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## Header @ 1

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Procurement Folder: 1442818

Procurement Type: Central Master Agreement

Vendor ID: 000000192019

Legal Name: INS CONSULTANTS INC

Alias/DBA:

Total Bid: \$0.00

Response Date: 06/25/2024

Response Time: 12:56

Responded By User ID: RyanShaw2024

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Last Name: Shaw

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SO Doc Code: CRFQ

SO Dept: 0704

SO Doc ID: INS2400000006

Published Date: 6/18/24

Close Date: 6/25/24

Close Time: 13:30

Status: Closed

Solicitation Description: Actuarial Rate Review of P &amp; C Related Product Filing Serv

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

**Proc Folder:** 1442818  
**Solicitation Description:** Actuarial Rate Review of P & C Related Product Filing Serv  
**Proc Type:** Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2024-06-25 13:30	SR 0704 ESR06142400000007827	1

**VENDOR**  
000000192019  
INS CONSULTANTS INC

**Solicitation Number:** CRFQ 0704 INS2400000006  
**Total Bid:** 0  
**Response Date:** 2024-06-25  
**Response Time:** 12:56:01  
**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
Beverley Toney  
304-414-8473  
beverley.a.toney@wv.gov

**Vendor**  
**Signature X** **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Actuarial Rate Review of P&C Related Product Filing/Consult	0.00000	HOUR	275.000000	0.00

Comm Code	Manufacturer	Specification	Model #
80101512			

**Commodity Line Comments:**

**Extended Description:**

Actuarial Rate Review of P&C Related  
Product Filing/Consulting Services. Vendors are to list their hourly rate in the Exhibit A Pricing Page.



## **West Virginia Offices of the Insurance Commissioner**

### **Actuarial Rate Review of Property and Casualty Related Product Filings and Consulting Services**

**INS Consultants, Inc.  
419 South 2nd Street  
New Market, Suite 206  
Philadelphia, PA 19147  
Annette M. Knief  
[AKnief@theinscompanies.com](mailto:AKnief@theinscompanies.com)  
215-625-9877**

**June 25, 2024**



THE INS COMPANIES

## **INS Consultants, Inc.**

Regulatory Consultants

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June 25, 2024

Josh Hager  
2019 Washington Street, East  
Charleston, WV 25305

New Market  
Suite 206  
419 S. 2<sup>nd</sup> Street  
Philadelphia, PA 19147  
Phone: (215) 625-9877

INS Consultants, Inc. and its related companies, INS Regulatory Insurance Services, Inc. and INS Services, Inc., collectively, The INS Companies (INS), are pleased to submit this quotation to provide professional actuarial services to the West Virginia Offices of the Insurance Commissioner (OIC) for actuarial rate review of property and casualty (P&C) related product filings and consulting services. The INS actuaries have completed thousands of rate filing reviews on behalf of regulatory agencies and are experts in the review of all P&C lines of business including motor vehicle, homeowners, property, hurricane, workers' compensation, general liability, professional liability, medical malpractice, inland marine, and surety insurance rates to determine that they are not excessive, inadequate or unfairly discriminatory in relation to the coverage afforded.

INS has assembled an exceptional team of eight (8) credentialed actuaries, three (3) of whom are Fellows of the Casualty Actuarial Society (FCAS) and Members of the American Academy of Actuaries (MAAA) and five (5) whom are Associates of the Casualty Actuarial Society (ACAS) and MAAs, who will work closely with the OIC in providing the services requested in this request for quotation. All members of the team have more than five (5) years of experience specifically with P&C products and extensive regulatory consulting experience providing rate review services to state insurance regulators.

INS values this opportunity to propose and looks forward to providing the OIC with exceptional service. If you have any questions regarding our proposal submission during the selection process, please contact me at 215-625-9877.

Sincerely,

Annette M. Knief  
President and Managing Partner  
The INS Companies  
INS Consultants, Inc.  
[AKnief@theinscompanies.com](mailto:AKnief@theinscompanies.com)

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## **Qualifications**

INS Consultants, Inc. is one of the largest providers of regulator-only actuarial support services and the first of its kind. INS is well known, well established and well respected within the insurance regulatory community. INS primarily provides actuarial support on rate filing reviews, risk-focused examinations and other specialized projects to regulatory agencies exclusively. We have the ability and experience to provide all services requested by the West Virginia Offices of the Insurance Commissioner (OIC) in this request for quotation for actuarial rate review of property and casualty (P&C) related product filings and consulting services and are uniquely qualified to serve the OIC with such services. INS has provided actuarial services to numerous insurance departments in conjunction with rate filing reviews, testifying at rate filing hearings, reviewing and critiquing catastrophe models, assisting with the implementation of law and rule changes, as well as other actuarial issues and special projects since our founding in 1987. Our level of technical experience in these areas is unparalleled.

