



Notice of Intent to Award

Solicitation Number	343253	Award Date	12/6/2023 2:54 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	JPMorgan Chase Bank, N.A.	Company Contact	Dan Lally	
Street Address	1201 Demonbreun St, Floor 9			
City	Nashville	State	TN	Zipcode 37203
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 ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Mll supervisor (Initial)

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

RFQ# 353253 - Banking Services for Treasury - Cash Management					
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
Round 2					
Cash Management Bank Minimum Qualifications and Requirements (30 Points)	21	Unacceptable	30	22	
Cash Management Bank Collection Requirements (30 Points)	30	Unacceptable	28	23	
Cash Management Bank Disbursement Requirements (30 Points)	25	Unacceptable	30	25	
Cash Management Bank Diversity Practices (10 Points)	0	10	6	8	
Round 2 Totals	76	Unacceptable	94	78	
Round 3					
System Demonstrations (100 Points) Cash Management	80		100	66	
Round 4					
Cost (30 Points)	30.00		22.43	17.94	
Total Score	186.00		216.43	161.94	

Strength & Weaknesses**First Horizon Bank****Cash Management 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#14-18 - Firm's API services not adequate. Q#27d - Bank adjustment detail not available to view online.

Cash Management Bank Collection Requirements (30 Points)

Strengths Firm's response addressed everything we requested in the RFP.

Weaknesses No weaknesses were noted.

Cash Management 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 does not offer any additional fraud protection tools to Metro. Q#10- Firm does not offer international ACH.

Cash Management 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.

Cash Management 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 #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

Cash Management 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.

Cash Management 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.

Cash Management 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.

Cash Management Bank Diversity Practices (10 Points)

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

Weaknesses No weaknesses were noted.

JPMorgan Chase Bank, N.A.

Cash Management Bank Minimum Qualifications and Requirements (30 Points)

Strengths Firm's response addressed everything we requested in the RFP. Q#16 - Firm's existing corporate bank APIs in their library. Q#24 - Firm's high level online banking system platform.

Weaknesses No weaknesses were noted.

Cash Management Bank Collection Requirements (30 Points)

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

Weaknesses Q#6 - Firm's check images are only available online from from 45 days up to two years which is extremely short timeframe. #Q9-10 Firm's lockboxes are located outside of Tennessee, delaying deposit payments to Metro. Firm is unable to accept local payments of property taxes from citizens in branches.

Cash Management Bank Disbursement Requirements(30 Points)

Strengths Firm's response addressed everything we requested in the RFP. Q#6 - Firm's requirements related to positive pay features. Q#8 - Firm's Fedwire creation and approval. #10 - Firm's ability to send ACH payments outside US. Q#12 - Firm's timeframe in which uploaded ACH credit files with future date can be edited.

Weaknesses No weaknesses were noted.

Cash Management 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 programatic approach lacked key elements.

Cash Management Bank System Demonstration (100 Points)

Strengths Firm's response addressed everything we requested in the RFP.

Weaknesses No weaknesses were noted.

SunTrust Bank

Cash Management 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#14-18 - Firm's API services not adequate.

Cash Management Bank Collection Requirements (30 Points)

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

Weaknesses Q#6 - Firm answered relative to paid checks and the question was asked relative to check deposits so the question was not answered. Q#8 Firm's ability to provide Point of Sale Conversion of Checks to ACH. Q#9 - Firm can not accept property tax payments via teller branch locations.

Cash Management Bank Disbursement Requirements(30 Points)

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

Weaknesses Q#5 - Firm's process to handle duplicate presentation of checks written on Metro accounts. Q#10-13 - Firm's ACH transaction process

Cash Management 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.

Cash Management 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 Cost Points	RFP SBE/SDV Points	Total Cost Points
Banking Services for Treasury.; RFQ# 343253-Cash Management 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	\$ 681,552.90		30.00	0.00	30.00
JPMorgan Chase Bank, N.A.	\$ 911,570.86		22.43	0.00	22.43
SunTrust Bank	\$ 1,139,978.05		17.94	0.00	17.94

metropolitan government of nashville & davidson county



Vendor Evaluation

for diversity, equity, and inclusion practices

Solicitation Number: RFQ #343253
Project Title: Banking Services - Cash Management Bank
Date: July 20, 2023

Questions?
Email BAO@Nashville.gov

submit completed evaluation form to BAO@Nashville.gov.

Vendor Details

Vendor: JPMorgan Chase Bank, N.A. **Contact Person:** Dan Lally
Email: dan.lally@jpmorgan.com **Phone:** (615) 514-7977
Address: 1201 Demonbreun St, Floor 9, Nashville, TN 37203
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

Please see our Global Supplier Diversity Program document attached for reference.

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		

While J.P. Morgan does not set specific goals with regard to the utilization of diverse business enterprises in its procurements, it has a supplier diversity program that is 25 years old. The firm has spent over \$17 billion with diverse suppliers over the past 12 years.

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	Global Supplier Diversity Team
% of time spent on program	100%
Email/Phone	supplier.diversity@jpmchase.com

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

J.P. Morgan is not currently participating in Government mentorship programs, however we have established ways to provide coaching and mentorship directly to diverse business owners. Please see the following page for details.

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

Please see the following page for details regarding our industry-specific training offered to diverse businesses.

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

J.P. Morgan and its subsidiaries do not qualify as Minority Business Enterprises. However our firm is committed to promoting the economic growth and development of historically underrepresented businesses through our Supplier Diversity initiative. Additional details have been provided on the following page.

BELOW TO BE COMPLETED BY METRO STAFF

Total Score:

6

Initial:

S.W

QUESTION	Score	Comment
1		Overall good diversity, equity and inclusion practices, however
2		programmatic approach lacked key elements.
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

Solicitation and award documentation will be available upon request after the intent to award is issued. Please email the referenced buyer to arrange.

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Right to Protest

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Michelle A. Hernandez Lane



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	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					

Public Information and Records Retention

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Michelle D. Hernandez Lane