

AN EARLY COLLEGE DISTRICT

BROWNSVILLE

INDEPENDENT SCHOOL DISTRICT



Valley Risk Consulting, Inc.

Current Partnership

Presentation to the School Board

April 7, 2026

Valley Risk Consulting, Inc.



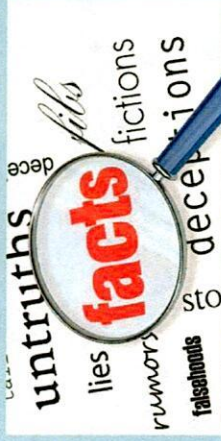
Qualifications

- Over 40 years
- 10 years with BISD
- Located in South Texas
- Licensed in the State of Texas
- Consults with over 20 agencies
- 14 School Districts
- 3 Cities
- 4 Counties
- 29 Staff Member Strong



Accolades

- RX Rebates over 6 million
- Stronger Health Plan Language
- Garnered Monetary Incentives
- Instant Communications
- Local Representation with various representatives



Services

- Completes Employee Benefits Analysis
- Provides Underwriting and Proposal Services
- Provides Medical Cost Management Services
- Completes Pharmacy Audit Services
- Completes Workers' Compensation Analysis
- Compares and provides recommendation on Property and Casualty

Procurement Process Guide to end a solicited contract with a vendor

The requesting department will evaluate the bids and the supplier whose bid is most advantageous to Brownsville ISD and meets specifications will be selected. End-users will manage their contract and contact Procurement Senior Buyer for any vendor discrepancies. (See vendor complaint form in the procurement website)

For details see page 21, item 9. in Procurement Guide, Vendor Complaint Form, and Process Guide <https://www.bisd.us/o/bisd/page/documents>

- ◆ End-Users will fill out a vendor complaint form
- ◆ Review Contract Terms
- ◆ Identify Grounds for Termination
- ◆ Internal Approvals
- ◆ Vendor Performance Documentation
- ◆ Develop Exit Strategy
- ◆ Issue Formal Notice
- ◆ Manage Transition
- ◆ Financial Closure
- ◆ Post-Termination Review
- ◆ Record Keeping



Administration's Recommendation

Administration recommends the district maintain the current contract for the following reasons:

- 1) *Exceptional qualifications,*
- 2) *Proven record of accolades* reducing the risk of procedural errors, protests, or delays that could otherwise compromise timelines or expose the *district to liability.*
- 3) *Experienced in navigating procurement laws, evaluating proposals with objectivity, and ensuring full adherence to state and local guidelines.*
- 4) Provides the district leverage with an individual who already understands district expectations, priorities, and operational context of the district. This continuity is especially critical in high-stakes procurements, where even minor missteps can have long-term consequences.

This recommendation is a strategic decision that directly supports the district's commitment to integrity, efficiency, and high-quality outcomes throughout the Competitive Sealed Proposal (CSP) process.

Administration will honor the request to test the market and begin the Request for Proposals (RFP) after the completion of the Medical Competitive Sealed Proposal Process.