The INS actuaries have completed thousands of rate filing reviews and are experts in the review of all P&C lines of business including motor vehicle, homeowners, property, hurricane, workers' compensation, general liability, professional liability, medical malpractice, inland marine, and surety insurance rates to determine that they are not excessive, inadequate or unfairly discriminatory in relation to the coverage afforded. INS is adept at working in SERFF for the receipt of filings, objections, and for resolution and are knowledgeable in Actuarial Standard Practice 29. INS will maintain confidentiality and security of data made available related to the execution of any services under this contract. Our vast experience and regulatory tools developed over time allow us the flexibility to tailor assignments to meet the needs of our regulatory clients.

Because INS's clients consist exclusively of insurance regulatory agencies, there are no actual or perceived conflicts of interest with regard to any carrier that is actively writing P&C products in the West Virginia market which would prevent INS from providing regulatory actuarial services to the OIC.

For the fiscal year ending June 30, 2023, INS reviewed 817 P&C rate filings, 196 of which were for personal lines, and 621 of which were for commercial lines. These rate filings include filings for workers' compensation, private passenger automobile, homeowners' and medical professional liability insurance, among others. INS thoroughly reviews the filings and develops alternative rate level indications. The resulting reports are peer reviewed within the firm, as are all rate filing reports, and are issued within the required time frame.

Below are details regarding three recent contracts under which INS provided property and casualty rate filing review services.

### ***Delaware Department of Insurance***

INS' P&C actuaries have exclusively reviewed the Delaware Department of Insurance's P&C rate filings since 2002. INS currently reviews approximately 650 P&C rate filings each year for the State of Delaware. This encompasses all lines of business. INS provides actuarial services to evaluate rate filings submitted by companies and to evaluate advisory loss cost filings submitted by the Delaware Compensation Rating Bureau (DCRB), Insurance Services Office (ISO), the Delaware Title Rating Bureau, and other bureaus. INS also provides actuarial services in the



review of rate filings related to the various involuntary markets, including AIPSO and the Fair Access to Insurance Requirements (FAIR) plan. The review of rate filings submitted by companies includes independent rate filings, loss cost adoption filings, and rule filings involving rates and rating schedules. The scope of the work includes reviewing revisions to currently filed plans for rates, loss costs, or rules as well as reviewing introductions of new rates, loss costs, or rules.

INS has worked diligently to avoid the need for hearings, saving regulators and insurance entities time and expense. Our thorough, well-reasoned analyses provide a clear path for resolution. As a result, we are usually successful in convincing insurance entities to modify their filings before hearings become necessary. When a hearing does occur, our analyses play a key role in reaching an acceptable conclusion. It is also common for an insurer to ask the Delaware Department of Insurance to coordinate a pre-filing meeting with INS so that the resulting filing will be more likely to meet regulatory requirements, and for the filing process to be low-cost and efficient. INS participates in such meetings and assists the Delaware Department of Insurance in actively orienting the insurer toward compliance with Delaware's requirements.

During INS' review of private passenger automobile, homeowners, dwelling fire, personal umbrella, and personal inland marine rate filings for the Delaware Department of Insurance, INS has evaluated the applicability and soundness of filed classification plans that were justified using a generalized linear model. Delaware also has specific regulations in addition to specified sections of the Insurance Code related to the use of credit scoring in the state; INS reviewed all relevant filings for compliance with these Delaware requirements. Similarly, INS assisted the Delaware Department with other assorted compliance assessments, such as those related to not-at-fault accidents, homeowners' loss surcharges, wind/hail deductibles, and others.

Since 2001, INS has reviewed the biennial AIPSO private passenger automobile filings and the FAIR plan filings for the Delaware Department. Additionally, INS' actuaries have extensive experience with workers' compensation and have analyzed the DCRB filings for the Delaware Department of Insurance for over fifteen years.

### ***Hawaii Department of Commerce and Consumer Affairs, Insurance Division***

The INS P&C actuaries contracted to provide regulatory support for the review of property and casualty rate filings submitted to the Division from 2016 through 2022. INS reviewed multiple business lines, including rate filings for commercial automobile, homeowners, lender-placed personal property, medical malpractice, and private passenger automobile. The INS analyses ranged from evaluation of the indicated rate need, independent derivation of rate level indications, review of underlying expense structures, evaluation of underwriting profit provision and/or return on equity analyses, review of generalized linear modeling (GLM) output and rating variable support, and evaluation of selected rating variables in comparison to underlying experience. Each evaluation is documented in a report which includes a summary of work performed by INS and details regarding the analysis and conclusions. All work performed is evaluated through an internal peer review process prior to publication.

