
Suite 5
Newark, DE 19702

VIA EMAIL

Dear Mr. Mouser:

On behalf of the Delaware Department of Insurance, I would like to express our appreciation to TekSolv, Inc. for responding to our Workplace Safety Program's recent RFP soliciting vendors to serve as safety inspectors on behalf of the program.

Your proposal was well-received by the Proposal Evaluation Team and received a very competitive score. However, the team did not select your proposal due to the exception you took to the pricing structure. This pricing structure has been fixed for some time and the team deemed it to be non-negotiable.

However, the team was so impressed by your proposal and your readily-apparent ability to provide the desired services that, in the exercise of the discretion conferred upon it by the terms of the RFP, it wanted to give you the option to modify your proposal by withdrawing the exception and accepting the stipulated pricing. We understand that this may not be financially viable for you, but if it is, we wanted to make sure you understood we would welcome your participation in the program.

Once you have reviewed this letter and come to a decision as to whether or not you wish to modify your original proposal, please get back to me with your decision. Of course, should you wish to talk about this matter in the interim, you can reach me at 302-674-7304.

Very truly yours,
Signature on File

Michael A. Gould, Esq.
Director, Property & Casualty Division
Delaware Department of Insurance



November 19, 2015

Via electronic mail

Mr. Michael A. Gould, Esq.
Director, Property & Casualty Division
Delaware Department of Insurance
841 Silver Lake Blvd.
Dover, DE 19904-2465

Re: RFP DOI15004-Safety_Insp

Dear Mr. Gould:

Thank you for taking the time to speak with us earlier this week. Upon further review TekSolv is willing to remove the exception in our earlier submittal and accept the stipulated pricing structure under the RFP DOI15004-Safety_Insp.

TekSolv is looking forward to a working relationship with the Delaware Department of Insurance. Please let us know what the next steps are in the process.

Thank you again for the opportunity and we look forward to hearing from you soon.

Sincerely,

Erik Bish, CSP

Erik Bish, CSP
General Manager, EHS Consulting
TekSolv, Inc.
www.teksolv.com

Karen Weldin Stewart, CIR-ML
Commissioner



Delaware Department of Insurance

November 9, 2015

Mr. W. Donald Poore
President
Workplace Safety, Inc.
303 Waterside Dr.
Felton, DE 19943

RE: RFP DOI15004-SAFETY_INSP

Dear Mr. Poore:

The Department of Insurance (the "Department") has completed the evaluation of proposals submitted in response to RFP DOI15004-SAFETY_INSP. Based on the outcome of the evaluation process, the Department is pleased to inform you that Workplace Safety, Inc. has been selected as a vendor for this project, and the Department wishes to begin contract negotiations with you as soon as possible. We will be contacting you shortly with information about the next steps. Please be advised that you may not begin working on this matter until you have a signed contract and purchase order in hand.

Thank you for your interest in working with the Department. We look forward to successful contract negotiations. If you have any questions, please contact me at (302) 674-7300.

Sincerely,
Signature on File

Michael A. Gould
Director Property & Casualty Division
Delaware Department of Insurance