

Review of Proposals
RFP 7-2137 Financial Advisory Services
Presented to Finance and Administration Committee - March 28, 2018
5 firms proposed, 2 firms were interviewed, 1 firm is being recommended

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Weighted Average Hourly Rate
1	91	Sperry Capital Inc. Sausalito, California	None	Highest-ranked firm overall. Incumbent firm. Extensive experience providing financial advisory services to multiple California transportation agencies, as well as national clients. Described relevant experience in sales tax revenue bonds, toll road revenue bonds, transit financings, commercial paper programs, and TIFIA loans. Small firm with a set of core clients. Proposed a highly-qualified project team. Proposed team members have passed the Series 50 Municipal Advisor Representative Examination. Presented well and answered questions thoroughly during the interview. Demonstrated a thorough understanding of OCTA's programs and financial needs with a detailed project approach. Proposed competitive hourly rates.	\$98
2	89	PFM Financial Advisors LLC San Francisco, California	None	Second-ranked firm overall. Large, national firm with extensive financial advisory experience. Experience working with many transportation agencies throughout the country, including California. Described relevant experience in sales tax revenue bonds, toll road revenue bonds, transit financings, commercial paper programs, and TIFIA loans. Proposed an experienced, knowledgeable project team. Proposed team members have passed the Series 50 Municipal Advisor Representative Examination. Presented well and provided good responses during the interview. Demonstrated a good understanding of OCTA's programs and financial needs. Limited discussion related to investment advisory support. Proposed lowest hourly rates overall.	\$82

Evaluation Panel:
Internal:
Contracts Administration and Materials Management (1)
Express Lanes Programs (1)
Finance and Administration (1)
Financial Planning and Analysis (1)
M2 Program Office (1)
Highway Programs (1)

<u>Proposal Criteria</u>	<u>Weight Factors</u>
Qualifications of the Firm	30%
Staffing and Project Organization	25%
Work Plan	25%
Cost and Price	20%