



Notice of Intent to Award

| | | | |
|---------------------|-------------------------------|-------------|---------------------------------|
| Solicitation Number | 343253 | Award Date | 12/6/2023 2:52 PM CST |
| Solicitation Title | Banking Services for Treasury | | |
| Buyer Name | Scott Ferguson | Buyer Email | scott.ferguson@nashville.gov |
| BAO Rep | Sierra Washington | BAO Email | sierra.washington@nashville.gov |

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

| | | | |
|----------------|--------------------|-----------------|-------------|
| Company Name | First Horizon Bank | Company Contact | Tim Beekman |
| Street Address | 511 Union Street | | |
| City | Nashville | State | TN |
| | | Zipcode | 37219 |
| Company Name | | Company Contact | |
| Street Address | | | |
| City | | State | |
| | | Zipcode | |
| Company Name | | Company Contact | |
| Street Address | | | |
| City | | State | |
| | | Zipcode | |

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable. No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable. No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Mdl
Supervisor (Initial)

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

| RFQ# 353253 - Banking Services for Treasury - Local Bank | | | | | |
|--|--------------------|--|---------------------------|------------------|------------------|
| Evaluation Criteria | First Horizon Bank | Fifth Third Bank, National Association | JPMorgan Chase Bank, N.A. | SunTrust Bank | U.S. Bank, N.A. |
| Round 1 | | | | | |
| Solicitation Acceptance | Yes | Yes | Yes | Yes | Yes |
| Contract Acceptance | Yes | Yes | Yes | Yes | Yes |
| ISA Questionnaire Completed and Terms Accepted | Yes | Yes | Yes | Yes | Yes |
| Pass/Fail | Pass | Pass | Pass | Pass | Fail |
| Round 1 Totals | Pass-Both | Pass-Both | Pass -Cash | Pass-Both | Fail-Both |
| Round 2 | | | | | |
| Local Bank Minimum Qualifications and Requirements (30 Points) | 28 | Unacceptable | DNP | 25 | |
| Local Bank Collection Requirements (30 Points) | 30 | Unacceptable | DNP | 20 | |
| Local Bank Disbursement Requirements (30 Points) | 28 | Unacceptable | DNP | 25 | |
| Local Bank Diversity Practices (10 Points) | 0 | 10 | DNP | 8 | |
| Round 2 Totals | 86 | Unacceptable | DNP | 78 | |
| Round 3 | | | | | |
| System Demonstrations (100 Points) Local Bank | 93 | | | 82 | |
| Round 4 | | | | | |
| Cost (30 Points) | 30.00 | | | 16.13 | |
| Total Score | 209.00 | | | 176.13 | |

Strength & Weaknesses**First Horizon Bank****Local Bank Minimum Qualifications and Requirements (30 Points)**

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#11 - Firm's corporate API services inbound to Metro. Q#15 - Firm's security mechanisms of their corporate bank API's. Q#26d - Bank adjustment detail not available to view online.

Local Bank Collection Requirements (30 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Q#15b - Ability of the bank to accept property tax payments via tellers at branch locations. Q#16 - Lockbox location is local.

Weaknesses No weaknesses were noted.

Local Bank Disbursement Requirements(30 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#3 - Firm's response did not offer any additional fraud prevention tools to Metro. Q#10 - Firm did not offer international ACH.

Local Bank Diversity Practices (10 Points)

Strengths No strengths were noted.

Weaknesses Firm did not complete the Metro DPE and provided no information on their diversity, equity and inclusion practices.