### ***Iowa Insurance Division***

INS was contracted by the Iowa Insurance Division (IID) in 2018 to provide actuarial services for the review of property and casualty rate filings. Specifically, the IID needed a dedicated

resource to evaluate property and casualty filings to address a temporary staffing shortage. Under this contract, INS reviewed 96 filings between July 2018 and March 2019 encompassing all lines of business. The evaluations were comparable to those performed on behalf of Hawaii and Delaware and include independent rate level analyses and documentation in a formal INS report.

### **Staff Qualifications**

INS has assembled an exceptional team of eight (8) credentialed actuaries, three (3) of whom are Fellows of the Casualty Actuarial Society (FCAS) and Members of the American Academy of Actuaries (MAAA) and five (5) who are Associates of the Casualty Actuarial Society (ACAS) and MAAs, who will work closely with the OIC in providing the services requested in this request for quotation. All members of the team have more than five (5) years of experience specifically with P&C products and extensive regulatory consulting experience providing rate review services to state insurance regulators. Our team is second to none in its understanding of the regulatory landscape and the current issues of the insurance regulatory industry.

Below are professional biographies detailing the backgrounds and qualifications of our property and casualty actuaries. Chronological resumes, along with verification of certifications in good standing, are included at the end of this proposal.

#### ***John R. Pedrick, FCAS, MAAA***

Mr. Pedrick is Chief Property/Casualty Actuary and manages all aspects of the property/casualty actuarial work for INS. He first joined INS in 2013, returned in 2018, and assists regulators exclusively. Mr. Pedrick provides actuarial services in a wide range of property/casualty areas, including rate filing reviews, risk focused examinations, loss reserve analyses, and captive applications. He has an extensive background in workers' compensation systems, product and rate regulation, product management, and regulatory policy. His career includes working for two large multi-line insurance groups and a mid-sized personal lines insurance group. He worked as an insurance regulator in Ohio, rising to the position of Assistant Director and then as Chief Actuarial Officer for the Ohio Bureau of Workers Compensation. He was the Assistant Vice President for State Relations at ISO and Vice President of Actuarial Services at the Pennsylvania and Delaware Compensation Rating Bureaus. Mr. Pedrick has also served the actuarial profession in several other roles. He was Chairperson of the Continuing Education Compliance Committee and the Committee on Ratemaking of the Casualty Actuarial Society and was a member of the Casualty Practice Council and Chairperson of the Workers Compensation Committee for the American Academy of Actuaries.

#### ***Michael W. Morro, ACAS, MAAA***

Mr. Morro is a Senior Property/Casualty Actuary and has been assisting regulators exclusively since he joined INS in 2002. Mr. Morro is involved in a broad range of property/casualty regulatory services, including risk-focused examinations, loss reserve analyses, rate reviews, captive application reviews, reinsurance treaty reviews, workers' compensation discounting reviews, and training. He has also performed numerous reserve reviews in conjunction with risk-focused examinations for many insurance departments. He has the sole responsibility for reviewing commercial automobile rate filings. He is also the Lead Coordinator of captive applications for our firm. Mr. Morro began his actuarial career in 1987 with Colonial Penn Insurance and moved to General Accident Insurance in 1992, which eventually became One Beacon. During Mr. Morro's career, he prepared rate filings and provided support for insurance

department questions, conducted market reviews, performed profitability analysis of business by various segments, provided support to regional offices and management for strategic planning and monitored industry actions and trends.

***David J. Macesic, ACAS, MAAA***

Mr. Macesic is a Senior Property/Casualty Actuary for INS. Until April 2022, he was Vice President and Chief Property/Casualty Actuary and managed all aspects of the property/casualty actuarial work. He has been assisting regulators exclusively since he joined INS in 1992. Mr. Macesic has performed as the Lead or Peer Review Actuary in risk-focused examinations, including primary reviews of subject companies' risks related to actuarial activities such as loss and loss adjustment expense reserving, pricing and underwriting, reinsurance ceded and assumed, including assistance to the examination team in key areas, such as corporate governance, claims and underwriting. Mr. Macesic was previously the Lead Actuary performing quality control reviews on the majority of our property/casualty assignments. He has also performed and managed reserve reviews in conjunction with nearly 200 financial examinations for numerous regulatory agencies. Mr. Macesic began his actuarial career with Colonial Penn Insurance.

***Allan R. Becker, FCAS, MAAA***

Mr. Becker joined INS in September of 2015 with over thirty years of experience in insurance company operations. Mr. Becker had served as Chief Actuary and Senior Vice President of the Harleysville Insurance Group since 2005. Prior to that, he worked at ACE USA and its predecessor organization, CIGNA Property & Casualty, for twenty years, in a variety of actuarial management roles which included overseeing casualty risk pricing for workers' compensation, commercial umbrella, and primary casualty lines of business, as well as overseeing the actuarial reserving area. Mr. Becker has extensive experience in reserving, pricing, reinsurance, and financial modeling with an expertise in the workers' compensation line of business. Currently, Mr. Becker is involved in a wide range of actuarial services, including pricing and reserve reviews in conjunction with risk-focused company examinations, rate analyses, captive application and examination reviews, and special projects.

