### Final Evaluation Meeting March 24, 2014

## RFP No. R1170501P1 Master Banking Services

# Summary Scoring Sheet

Ranked Firms	Scott Miller	Monica Cepero	Ralph Stone	TOTAL	RANKING
Wells Fargo Bank N.A.	94	90	91	275	1
TD Bank N.A.	80	66	74	220	2

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Evaluation Criteria – Project Specific Criteria (PSC)						TD Bank N.A.	Wells Fargo Bank N.A.
BANK PR	OFILE (20 points)		that they		See Jane		Section and
Ability of Professional Personnel - (See PSC Question No. 1)					5	5	.5
Past Performance - (See PSC Question No. 2)					5	5.	2
Firm's Ap	proach - (See PSC Que	estion No. 3	)		5	H	4
Volume of Work Previously Awarded to Each Firm: (PSC Question No. 4)         List all projects, including project number, with Broward County during the past five (5) years – completed and active, with regard to the Prime Proposer only. Volume of Work also includes Amendments, Purchase Orders, Change Orders and Work Authorizations.         \$0 - \$450,000 = 5 Points         \$450,001 - \$900,000 = 4 Points         \$900,001 - \$1,500,000 = 3 Points         \$1,500,001 - \$2,250,000 = 2 Points         \$2,250,001 - \$3,000,000 = 1 Points         \$2,250,001 - \$3,000,000 = 1 Points         \$2,250,001 - \$3,000,000 = 0 Points					5	5	4
BANK STR	RENGTH (8 Points)		10000		1. Star . (50.1		
Most recer	nt long-term credit rating	and outlook	for your firm	n from any TWO of the "Big Three" ratings firms (S&P,	CARD WEEK PROPERTY	and we used to use at \$20	AND CANADISTICS
Moody's & Moody's & Aaa Aa1 Aa2 Aa3 A1 A2 A3 Baa1 Baa2 Baa2 Baa3	Fitch). (See PSC Quest         Standard & Poor's         AAA         AA+         AA         AA-         A+         A         A+         BBB+         BBB         BBB-	tion No. 5) Fitch AAA AA+ AA- A+ A- BBB+ BBB BBB-	Yet     Tier 1 -     Tier 2 - 2     Tier 3 - 1       Tier     3 points     points     point	Points will be calculated by Purchasing	6	6	6
	t cosult from the Supervision	icon Conital	Accoccmor	nt Program (SCAP). (See PSC Question No. 6)	-	-	2
	S (37 points)	ISOLY Capital	Assessmen	it Flogram (SCAF). (See FSC Question No. 6)	2	and the states	4
The second s	A CONTRACTOR OF THE OWNER OWNER OF THE OWNER OWNE	anches within	Broward C	ounty. (See PSC Question No. 7)	3	1	3.
		division and the second second			5	H	2
Community Commitments (See PSC Question No. 8) Responses Banking Services Questionnaire (See PSC Question No. 9)					5		21
Ability to Provide Banking Services (See PSC Question No. 10)					10	9	10
Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11)							10
					4	3	4
Lockbox Services and Solution (See PSC Question No. 12)					6	6	6.
New Service Offerings and Features (See PSC Question No. 13)					4	4	3.
A COLUMN TO A	OST FACTORS (10 Poin	CONTRACTOR OF STREET, S	Data (D		A Statis		1
Earnings Credit Rate (ECR) and Interest Earnings Rate (See PSC Question No. 14) Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15)					5	3	4
-ederal De	eposit insurance Corpora	tion (PDIC)	charges (S	ee PSC Question No. 15)	5	S.	4
A ANALS			SUBT	OTAL POINTS WILL BE CALCULATED BY PURCHASING	76	10	10
RICING	25 Points)*	/ June all Ser	500-1	CALCOLATED BT FORCASING	75	Q-1	69
Provide Pricing Sheets per Attachment "T" (See PSC Question No. 16) Points will be calculated by Purchasing					25	13	25
SCOTT G Miller TOTAL NUMBER OF POINTS					100	80	94
Print Name					12.00		
Signature:							