Local Bank System Demonstration (100 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses ACH #6,#7,#8 - The presentation did address these items through discussion, but test data was not loaded to fully demo ACH reversals for line items, batches and files (#6) and the inquiry and reporting capability (#7 & #8). API Capability #1ACH #6,#7,#8 - The presentation did address these items through discussion, but test data was not loaded to fully demo ACH reversals for line items, batches and files (#6) and the inquiry and reporting capability (#7 & #8). API Capability #1 a-i - Only some of the API items in this section are currently offered by the bank with a couple of others currently in progress so partial credit was given (#1 a-g). The bank does provide a developer sandbox but did not show that. Full credit was given for the discussion of the the current roadmap and build in progress overview (#1 h-i). Other Capabilities #1-2 - Mention was made of an updated electronic lockbox (RPPS) and the bank's ClearPath (real time payment) products, but no demo was included (#1). The discussion of connectivity to the TMW was high level. The bank indicated this is currently being done through data transmissions but APIs are in progress (#2).

Fifth Third Bank, National Association**Local Bank Minimum Qualifications and Requirements (30 Points)**

Strengths No strengths were noted.

Weaknesses Firm's response does not meet the requirements of the solicitation and is unacceptable.

Local Bank Collection Requirements (30 Points)

Strengths No strengths were noted.

Weaknesses Firm's response does not meet the requirements of the solicitation and is unacceptable.

Local Bank Disbursement Requirements(30 Points)

Strengths No strengths were noted.

Weaknesses Firm's response does not meet the requirements of the solicitation and is unacceptable.

Local Bank Diversity Practices (10 Points)

Strengths Firm provided relevant information regarding their diversity, equity and inclusion practices.

Weaknesses No weaknesses were noted.

SunTrust Bank**Local Bank Minimum Qualifications and Requirements (30 Points)**

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#11 - Firm's corporate bank API Services. Q#20 - Firm's ability to provide reports for exceptions/corrections.

Local Bank Collection Requirements (30 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#8 b - Firm's process when a Metro cash deposit does not balance. Q#14 - Firm's ability to provide Point of Sale Conversion of Checks to ACH. Q15b - Firm can not accept property tax payments via a teller at branch locations. Q#16c - Process for delivering exceptions at lockboxes items or general correspondence delivered to Metro.

Local Bank Disbursement Requirements (30 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses #9 - The firm's process for initiating ACH line or file reversals. #10 - Firm's ability to send ACH payments outside of the US.

Local Bank Diversity Practices (10 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Overall good diversity, equity and inclusion practices, however programmatic approach lacked key elements.

Local Bank System Demonstration (100 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Inquiry and Reporting #6 - Did not fully demo this - showed where AA could be found, but did not run a statement. ACH Positive Pay #1-4 - This section was not demo'ed. Instead, screen shots were provided. Did not show the available reasons for returning ACH exception items (#1). Did not demonstrate how to set up new ACH authorizations (#2). Did not show inquiry and reporting capability for ACH exceptions (#4). ACH #5-7 - These questions were addressed, but not actually demo'ed. We were shown in the system where to do these processes, but there was not an actual demo of them. Book Transfers #3 - Did not address how failed book transfers are shown. Remote Deposit Capture #1-4 - This section was not demo'ed. Instead, screen shots were provided. The information provided in this part of the presentation did not adequately address the items requested. The only partial credit they received in this section was in showing what happens when an RDC check is not fully read by the scanner (#4). API Capability #1a-i - The items in this section were not addressed in detail. There was a high level discussion of API and the developer sandbox that would be provided. Full credit was given for the discussion of the the current roadmap and build in progress overview (#1 h-i).

| Solicitation Title & Number | | | RFP | | |
|--|------------------|------------------------------|-----------------|--------------------|-------------------|
| | | | RFP Cost Points | SBE/SDV Points | Total Cost Points |
| Banking Services for Treasury.; RFQ# 343243 - Local Bank | | | 30 | 0 | 30 |
| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
| First Horizon Bank | \$ 1,258,282.07 | \$ - | 30.00 | 0.00 | 30.00 |
| SunTrust Bank | \$ 2,339,937.64 | \$ - | 16.13 | 0.00 | 16.13 |

metropolitan government of nashville & davidson county



Vendor Evaluation

for diversity, equity, and inclusion practices

Solicitation Number: 343253

Questions?

