

FINAL SCORE MATRIX

RFQ for Broker Dealer Services LARGE >\$500 Million (23-094; 6100016915) Score Summary *FINAL EVALUATION August 31, 2023	Maximum Points	Stifel Nicolaus & Company, Inc. 501 North Broadway St. Louis, MO 63120	Cantor Fitzgerald & Co. 110 East 59th Street, 4th Floor New York, NY 10022	Robert W. Baird & Co. Incorporated 777 E. Wisconsin Avenue Milwaukee, WI 53202	RBC Capital Markets, LLC 200 Vesey Street, 9th Floor New York City, NY 10281	Daiwa Capital Markets America 32 Old Slip, Floor 14 New York, NY 10005- 3538	Raymond James & Associates, Inc. 880 Carillon Parkway St. Petersburg, FL 33716	Oppenheimer & Co. Inc. 85 Broad Street New York, NY 10004	FHN Financial Capital Markets 1000 Ridgeway Loop Rd., Suite 200 Memphis, TN 38120	KeyBanc Capital Markets Inc. 127 Public Square, 7th Floor Cleveland, OH 44114	Wells Fargo Securities, LLC 550 South Tryon Street, 6th Floor Charlotte, NC 28202	Zions Capital Markets, a Division of Zions Bancorporation, N.A. One South Main Street, 17th Floor Salt Lake City, UT 84133
A - Experience, Background, Qualifications	40	37.40	37.60	36.60	35.40	36.00	35.80	36.00	31.40	32.20	25.20	29.00
B - Proposed Plan	45	42.00	39.80	39.40	40.60	38.60	38.80	37.60	35.00	30.40	28.60	27.80
A - B Sub-Total	85	79.40	77.40	76.00	76.00	74.60	74.60	73.60	66.40	62.60	53.80	56.80
C - Local Preference Program	10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.00	0.00
D - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	79.40	77.40	76.00	76.00	74.60	74.60	73.60	66.40	62.60	58.80	56.80
RANK BASED ON TOTAL SCORE		1	2	3	3	5	5	7	8	9	10	11

*One evaluation meeting held with no interviews conducted.