***Pete Vuong, FCAS, MAAA***

Mr. Vuong joined INS in September of 2020 with over fifteen years of insurance experience. He provides actuarial services in a wide range of property/casualty areas, including rate reviews, risk focused examinations, loss reserve analyses, and captive applications. He has an extensive background with Statements of Actuarial Opinion, regulatory policy, and workers' compensation. Mr. Vuong started his actuarial career with The Hartford's Personal Lines Division in 2004, as a ratemaking analyst in personal auto and homeowners, before moving to the company's Middle Market Division to provide pricing support for commercial lines. In 2006 he joined KPMG Actuarial Services Practice where he had substantial experience serving insurers with global operations and spanning all product lines. In addition, he assessed reserve adequacy levels for self-insured Fortune 100 companies and governmental agencies. He also led all the firm's engagements involving preparation of Loss Reserve Specialist's Opinions required for Bermuda-domiciled insurers under the Bermuda Monetary Authority's Economic Balance Sheet framework. His other responsibilities at KPMG included performing transfer pricing analyses, reviewing capital allocation methodology, evaluating company controls, and providing rate filing support.

***Joseph Jenkins, ACAS, MAAA***

Mr. Jenkins joined INS in July of 2020 and has more than fifteen years of consulting experience. He provides actuarial services in a wide range of property/casualty areas, including rate reviews, risk focused examinations, loss reserve analyses, and captive applications. Mr. Jenkins started his actuarial career in 2007 with KPMG LLP's actuarial and insurance risk practice, working on both audit and advisory engagements. He has an extensive background in loss and loss adjustment expense reserving for personal and commercial insurance lines of business including primary insurers, specialty insurers, reinsurers, and self-insured entities. Mr. Jenkins is also well versed in performing statutory requirements such as statements of actuarial opinion and actuarial opinion summaries.

***Joseph Morris, ACAS, MAAA***

Mr. Morris joined INS in March of 2022 with fifteen years of consulting experience. Mr. Morris started his career with KPMG LLP's actuarial and insurance risk practice in 2006, where he provided a wide range of audit and advisory services to a variety of insurance companies and self-insured entities across all product lines. Services provided include loss reserve reviews, statutory actuarial opinions, audit support, risk transfer evaluations, captive feasibility studies, model validation, and company controls assessments. At INS, Mr. Morris is involved in a range of property/casualty actuarial services, including rate analyses, and captive application reviews. He is also involved in risk-focused examinations, including primary reviews of subject companies' risks related to actuarial activities in the areas of loss and loss adjustment expense reserving, pricing and underwriting, reinsurance ceded and assumed, and other areas. He also provides assistance to the examination team in the areas of corporate governance, claims and underwriting.

***Frank S. Rau, ACAS, MAAA***

Mr. Rau joined INS in 2023 and has more than thirty-five years of consulting experience. He provides actuarial services in a wide range of property/casualty areas, including rate reviews, risk focused examinations, loss reserve analyses, and captive applications. Mr. Rau started his actuarial career in 1988 as an actuarial intern for Continental Insurance Company. Since then, Mr. Rau has held actuarial positions with Prudential Insurance Company of America, Jefferson Insurance Group, New Jersey State Medical Underwriters, and MagMutual/MDAdvantage Insurance Company of New Jersey, where he reached the position of Executive/Assistant Vice President. Mr. Rau is also well versed in performing statutory requirements such as statements of actuarial opinion and actuarial opinion summaries.

## **References**

### **Iowa Department of Insurance and Financial Services**

#### **Iowa Insurance Division**

Travis Grassel, CPCU, Property and Casualty Actuary

Phone: (515) 654-6570

Email: [travis.grassel@iid.iowa.gov](mailto:travis.grassel@iid.iowa.gov)

### **Delaware Department of Insurance**

Kathleen P. Makowski, Deputy Attorney General

Phone: (302) 674-7326

Email: [Kathleen.makowski@delaware.gov](mailto:Kathleen.makowski@delaware.gov)

### **Hawaii Department of Commerce and Consumer Affairs**

#### **Insurance Division**

Kathleen Nakasone, Rate and Policy Analysis Branch Manager

Phone: (808) 586-2809

Email: [knakason@dcca.hawaii.gov](mailto:knakason@dcca.hawaii.gov)

### **Minnesota Department of Commerce**

#### **Insurance Division**

Phillip C. Vigliaturo, ACAS, MAAA, APIR, Property and Casualty Actuary

Phone: (651) 539-1762

Email: [phil.vigliaturo@state.mn.us](mailto:phil.vigliaturo@state.mn.us)

## **Mandatory Requirements**

INS will assist the OIC and the Director of Property and Casualty by reviewing P&C related product filings. The review will include, but may not be limited to, analysis of trending, credibility, loss development, loss ratios, geographical factors, and all other components of a rate filing. The review will document the justification for the rate adjustment, concerns with factors used or selected, support of the factors, identify areas of concern, documentation to support the indicated and requested rate levels, and projected premium impact to consumers. The initial review and related report will be submitted to the OIC within 30 calendar days of receiving the filing from the OIC. All follow-up questions and correspondence will be between the OIC and the carrier.

