



# NY GovBuy

co-sponsored by



Office of  
General Services



# Developing Insurance Requirements Specific to Scopes of Work

## Case Studies



May 2 & 3, 2018

#2018NYGovBuy  @NYSPRO  @nysprocurement



# Special Guests...

## Paul Hennessey, Assistant VP, COOL Insuring

- With Cool Insuring Agency since 2004, and has been in his current position of Assistant Vice President since January, 2011.
- Career began in 1988 as an Assistant Underwriter at Travelers Insurance Company.
- Paul graduated Magna Cum Laude with a Bachelor of Science Degree in Marketing / Management from Siena College in 1988.





# Special Guest...

La-toshia Sullivan, Compliance Director, Sullivan-Hernandez Agency

- Sullivan-Hernandez Agency is a 3<sup>rd</sup> Generation full service insurance firm
- Oversees insurance programs and requirements for clients in the public and private sectors. She has overseen commercial insurance compliance of portfolio valued at \$4 billion
- Licensed in Property & Casualty, and Life, Health and Accident and has a Bachelor of Science Degree in Finance, and Masters Degree in Education





# Leighann Brown

- Began working for OGS BRIM in the winter of 2014.
- Started a career in Property and Casualty in the summer of 2006, managing the New York State Builders Management Services, LLC (the New York State Builders Associations subsidiary insurance company) and becoming licensed in the fall of 2006.
- In 2002, just after moving to New York State, marked the beginning of a career in insurance career earning a Life, Health and Accident insurance license.



# Case Studies

#2018NYGovBuy  @NYSPRO  @nysprocurement



**NY GovBuy**

# Environmentally Preferable Cleaning Products

This multi-state contract covers certain cleaning supplies that comply with the requirement of Chapter 584 of the Laws of 2005 directing state agencies to use environmentally preferred cleaning products; State Education Law 409-I, and State Finance Law 163-b directing public and non-public elementary and secondary schools in New York state to use environmentally sensitive cleaning and maintenance products. It is also consistent with Executive Order 4 directing agencies to green their procurements.

# Floor Covering and Installation

This award includes installation services and several types of floor covering products including broadloom carpet, carpet tile, and vinyl tile.



# Electronic App for Police

This award is for a contractor to design/host an electronic app for our Agency Police that will contain the police manual and various trainings. Some of the data (i.e., names of police officers and tracking of when and which subject matter training was completed) would be will be stored on the cloud.



# Photovoltaic Systems and Installation Services

This Award covers the Statewide availability for Photovoltaic Systems which includes Solar Energy Systems and Ancillary Services related to power distribution equipment and Installation Services if required.



# Questions?

#2018NYGovBuy



@NYSPro



@nysprocurement



**NY GovBuy**