



RFP 2024007 – Banking and Lockbox Services
 Firm Name: Synovus Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	30
Fees and Compensation (section e – Exhibit A)	30	25
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		90
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		5

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
 Pricing information marked confidential

EUR 1.5
 Interest rate 5.45
 (5.25 no EUR)

Monthly
 \$ 60,721.48

Images 18 months
 Statements 24 months

Lockbox
 \$ 31,782.47

HYBRID 5.45
 - 0.05
 CAP 5.10

BBB - stable? Rachana Choe
 Evaluator's signature _____

One scanner
 1400 annual supply credit



RFP 2024007 – Banking and Lockbox Services

Firm Name: TD Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	27
Management Qualifications and Experience (section c)	20	20
References (section d)	15	13
SUBTOTAL		
TOTAL		95
Your Overall Rank out of 5 (Firm with most points will be #1)		1

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information and references marked confidential.

Did not include firm information page or acknowledge any addenda

Evaluator's signature

Clusia Nagy



RFP 2024007 – Banking and Lockbox Services

Firm Name: Synovus Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	27
Fees and Compensation (section e – Exhibit A)	30	30
Management Qualifications and Experience (section c)	20	17
References (section d)	15	15
SUBTOTAL		
TOTAL		89
Your Overall Rank out of 5 (Firm with most points will be #1)		2

Comments:

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Pricing information marked confidential

Evaluator's signature

Clusia Nagy



RFP 2024007 – Banking and Lockbox Services

Firm Name: JP Morgan

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	21
Management Qualifications and Experience (section c)	20	18
References (section d)	15	12
SUBTOTAL		
TOTAL		86
Your Overall Rank out of 5 (Firm with most points will be #1)		3

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Financial proposal is confidential. Per JP Morgan, you may disregard "Confidential" on Availability
Schedule Policy and Remote Deposit Capture sections at the beginning of Appendix 1.

Evaluator's signature

Christa Nagy



RFP 2024007 – Banking and Lockbox Services

Firm Name: Wells Fargo

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	33
Fees and Compensation (section e – Exhibit A)	30	18
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		
TOTAL		86
Your Overall Rank out of 5 (Firm with most points will be #1)		3

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
References marked confidential.

Did not acknowledge addendum 3

Evaluator's signature

Clivia Nagy



RFP 2024007 – Banking and Lockbox Services

Firm Name: BankUnited

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	25
Fees and Compensation (section e – Exhibit A)	30	24
Management Qualifications and Experience (section c)	20	18
References (section d)	15	14
SUBTOTAL		
TOTAL		81
Your Overall Rank out of 5 (Firm with most points will be #1)		5

Comments:

Requested changes to sample agreement that will require Risk and Attorney review

Evaluator's signature

Christa Nagy



RFP 2024007 – Banking and Lockbox Services

Firm Name: Wells Fargo

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	20
Fees and Compensation (section e – Exhibit A)	30	18 6
Management Qualifications and Experience (section c)	20	10
References (section d)	15	10
SUBTOTAL		46
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		5 4

At least Lock Box

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
References marked confidential.

Did not acknowledge addendum 3

American Banker Reputation Rank 39

Evaluator's signature _____



RFP 2024007 – Banking and Lockbox Services

Firm Name: JP Morgan

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	20
Fees and Compensation (section e – Exhibit A)	30	20 12
Management Qualifications and Experience (section c)	20	10
References (section d)	15	8/10 *
SUBTOTAL		50/2
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		2 3

Partial Lockbox

Comments:

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* American Banker Reputation Rank 9

Evaluator's signature _____



RFP 2024007 – Banking and Lockbox Services

Firm Name: BankUnited

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	25
Fees and Compensation (section e – Exhibit A)	30	15
Management Qualifications and Experience (section c)	20	10
References (section d)	15	10
SUBTOTAL		60
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		2

Florida Based

Comments:

Requested changes to sample agreement that will require Risk and Attorney review

American Banker Reputation Rank 11

Evaluator's signature _____



RFP 2024007 – Banking and Lockbox Services

Firm Name: TD Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	25
Fees and Compensation (section e – Exhibit A)	30	22 16
Management Qualifications and Experience (section c)	20	10
References (section d)	15	8 12
SUBTOTAL		84 63
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		4 1

West Palm Beach Lockbox

X

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information and references marked confidential.

Did not include firm information page or acknowledge any addenda

** American Banker Reputation Rank 2*

Evaluator's signature _____



RFP 2024007 – Banking and Lockbox Services

Firm Name: Synovus Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	25
Fees and Compensation (section e – Exhibit A)	30	16 18
Management Qualifications and Experience (section c)	20	10
References (section d)	15	10
SUBTOTAL		63
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		1

Tampa lockbox

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information marked confidential

Suggest trying to negotiate the ^{removal} 5.7.1. Cap on Interest

American Banker Reputation Ranking 20

Evaluator's signature _____



RFP 2024007 – Banking and Lockbox Services

Firm Name: TD Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	30
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		100
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		1

①
- 40
10
—
50

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information and references marked confidential.