INS has experience in the review of rate filings of all types and sizes of insurance companies as well as developing and updating forms related to the filing of P&C products, such as the Rate Abstract and checklists. Our approach is to customize the review of the rate filing based upon the unique risks of each rate filing. Our vast experience and regulatory tools developed over time allow us the flexibility to tailor assignments to meet the needs of our regulatory clients. INS's initial review of the filing will be within three (3) business days of receipt of the filing. INS will submit results of our actuarial analysis and action plans in a report to the OIC within 30 calendar days of receiving the filing from the OIC. Anticipated exceptions to target dates set by the OIC will be brought to the attention of the OIC when determined, to formulate an appropriate course of action to maintain compliance with statutory provisions. It is our goal to keep in constant contact with the OIC and to exceed expectations. Our team is fully committed to each rate filing review. Each team member is available to the OIC on a daily basis via phone or email to address questions as they arise during the course of a rate filing review.

The INS approach to P&C rate filing reviews generally involve the following procedures:

### ***Initial Phase***

- ❖ Obtain complete Company filing.
- ❖ Discuss with the OIC requirements for the rate filing if needed.

### ***Evaluation Phase***

- ❖ Our review will take into account the following considerations:
  - Filer's West Virginia experience;
  - Credibility of the filer's West Virginia experience;
  - Alternate experience in the event the filer's data is not fully credible;
  - Trend factors for losses, for premiums, for exposures, and for fixed expenses as appropriate;
  - Loss development factors;
  - Adjustments to experience for large losses, catastrophes, or other unusual elements in the ratemaking process;
  - The filer's expenses;
  - Rate of return evaluation;
  - Territorial and classification evaluation;
  - Compliance with relevant West Virginia statutes and regulations; and
  - Impact to West Virginia policyholders.

- ❖ If needed, calculate an independent rate level change indication.

#### ***Communication with Filing Company***

- ❖ Prepare written questions and concerns.
- ❖ Review filer's responses to questions and concerns.
- ❖ At the direction of the OIC, prepare other supporting analyses.

#### ***Final Phase***

- ❖ In a format agreeable to the OIC, issue a written report of the findings in a format available for public inspection.
- ❖ Supply additional information in a confidential supplement.
- ❖ Obtain internal peer review by a credentialed colleague of work performed.

Additional services, as requested by the OIC, may include:

#### ***Reviewing and Critiquing Catastrophe Models***

INS regularly reviews predictive models and catastrophe models for compliance with specific state requirements and with actuarial standards of practice (ASOPs), including ASOP 38 – Catastrophe Modeling, ASOP 39 – Treatment of Catastrophe Losses in P&C Ratemaking, and ASOP 56 – Modeling. In brief, this means reviewing the data elements to ensure protected classes are not being used and for variables that are controversial; reviewing the methods, datasets, and outcomes; and ensuring that the resulting output is clearly related to loss. The INS P&C actuaries currently review predictive model filings for Alabama and wildfire catastrophe model filings for Nevada.

#### ***Preparing for and Testifying at Rate Filing Hearings***

For the annual filings from the DCRB, we prepare testimony, critiques of opposing testimony, and rebuttal testimony in preparation for the hearing Delaware requires for this filing. When settlements are not reached, we have testified at several of the hearings.

Delaware relies on INS' expertise involving the workers' compensation bureau filing for involuntary market rates and voluntary market loss costs. In 2022, this included INS addressing the attendees at three public hearings held in different counties in Delaware and participating in the rate hearing for adjudication of the filing.

#### ***Assisting State Insurance Departments Implement Law and Rule Changes***

INS has extensive experience in performing review and analysis of proposed regulations and bulletins for the Delaware Department of Insurance, among others. INS has provided these property and casualty services since 2002. INS assists the Delaware Department of Insurance personnel by reviewing specific cases concerning problem compliance issues. In addition to new regulation, INS also provides interpretation of existing statutes.

**EXHIBIT A**

**Actuarial Rate Review of Property and Casualty Related  
Product Filings and Consulting Services**

**Vendor Hourly Rate**

<b>Vendor Hourly Rate:</b>	<b>\$ 275.00</b>
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Work associated with the services outlined in the Scope and Mandatory Requirements sections of this RFQ will be assigned at the discretion of the OIC. The proposed budget shall be at a fixed, blended hourly rate to be invoiced at the completion of each month to the OIC's satisfaction. The OIC will not be charged for any time associated with determining or verifying conflicts, or the preparation of the proposed budget and recommended work plan and timeline.

