

District School Board of Pasco County

Bid Recommendation

RFP Title	Banking Services		Number of Vendors Notified	60
RFP Number	13-056-AZ		Number of Proposals Distributed	9
Date Solicited	January 25, 2013		Number of Vendors Bidding	4
Date Opened	March 7, 2013		Number of Formal "No Bid" Responses	0
Date Board Presentation	May 7, 2013		Funding Source	General
Total Savings	Estimated \$7467 first year		Grand Total of Proposal	Estimated \$60,089 first year

Recommendation: Recommend acceptance of RFP per the attached tabulation. Approval of JPMorgan Chase Bank as the highest-ranked firm will enable the Department of Finance Services to negotiate a final contract, incorporating the terms, conditions and pricing of the RFP by reference. The contract will be reviewed and approved by the Board Attorney and presented to the Board for signature at a later date.

Term of Contract: The RFP is a five-year contract, renewable annually at the mutual agreement of the parties. The first year term will be July 1, 2013 – June 30, 2014.

Notations and Exceptions:

In Phase I, the RFP responses were evaluated on four (4) separate criteria. Banking fees and rates (the average cost per month for a schedule of services determined by the Department of Finance Services) was scored for a maximum of 50 points using a weighted ratio of cost (lowest price/next lowest proposer's price x 50). Line item costs for specific items (deposit books, deposit bags, courier services, and deposit insurance bank assessment) were removed from the price calculation to enable consistent comparison of prices from all four (4) proposers.

References were scored by Purchasing Services and Finance Services; banking center locations were scored by Purchasing Services. The Evaluation Committee members individually scored each proposer's ability to meet the District's current service needs as outlined in the RFP; their scores were averaged and totaled for each proposer.

In Phase II of the RFP, all four (4) proposers were interviewed by the Evaluation Committee on April 22, 2013. The Evaluation Committee members individually scored each proposer on the following criteria: customer service, a live demonstration of the bank's on-line services, and questions specific to that bank's proposal.

Notations and Exceptions, continued:

Scores from Phase I and Phase II were combined to determine the highest-ranked proposer. The ranking, endorsed by the Evaluation Committee, is as follows: 1) JPMorgan Chase, 2) SunTrust Bank, 3) Bank of America, and 4) TD Bank.

We are requesting permission to negotiate a contract with the highest-ranked firm. Should those negotiations fail to produce a mutually acceptable contract, we are requesting permission to negotiate a contract with the next highest-ranked proposer(s), until a satisfactory contract is reached.

Cost savings were calculated based on the estimated yearly difference between JPMorgan Chase's cost for the schedule of services outlined in the RFP and the highest-proposed cost.

Offers from other vendors listed herein are the only offers received per the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Proposals Evaluated By:

Joanne Millovitsch, Director of Finance Services
Bev Fullington, Acting Finance Services Manager
Michelle Lebo, Accounts Payable Specialist
Timothy Smith, Accounting Coordinator
Nicole Westmoreland, Acting Supervisor, Food & Nutrition Services

Proposal Prepared By:

Arlene Zimney, CPPB, C.P.M., Buying Manager, Purchasing Services

Reviewed and Authorized By:

Michael J. Woodall, CPPO, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP
TABULATION

Date of Opening: March 7, 2013				
Proposal Title: Banking Services	Bank of America, N.A.	JPMorgan Chase Bank, N.A.	SunTrust Bank	TD Bank, N.A.
RFP #13-056-AZ	101 E. Kennedy Blvd.	100 North Tampa St.	401 E. Jackson St., 10th Floor	183 North Highway 27
BOARD MEETING MAY 7, 2013	Tampa, FL 33602	Tampa, FL 33602	Tampa, FL 33602	Clermont, FL 34711
Scores Phase I (written responses)				
Banking fees and rates (max. 50 pts using weighted ratio of costs)	50.000	46.000	41.000	48.000
Ability to meet current service needs (max. 25 pts.)	19.400	21.200	19.000	14.200
References (max. 15 pts.)	13.400	14.600	15.000	12.900
Banking center locations in Pasco County (max. 10 pts.)	9.743	9.487	9.743	6.538
SUB -TOTAL (max. 100)	92.543	91.287	84.743	81.638
Scores Phase II (interviews)				
Customer service (max. 5 pts.)	2.800	4.70	4.400	3.700
On-line services (max. 25 pts.)	16.600	22.80	19.800	16.000
Questions specific to bank's proposal (max. 20 pts.)	13.200	16.40	17.000	12.200
SUB-TOTAL (max. 50)	32.600	43.900	41.200	31.900
TOTAL (max. 150)	125.143	135.187	125.943	113.538