

EVALUATION SUMMARY FOR RFP (10) A-08: **Banking, Safekeeping and Lockbox Services**
Staff Evaluation Committee Members: Joe Saborin, Laura Toebe, Shirley Johnson

CRITERIA	MAX. POINT VALUE	WELLS FARGO	BB & T
<p><u>Service Capability:</u> Including, but not limited to meet/exceed service requirements as contained in the RFP specifications; methods/technology utilized, and location of bank branches throughout the City.</p>	20	<p>Current banking provider. Can meet all of our needs as listed in the RFP scope of work. Broke down the costs by revenue & accounts. Have to go through a 3rd party for lockboxes but were are currently doing that and works well.</p> <p><u>15 out of 20 points</u></p>	<p>Not sure they can meet all of our service needs. Proposal didn't give a clear delineation of revenue and cost. Proposal addressed City's needs. Can provide lockboxes directly no 3rd party needed.</p> <p><u>18 out of 20 points</u></p>
<p><u>Quality:</u> Including, but not limited to: (1) The implementation schedule, bank's financial statements and legal qualifications (2) Tenure and qualifications of relationship personnel and treasury management personnel (3) client references and record of integrity (4) Attention to detail in responding to this RFP.</p>	10	<p>4 star rating. Has demonstrated working experience for the past 4 years. Accurate pass through information on lockboxes. MIS says past 4 years have gone smoothly. Provided excellent references.</p> <p><u>10 out of 10 points</u></p>	<p>4 star rating. Very large corporation. Provided excellent references</p> <p><u>10 out of 10 points</u></p>

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<u>Operational Requirements:</u> of the City & adequacy of control and protection against loss.	10	690 locations in Florida. 5 locations in Sunrise. Cash deposit located at Sunset & University which is convenient. Meets all of our operational needs. <u>10 out of 10 points</u>	Only 1 location in Sunrise and it is at Sawgrass Corporate Parkway. Not a convenient location. Can be an issue in the event of a hurricane or other emergency were cash is needed. Need closer access to cash. Their FTP (file transfer protocol) which is used for paychecks/transfer checks & file transfer system is more manual. Need a more automated system. <u>7 out of 10 points</u>
<u>Experience, Resources & Qualifications:</u> of the financial institution and individuals. Relevant experience managing similar relationships. The Bank's "Bauer" institutional ratings shall be included in this review.	10	1.2 Trillion dollars in assets. 280,000+ employees. In top 100 for Forbes Fortune 500 companies. <u>10 out of 10 points</u>	174 Billion in assets. 30,000+ employees. In business since 1872. Is a Forbes Fortune 500 company. <u>10 out of 10 points</u>
<u>Cost to the City:</u> Total Cost to the City of services based on the scope of services in proposal summary.	50	Estimated annual cost \$119,321.00 <u>50 out of 50 points</u>	Estimated annual cost \$160,187.00 <u>37.24 out of 50 points</u>
TOTAL POINTS	100	95 Points	82.24 Points

Pricing Point Methodology: $A/B \times C = D$
Lowest Price = A
Proposer's Price = B
Total Possible Points for Price = C
Points Earned by Proposer = D

Highest Per Lot Score = Firm Recommended for Award