Project Title: Banking Services for Treasury

Email BAO@Nashville.gov

Date: _____

submit completed evaluation form to BAO@Nashville.gov.

Vendor Details

Vendor:

Contact Person:

Email:

Phone:

Address:

Other:

Programatic Review

Do you have a specific program to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses?

YES

NO

If NO, proceed to page 3. If yes, upload documentation in the form of a policy manual or similar document.

Do you have measurable goals for the utilization of these types of businesses on non-government projects?

YES

NO

If YES, please provide both the goal and actual achievement for your most recently completed fiscal year -->

| Firm Type | Goal | Actual |
|--------------------------------|------|--------|
| Minority Owned | | |
| Woman Owned | | |
| LGBT Owned | | |
| Service Disabled Veteran Owned | | |
| Small Business | | |

Do you have an employee dedicated, in whole or in part, to the administration of this program?

YES

NO

If YES, please provide -->

| Program | Staff |
|----------------------------|-------|
| Name | |
| % of time spent on program | |
| Email/Phone | |

Mentorship

Do you participate in any government - sponsored mentorship programs assisting black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please list them:

| Government Sponsor | Business Mentored |
|--------------------|-------------------|
| | |
| | |
| | |

Do you provide industry specific training to black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please complete:

| Number Trained | Hours Provided |
|----------------|----------------|
| | |

Briefly, is there anything else about your diversity, equity, and inclusion practices that we should know?

BELOW TO BE COMPLETED BY METRO STAFF

Total Score:

0

Initial:

SW

| QUESTION | Score | Comment |
|----------|-------|--|
| 1 | | Firm did not complete the Metro DPE and provided no information on their diversity, equity or inclusion practices. |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |



Notice of Rejection

| | | | | |
|---------------------|-------------------------------|-------------|---------------------------------|--|
| Solicitation Number | 343253 | Date | 12/5/2023 3:47 PM CST | |
| Solicitation Title | Banking Services for Treasury | | | |
| Buyer Name | Scott Ferguson | Buyer Email | scott.ferguson@nashville.gov | |
| BAO Rep | Sierra Washington | BAO Email | sierra.washington@nashville.gov | |

The Metropolitan Government of Nashville and Davidson County has determined the offer submitted by the following supplier is not minimally responsive to the requirements of the referenced solicitation:

| | | | | | |
|----------------|---|-----------------|-----------------|---------|-------|
| Company Name | First Third Bank, National Association | Company Contact | Maxwell Goodall | | |
| Street Address | 424 Church Street, Suite 600 | | | | |
| City | Nashville | State | TN | Zipcode | 37219 |
| Reason | Offer does not meet the requirements of the solicitation and is unacceptable. | | | | |
| Other/Notes | | | | | |

Public Information and Records Retention

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Right to Protest

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Michelle A. Hernandez Lane



Notice of Rejection

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| Solicitation Number | 343253 | Date | 12/5/2023 3:47 PM CST | |
| Solicitation Title | Banking Services for Treasury | | | |
| Buyer Name | Scott Ferguson | Buyer Email | scott.ferguson@nashville.gov | |
| BAO Rep | Sierra Washington | BAO Email | sierra.washington@nashville.gov | |

The Metropolitan Government of Nashville and Davidson County has determined the offer submitted by the following supplier is not minimally responsive to the requirements of the referenced solicitation:

| | | | | | |
|----------------|---|-----------------|-------------|---------|-------|
| Company Name | U.S. Bank National Association | Company Contact | Tripp Jones | | |
| Street Address | 333 Commerce Street | | | | |
| City | Nashville | State | TN | Zipcode | 37201 |
| Reason | Offer does not meet the requirements of the solicitation and is unacceptable. | | | | |
| Other/Notes | | | | | |

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Michelle D. Hernandez Lane