*Upon completion of this formal bid, I hereby certify that the aforementioned company (Vendor) meets all mandatory requirements specified in the Request for Quotation No. INS2400000002.*

Company:

INS Consultants, Inc.  
Name

419 S. 2nd Street, New Market Suite 206  
Address – Line 1

Philadelphia, PA 19147  
Vendor Address – Line 2

(215) 625-9877  
Vendor Phone Number

Company's Authorized Representative:

Annette M. Knief  
Printed or Typed Name

President and Managing Partner  
Title of Representative

  
Signature of Representative

June 25, 2024  
Date



## **Appendix A – Resumes and Certifications**

### **John R. Pedrick, FCAS, MAAA**

	<b>The INS Companies</b>
2022 – Present	Chief Property/Casualty Actuary
2018 – 2022	Actuary
2013 – 2015	Actuary

#### **PRIOR EXPERIENCE**

2015 – 2018	<b>Pennsylvania and Delaware Compensation Rating Bureaus</b> Vice President, Actuarial Services
2012 – 2013	<b>Insurance Services Office – Verisk Analytics</b> Assistant Vice President and Actuary
2011 – 2012	<b>Liberty Mutual Insurance – Commercial Markets</b> Manager, WC Product Intelligence & Analytics
2007 – 2011	<b>Ohio Bureau of Workers’ Compensation</b> Chief Actuarial Officer
1995 – 2007	<b>Ohio Department of Insurance</b> Assistant Director, Product Regulation and Actuarial Services
1990 – 1995	<b>Providian Auto and Home Insurance Company</b> Assistant Actuary – Direct Response Group
1986 – 1990	<b>CIGNA Corporation</b> Actuarial Assistant

#### **EDUCATION**

Bachelor of Arts, Mathematics; West Chester University

#### **PROFESSIONAL CREDENTIALS**

Fellow, Casualty Actuarial Society  
Member, American Academy of Actuaries

# The Actuarial Directory

John R Pedrick

MAAA FCAS

Actuary

INS Consultants Inc

419 S 2nd St

Ste 206

Philadelphia

Pennsylvania 19147-1626

United States



## Designations

MAAA 1995

FCAS 2001

## Academic degrees

B.A.

## Industry

Insurance

## Primary area of practice

General Insurance/Property Casualty

## Specializations

Product Pricing/Development

Public Systems/Social Insurance

Regulatory

Risk Management

Workers Compensation Insurance

## Society of Actuaries Sections

Joint Risk Management (SOA - CAS - CIA)

## **Michael W. Morro, ACAS, MAAA**

	<b>The INS Companies</b>
2022 – Present	Senior Property/Casualty Actuary
2002 – 2022	Property/Casualty Actuary

### **PRIOR EXPERIENCE**

1992 – 2002	<b>One Beacon Insurance</b>
	Director – Personal Property (2001 – 2002)
	Regional Actuary (1998 – 2001)
	Senior Actuarial Assistant (1994 – 1998)
	Actuarial Assistant (1992 – 1994)
1992 – 2002	<b>One Beacon Insurance</b>
	Actuary
1987 – 1992	<b>Colonial Penn Insurance Company</b>
	Senior Actuarial Assistant

### **EDUCATION**

1987	Wake Forest University
	B.S. in Mathematics

### **PROFESSIONAL CREDENTIALS**

Associate of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

# The Actuarial Directory

Michael W Morro

MAAA ACAS

Actuary

INS Consultants Inc

New Market Suite 206  
419 South Second Street  
Philadelphia  
Pennsylvania 19147-1613  
United States

Email mwm@insconsultants.org

Fax +1(215) 6277104

Tel +1(215)625-9877



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## Designations

MAAA 1999  
ACAS 1999

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## Industry

Consulting

## **David J. Macesic, ACAS, MAAA**

### **The INS Companies**

2022 – Present	Senior Property/Casualty Actuary
2011 – 2022	Vice President and Chief Property/Casualty Actuary
1992 – 2011	Property/Casualty Actuary

### **PRIOR EXPERIENCE**

1979 – 1992	<b>Colonial Penn Insurance Company</b> Actuarial Associate (1989 – 1992) Actuarial Assistant (1986 – 1989) Senior Actuarial Analyst (1981 – 1986) Actuarial Student (1979 – 1981)
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### **EDUCATION**

