

Review of Proposals
RFP 7-2159 Commercial Banking Services
Presented to the Finance and Administration Committee - April 25, 2018
3 proposals were received, 2 firms were interviewed, 1 firm is being recommended.

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Average Estimated Monthly Fees
1	87	Bank of the West Newport Beach, California	Loomis US	Excellent qualifications and extensive experience in providing banking services. Firm has been in business since 1871 and has over 28,000 employees. Subcontractor to provide private label Cash Vault Services. Firm has experience providing commercial banking services in Orange County. Strong project team with extensive commercial banking experience. Demonstrated a thorough and concise understanding of OCTA's requirements. Comprehensive banking services that meet OCTA's requirements. Excellent responses to interview questions reflecting bank service options. Proposed higher interest earnings on overnight investments (Repo Sweep). Proposed 1% earnings credit. Proposed Repo Sweep of 1% References provided positive comments and feedback.	Average Estimated Monthly Fees <u>\$ 4,610.83</u>
2	84	Wells Fargo, N.A. Los Angeles, California	None	Excellent qualifications and extensive experience in providing banking services. Firm has been in business since 1852 with a government division. Firm has experience providing commercial banking services in the State of California. Strong project team with extensive commercial banking experience. Comprehensive banking services that meet OCTA's requirements. Excellent responses to interview questions reflecting depth of experience. Proposed high interest earnings on Repo Sweep. Proposed 1% earnings credit. Proposed Repo Sweep of .6% References provided positive comments and feedback.	Average Estimated Monthly Fees <u>\$ 5,022.48</u>

Evaluation Panel:

Internal:

Contracts Administration and Materials Management (1)
Financial Planning and Analysis (1)
Accounting and Financial Reporting (1)
Treasury/Toll Roads (1)
Los Angeles – San Diego – San Luis Obispo Rail Corridor (1)

Proposal Criteria

Qualifications of the Firm
Staffing and Project Organization
Banking Services
Bank Fees

Weight Factors

25%
20%
30%
25%

ATTACHMENT A