



DATE: October 20, 2022

TO: Deborah Stephens, Total compensation Benefits Managers

FROM: Allison Staton, M/WBE Compliance Officer

SUBJECT: M/WBE Memo for City of Greensboro Standard Life Insurance Services

The M/WBE Office reviewed the request submitted for Life Insurance products for the Human Resources Department to determine compliance with the M/WBE Program Plan. The M/WBE Office had advance input in the specification process and respondents were eligible to receive up to a total of ten points for M/WBE participation. No contract goals were established for the services and M/WBE firms were notified of the opportunity to submit a response.

The Standard Life Insurance Company was the selected firm and will be awarded a three-year contract for \$2,341,404.00 (\$780,468.00 annually). The firm will self-perform the services.

Please be reminded that during the performance of the contract, if there are any changes including subcontractor replacement; the Department and Prime Contractor must contact the M/WBE Office for approval, before making any such changes or substitutions.

Thank you

Cc: Timothy Jackson III, M/WBE Coordinator  
Matthew Schweitzer, SR HR Manager  
J.A. Kieffer, PSD Contract Analyst