University of Pennsylvania, Wharton School; B.S. in Economics

### **PROFESSIONAL CREDENTIALS**

Associate of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

# The Actuarial Directory

David J Macesic

ACAS MAAA

VP & Chief Property/Casualty Actuary

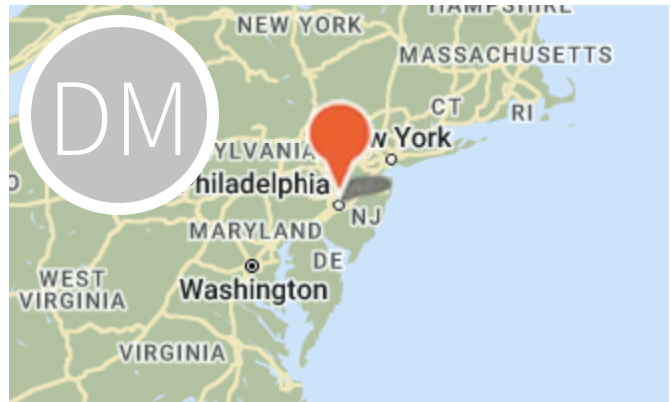
INS Consultants Inc

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Tel +1(215)625-9877



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## Designations

ACAS 1988  
MAAA 1992

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## Academic degrees

B.S.

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## Industry

Consulting

## **Allan R. Becker, FCAS, MAAA**

2015 – Present      **The INS Companies**  
Property/Casualty Actuary

### **PRIOR EXPERIENCE**

2013 – 2015      **Nationwide Insurance**  
Vice President and Actuary

2005 – 2012      **Harleysville Insurance Group (acquired by Nationwide)**  
Senior Vice President and Chief Actuary

1999 – 2005      **ACE Insurance Group**

2004 – 2005      Vice President & Casualty Pricing Actuary

2000 – 2004      Vice President & Reserve Actuary

1999 – 2000      Assistant Vice President & Claims Actuary

1985 – 1999      **CIGNA Property & Casualty (acquired by ACE)**

1994 – 1999      Assistant Vice President & Workers Compensation Actuary

1991 – 1994      Directory & Actuary

1988 – 1991      Assistant Actuary

1985 – 1987      WC Senior Pricing Analyst

1980 – 1984      **Philadelphia Life Insurance Company**  
Senior Actuarial Analyst

### **EDUCATION**

Temple University – BBA, Economics

### **PROFESSIONAL CREDENTIALS**

Fellow of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

# The Actuarial Directory

Allan R Becker

MAAA FCAS

Vice President & Actuary

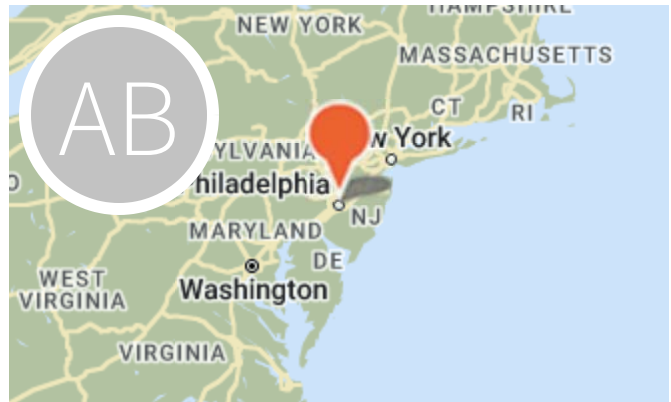
INS Consultants Inc

New Market Suite 206  
419 South Second Street  
Philadelphia  
Pennsylvania 19147-1613  
United States

Email     abecker@insconsultants.org

Fax        +1(215) 6405574

Tel        +1(215)625-9877 EXT 58932



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## Designations

MAAA 1990  
FCAS 1992

---

## Academic degrees

B.B.A.

---

## Industry

Insurance

---

## Primary area of practice

General Insurance/Property Casualty



**Pete V. Vuong, FCAS, MAAA**

2020 – Present      **The INS Companies**  
Property/Casualty Actuary

**PRIOR EXPERIENCE**

2006 – 2020      **KPMG LLC**  
Actuarial Manager  
2004 – 2006      **The Hartford Financial Services Group**  
Senior Actuarial Analyst

**EDUCATION**

Pennsylvania State University; Bachelor of Science; Actuarial Science

**PROFESSIONAL CREDENTIALS**

Fellow of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

**PUBLIC POLICY****PROFESSIONALISM**

## Pete Vuong

**Designations**

MAAA (2015)

FCAS (2017)

If you have any questions about the directory, please email [academydirectory@actuary.org](mailto:academydirectory@actuary.org).

