



# State of Louisiana

Division of Administration  
Office of the Commissioner

**FOR IMMEDIATE RELEASE**

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## Office of Risk Management Awards Contract for Insurance Broker Services

**BATON ROUGE** - Today, the Office of Risk Management (ORM) announced the selection of Arthur J. Gallagher & Co. as the state's new insurance broker consultant. Arthur J. Gallagher will assist the state in contracting with competing insurers for services, and this competition will broaden the market availability.

Arthur J. Gallagher was awarded a three year contract for \$325,000 a year, including broker services for LSU. The new contract will save the state \$90,000 each year in broker fees alone. Additional savings will be realized through negotiations with the state's insurers.

Arthur J. Gallagher currently operates 12 offices in Louisiana, employing 348 people throughout the state. They will also be partnering with Noah W. Lewis and Associates, a local insurance agency in New Orleans.

"We're excited to partner with Arthur J. Gallagher in ORM's effort to provide the best services possible to the state. This contract will allow us to be at the table for negotiations with the underwriters and to restructure our casualty programs to the benefit of the state," said Bud Thompson, State Risk Director at ORM.

Previously, procurement of insurance was considered a commodity purchase that was bid out as a complete product. ORM was not able to negotiate particular terms and conditions. As a result, only one broker was able to comply with Louisiana's specifications which in turn held back market competition. The insurance broker services provided by Arthur J. Gallagher, through Act 715 of the 2014 legislature, will allow for increased market competition and save the state money.

### About Arthur J. Gallagher & Co.

Arthur J. Gallagher, with 87 years in business, provides insurance, risk management, self-insurance and claims management services with specialties in the areas of Public Sector and Higher Education, among others. Gallagher is represented in Louisiana through 12 office locations across the State, employing approximately 348 people statewide. The largest service office is Baton Rouge, with 76 employees (20 of which are public sector team members) and is where the State and LSU accounts will be administered.

About Noah W. Lewis and Associates

Noah W. Lewis and Associates is a Louisiana based insurance agency that will assist Arthur J. Gallagher in loss analysis and developing loss control strategies.

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