



New Jersey Schools Insurance Group  
6000 Midlantic Drive, Suite 300 North  
Mount Laurel, New Jersey 08054  
www.njsig.org

**Certification pursuant to N.J.A.C. 5:34-2.3(b)**

**NJSIG No. 0921-7**

**To:** New Jersey Schools Insurance Group Board of Trustees

**From:** Jill Deitch, Esq.  
Executive Director

**Date:** September 15, 2021

**Subject:** Insurance, including the purchase of insurance coverage and consultant services

This is to request an award of a contract without the receipt of formal bids as insurance, including the purchase of insurance coverage and consultant services, N.J.S.A. 18A:18A-5(a)(10). I do hereby certify to the following:

- 1. Provide a clear description of the nature of the work to be done:**  
Insurance brokerage services for the New Jersey Schools Insurance Group.
- 2. Describe in detail why the contract meets the provisions of the statute and rules: N.J.S.A. 18A:18A-5(a)(10) (“Insurance, including the purchase of insurance coverage and consultant services, which exception shall be in accordance with the requirements for extraordinary unspecifiable services;”).**

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3. **The service(s) is of such a specialized and qualitative nature that the performance of the service(s) cannot be reasonably described by written specifications because: N.J.S.A. 18A:18A-5(a)(10)** (“Insurance, including the purchase of insurance coverage and consultant services, which exception shall be in accordance with the requirements for extraordinary unspecifiable services;”).
  
4. **Describe the informal solicitation of quotations:** NJSIG retained Willis Towers Watson as its insurance broker via RFP U-2019-0001, and NJSIG’s insurance broker is responsible for acting as an independent insurance and risk transfer advisor to NJSIG and for providing unbiased risk transfer advice that is in the best interests of NJSIG and its membership. As a result of the now-failed merger between Aon and Willis Towers Watson, a significant portion of the team at Willis Towers Watson that was responsible for providing NJSIG with insurance brokerage services left their employment with Willis Towers Watson on or about July 22, 2021. This team is now employed by Alliant Insurance Services, Inc. On or about August 11, 2021, Willis Towers Watson indicated that it was unable to continue providing NJSIG with insurance brokerage services as a result of these employee departures. As such, the contract for insurance brokerage services between NJSIG and Willis

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Towers Watson was terminated effective August 20, 2021. On or about September 9, 2021, Alliant Insurance Services, Inc. provided a proposal to provide insurance brokerage services to NJSIG until December 31, 2021.

5. I have reviewed the rules of the Division of Local Government Services pursuant to N.J.A.C. 5:34-2.1, et seq. and certify that the proposed contracts may be considered an extraordinary unspecifiable service in accordance with the requirements thereof.

Respectfully submitted,

Jill Deitch, Esq.  
(Print Name)

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(Signature)

Executive Director  
(Title)

(Original to be retained by the NJSIG Board of Trustees Secretary with the affirmed copy of the resolution; signed duplicate to be kept by appropriate official).