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## **Joseph Jenkins, ACAS, MAAA**

2020 – Present      **The INS Companies**  
Property/Casualty Actuary

### **PRIOR EXPERIENCE**

2016 – 2020      **KPMG LLC**  
Manager  
2012 – 2016      Senior Associate  
2007 – 2012      Associate  
1996 – 2007      **George Gay Real Estate, Inc.**  
Manager, Leasing Agent, Intern

### **EDUCATION**

Temple University; Master of Business Administration, Management  
Information Systems  
Saint Joseph's University; Bachelor of Arts, Finance

### **PROFESSIONAL CREDENTIALS**

Associate of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

**PUBLIC POLICY****PROFESSIONALISM**

## Joseph Jenkins

**Designations**

MAAA (2016)

ACAS (2016)

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**Joseph Morris, ACAS, MAAA**

2022 – Present      **The INS Companies**  
Property/Casualty Actuary

**PRIOR EXPERIENCE**

2020 – 2022      **KPMG LLC**  
Actuarial Manager  
2010 – 2020      Senior Associate  
2006 – 2010      Associate

**EDUCATION**

Pennsylvania State University; Bachelor of Science; Actuarial Science

**PROFESSIONAL CREDENTIALS**

Associate of the Casualty Actuarial Society  
Member of the American Academy of Actuaries

**PUBLIC POLICY****PROFESSIONALISM**

## Joseph Morris

**Designations**

MAAA (2024)

ACAS (2024)

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## **Frank S. Rau, ACAS, MAAA**

2023 – Present      **The INS Companies**  
Property/Casualty Actuary

### **PRIOR EXPERIENCE**

2005 – 2023      **MagMutual/MDAdvantage Insurance Company of New Jersey**  
Executive/Assistant Vice President, Actuarial

2000 – 2005      **New Jersey State Medical Underwriters**  
Assistant Vice President, Loss Reserving Actuary

2000 – 2000      **Jefferson Insurance Group**  
Associate Manager

1991 – 2000      **Prudential Insurance Company of America**  
Pricing Department, Prudential Property & Casualty Insurance Company

1988 – 1991      **Continental Insurance Company**  
Actuarial Intern

### **EDUCATION**

BA, Mathematics, Rutgers College

### **PROFESSIONAL CREDENTIALS**

Associate of the Casualty Actuarial Society  
Member of the American Academy of Actuaries



## PUBLIC POLICY

## PROFESSIONALISM



Frank S. Rau

## Designations

MAAA (2015)

ACAS (2014)

If you have any questions about the directory, please email [academydirectory@actuary.org](mailto:academydirectory@actuary.org).

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## **Appendix B – Required Forms**



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Centralized Request for Quote  
Service - Prof

<b>Proc Folder:</b> 1442818			<b>Reason for Modification:</b>  Addendum #1 is issued to publish agency responses to all vendor submitted questions.
<b>Doc Description:</b> Actuarial Rate Review of P & C Related Product Filing Serv			
<b>Proc Type:</b> Central Master Agreement			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2024-06-18	2024-06-25 13:30	CRFQ 0704 INS2400000006	2

BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

**Vendor Customer Code:** 000000192019  
**Vendor Name :** INS Consultants, Inc.  
**Address :** New Market Suite 206  
**Street :** 419 S 2nd Street  
**City :** Philadelphia  
**State :** PA **Country :** USA **Zip :** 19147  
**Principal Contact :** Annette M. Knief  
**Vendor Contact Phone:** (215) 625-9877 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Beverley Toney  
304-414-8473  
beverley.a.toney@wv.gov

Vendor  
Signature X

FEIN# 51-0301882

DATE June 25, 2024

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION
Offices of the Insurance Commissioner (OIC) to establish an open-ended contract for actuarial rate review of property and casualty (P & C) related product filings and consulting services per the attached specifications and terms and conditions.

INVOICE TO	SHIP TO
OFFICES OF THE INSURANCE COMMISSIONER PO BOX 50540  CHARLESTON WV US	OFFICES OF THE INSURANCE COMMISSIONER 900 PENNSYLVANIA AVE  CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Actuarial Rate Review of P&C Related Product Filing/Consult	0.00000	HOURL	\$275.00	

Comm Code	Manufacturer	Specification	Model #
80101512			

**Extended Description:**  
 Actuarial Rate Review of P&C Related  
 Product Filing/Consulting Services. Vendors are to list their hourly rate in the Exhibit A Pricing Page.

SCHEDULE OF EVENTS
<div> <div>Line</div> <div>Event</div> <div>Event Date</div> </div>

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) John R. Pedrick, Chief Property & Casualty Actuary

(Address) 419 S 2nd Street, New Market Suite 206, Philadelphia PA 19147

(Phone Number) / (Fax Number) 267-239-8923 267-239-8950

(email address) JPedrick@insconsultants.org

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

INS Consultants, Inc.

(Company)

(Signature of Authorized Representative)

Annette M. Knief, President and Managing Partner June 25, 2024

(Printed Name and Title of Authorized Representative) (Date)

215-625-9877 267-239-8950

(Phone Number) (Fax Number)

AKnief@theinscompanies.com

(Email Address)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.:** \_\_\_\_\_

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

\_\_\_\_\_  
INS Consultants, Inc.

Company

\_\_\_\_\_  


Authorized Signature

\_\_\_\_\_  
June 25, 2024

Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

Revised 6/8/2012