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Evaluati	on Criteria – Proj	ect Spec	ific Criter	ria (PSC)	Max Points	TD Bank N.A.	Wells Fargo Bank N.A.
BANK PRO	FILE (20 points)				NO.125-3	AL CONTRACTOR	7+ Marth
Ability of Professional Personnel - (See PSC Question No. 1)						4	4
Past Performance - (See PSC Question No. 2)					5		4.
Firm's Approach - (See PSC Question No. 3)					5	3.	4
Volume of	Work Previously Away	rded to Eac	h Firm: (PS	C Question No. 4)	5	ſ	
Volume of Work Previously Awarded to Each Firm: (PSC Question No. 4) List all projects, including project number, with Broward County during the past five (5) years – completed and active, with regard to the Prime Proposer only. Volume of Work also includes Amendments, Purchase Orders, Change Orders and Work Authorizations. \$0 - \$450,000 = 5 Points \$450,001 - \$900,000 = 4 Points \$900,001 - \$1,500,000 = 3 Points \$1,500,001 - \$2,250,000 = 2 Points \$2,250,001 - \$3,000,000 = 1 Points \$2,250,001 - \$3,000,000 = 0 Points \$2,250,001 - \$3,000,000 = 0 Points					5	5	4
BANK STR	ENGTH (8 Points)	CARE C	Breek Mar	and the second second second second second	1 10 11 1		The Assess
Moody's Aaa Aa1 Aa2 Aa3 A1 A2 A3 Baa1 Baa2 Baa3	Fitch). (See PSC Quest Standard & Poor's AAA AA+ AA A+ A A+ A BBB+ BBB BBB	Fitch           AAA           AA+           AA           AA-           A+           A           A+           A           BBB+           BBB-	ter 1 - Tier 2 - 2 Tier 3 - 1	Points will be calculated by Purchasing	6	6	6
Stress Test	result from the Supervis	sory Capital	Assessmen	t Program (SCAP). (See PSC Question No. 6)	2	1	2
BERVICES	(37 points)		N PATRO	and the second second second second		and the	CERT COLUMN
itrategic pla	acement of banking bran	nches withir	Broward Co	ounty. (See PSC Question No. 7)	3	1	3
Community Commitments (See PSC Question No. 8)					5	2	4
Responses Banking Services Questionnaire (See PSC Question No. 9)					5	4	4
Ability to Provide Banking Services (See PSC Question No. 10)					10	F	8
Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11)					4	3	4.
ockbox Ser	vices and Solution (Se	e PSC Que	stion No. 12	()	6	400	6 parte
New Service Offerings and Features (See PSC Question No. 13)					4	Ser	11
THER CO	ST FACTORS (10 Poin	ts)	13. Jan 19		Z-Station State	a	
arnings Cr	edit Rate (ECR) and Int	erest Earnin	ngs Rate (Se	ee PSC Question No. 14)	5	2	5 and
Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15)						5	3
ALAUST .	The section we	and an	And the set		State in	A Statast	
			SUB-T	OTAL POINTS WILL BE CALCULATED BY PURCHASING	75	53	6.5
RICING (2	5 Points)*	Lange Start	Press La			Destroyed and	The startes
Provide Pricing Sheets per Attachment "T" (See PSC Question No. 16) Points will be calculated by Purchasing					25	13	2.5
TOTAL NUMBER OF POINTS					100	110	90
Print Name: Bignature:	Monica	Ge	pero	2		64	

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Evaluation Criteria – Project Specific Criteria (PSC)						TD Bank N.A.	Wells Farge Bank N.A.
BANK PRO	FILE (20 points)		and an and a second			The second	
Ability of Professional Personnel - (See PSC Question No. 1)						4	4
Past Performance - (See PSC Question No. 2)					5	4	4
Firm's Approach - (See PSC Question No. 3)					5	4	5
List all proje with regard and Work A \$0 - \$450,00 \$450,001 - \$1,500,001 \$2,250,001 Over \$3,000	to the Prime Proposer o authorizations. 00 = 5 Points \$900,000 = 4 Points \$1,500,000 = 3 Points - \$2,250,000 = 2 Points - \$3,000,000 = 1 Points 0,000 = 0 Points	imber, with only. Volume	Broward Co	SC Question No. 4) bounty during the past five (5) years – completed and active, lso includes Amendments, Purchase Orders, Change Orders Points will be calculated by Purchasing	5	5	4
BANK STR	ENGTH (8 Points)						
Moody's & I Moody's Aaa Aa1 Aa2 Aa3 A1 A2 A3 Baa1 Baa2 Baa3	Fitch). (See PSC Questi Standard & Poor's AAA AA+ AA AA- A+ A- BBB+ BBB BBB- BBB-	ion No. 5) Fitch AAA AA+ AA AA- A+ A A BBB+ BBB BBB-	Yet     Tier 1 -     Tier 2 - 2     Tier 3 - 1       Her     3 points     points     point	Points will be calculated by Purchasing	6	6	6
Stress Test	result from the Supervis	sory Capital	Assessme	ent Program (SCAP). (See PSC Question No. 6)	2	2	2
SERVICES	(37 points)				Con No.		
Strategic pl	acement of banking brai	nches withir	Broward (	County. (See PSC Question No. 7)	3	2	3
Community	Commitments (See PS	C Question	No. 8)		5	3	4
Responses	Banking Services Ques	stionnaire (	See PSC 0	Question No. 9)	5	3	4
Ability to Provide Banking Services (See PSC Question No. 10)					10	10	
Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11)					4	2	9
Lockbox Services and Solution (See PSC Question No. 12)					6	5	5
New Service Offerings and Features (See PSC Question No. 13)					4	3	4
OTHER COST FACTORS (10 Points)					-	4	4
Earnings Credit Rate (ECR) and Interest Earnings Rate (See PSC Question No. 14)					5	1.4	-
Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15)					5	4	2
							2
			SUB-	TOTAL POINTS WILL BE CALCULATED BY PURCHASING	75	6/68	1/2/0
PRICING (2	25 Points)*	10.0			Strate and		
Provide Pri	icing Sheets per Attach	hment "T" (	See PSC (	Question No. 16) Points will be calculated by Purchasing	25	1.3	25
				TOTAL NUMBER OF POINTS	100	74	91
Print Name Signature:	RACPH	1 31 SA	pH13 De			/	-11

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