Did not include firm information page or acknowledge any addenda

- 4.8 interest rate - 8 month waiver of fees - est \$1.135M
- named best bank for customer satisfaction in FL by JD Powers
- Global Finance - safest bank in USA - subsidiary of top 10 financial companies in USA
- 3rd largest bank of public deposit holdings + 3rd in FL
- 6th largest bank in USA
- Global Finance - one of the safest banks in the world

Evaluator's signature _____

Matthew David



RFP 2024007 – Banking and Lockbox Services

Firm Name: Wells Fargo

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	25
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		95
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		2

②

-41

16

57

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
References marked confidential.

Did not acknowledge addendum 3

• 4.8 interest rate

• outstanding ranks on reference's scores

Evaluator's signature

Christy Daniel



RFP 2024007 – Banking and Lockbox Services

Firm Name: Synovus Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	20
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		90
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		3

- 60
30

90

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information marked confidential

- \$61B in assets - ranked in top 50 banks by Fed. Reserve Board, 246 locations
- waive all service fees for 9 months
- earnings credit rate 1.5
- interest rate 5.45 or 5.25 if interest rate w/no ECR
- up to ~~\$1.2M~~ annual interest earned in interest only account (avg. bal \$24M)
- lockbox ~~\$3.782~~ annually
- meets all requirements in exhibit B

→ critical audit matter - valuation of collections
↳ ask Elissa her thoughts

Very thorough with responses

Evaluator's signature *Kristin Smith*



RFP 2024007 – Banking and Lockbox Services

Firm Name: JP Morgan

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	20
Management Qualifications and Experience (section c)	20	20
References (section d)	15	14
SUBTOTAL		89
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		4

- 33
 33 or 47
 JP Catalis
 66

Comments:

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 Schedule Policy and Remote Deposit Capture sections at the beginning of Appendix 1.

- 3.62 interest rate
- Incentive package 1 \$156k, 2 \$93k
- digital capabilities are a top priority
- Top 5 "world's most innovative banks"

~~JP Morgan~~
~~Catalis~~
~~66~~

Evaluator's signature *Michael David*



RFP 2024007 – Banking and Lockbox Services

Firm Name: BankUnited

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	18
Management Qualifications and Experience (section c)	20	17
References (section d)	15	14
SUBTOTAL		84
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		5

- 45
95

140

Comments:

Requested changes to sample agreement that will require Risk and Attorney review

- ~~4.7%~~ interest rate 3.2
- 62 branches nationwide - ^{one of the} largest banks in FL by Forbes
- CIS template may be an issue? p.41 they don't have anything like this
- big on positive pay

Evaluator's signature

Kevin David



RFP 2024007 – Banking and Lockbox Services

Firm Name: TD Bank

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	34
Fees and Compensation (section e – Exhibit A)	30	30
Management Qualifications and Experience (section c)	20	20
References (section d)	15	14
SUBTOTAL		98
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		1

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
Pricing information and references marked confidential.

Did not include firm information page or acknowledge any addenda

ECR 4.0

Int rate 4.80

Monthly 40,680.24

lockbox 15,899.01

need one reference response

AA

Evaluator's signature



RFP 2024007 – Banking and Lockbox Services

Firm Name: Wells Fargo

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	26
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		96
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		2

Comments:

Requested changes to sample agreement that will require Risk and Attorney review
References marked confidential.

Did not acknowledge addendum 3

OR 2.75

Intrate 2.0

Monthly 65,715.64

Lockbox 44,913.01

Evaluator's signature



RFP 2024007 – Banking and Lockbox Services

Firm Name: JP Morgan

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	35
Fees and Compensation (section e – Exhibit A)	30	25
Management Qualifications and Experience (section c)	20	20
References (section d)	15	15
SUBTOTAL		95
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		3

Transition Incentive

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ELL 3.72

Interest 3.62
no floor

Monthly 33,471.67

Why did they include cost sheet? More fees if not in Exhibit A?

Lockbox

3rd party agreement? \$46,849.92

Evaluator's signature

Carlene Com

UP - Texas is south location \$37,619.34

different website for images



RFP 2024007 – Banking and Lockbox Services
 Firm Name: BankUnited

Criteria	Max Points	Points Awarded
Scope of Required Banking Services (sections a and b)	35	33
Fees and Compensation (section e – Exhibit A)	30	25
Management Qualifications and Experience (section c)	20	20
References (section d)	15	13
SUBTOTAL		91
TOTAL		
Your Overall Rank out of 5 (Firm with most points will be #1)		4

2
 Responses

Comments:

Requested changes to sample agreement that will require Risk and Attorney review

Printed Proposal → ECR 100% Features 3.20 why difference?

Excel
 ECR 4.26
 Floor 0.25
 Interest rate 4.797

Monthly
 \$ 44,785.38

Lockbox (*) NO
 per item fees too high

\$ 94,700.71

No scanner cost
 no cost for deposit tickets

Statements
 13 months
 online

Evaluator's signature

Galanne Cone

BBB+

need 2 reference responses

CD Rom?
 archive