

Post-Solicitation Briefing for Financial Underwriting Pool



Audit and Accountability Committee

Date: May 9, 2023

Presented by: Troy Elliott, CPA, Deputy Chief Financial Officer, Finance Department

Solicitation Overview

The City requested qualifications from qualified firms to establish a financial underwriting pool comprised of firms to be utilized for the selection of underwriting syndicates for financial transactions effectuated by the City over the term of the pool.



Solicitation Type

- Request for Qualifications (RFQ)



Proposed Term

- 3 years with 1, 2 year option



Estimated Value

- No Value



Current Contract Status

- Expired September 30, 2022

Capital Evaluation



Evaluation by Net Excess Capital

- The firms were evaluated within three (3) categories based on net excess capital:
 - Firms with net excess capital less than \$20,000,000
 - Firms with net excess capital ranging from \$20,000,000 to \$500,000,000
 - Firms with net excess capital greater than \$500,000,000
- This evaluation methodology allows for the selection of a well diversified pool comprised of small, medium, large, local, and SBEDA firms

Recommended Pool – Small Firms



RFQ for FINANCIAL UNDERWRITING POOL (22-142; 6100016180) SMALL FIRMS Score Summary *FINAL EVALUATION APRIL 27, 2023	Maximum Points	Vendor A	Vendor B	Vendor C	Vendor D	Vendor E	Vendor F	Vendor G	Vendor H
A - Experience, Background, Qualifications	40	31.00	32.00	26.20	24.40	23.40	24.20	20.80	20.80
B - Proposed Plan	45	36.20	35.00	28.20	27.00	26.40	27.80	24.80	22.00
A - B Sub-Total	85	67.20	67.00	54.40	51.40	49.80	52.00	45.60	42.80
C - Local Preference Program	10	0.00	0.00	10.00	0.00	0.00	0.00	0.00	0.00
D - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	5.00	5.00	0.00	0.00	0.00
TOTAL SCORE	100	67.20	67.00	64.40	56.40	54.80	52.00	45.60	42.80
RANK BASED ON TOTAL SCORE		1	2	3	4	5	6	7	8

*One evaluation meeting held with no interviews conducted

SBEDA Program: Waived

Recommended Pool – Medium Firms



RFQ for FINANCIAL UNDERWRITING POOL (22-142; 6100016180) MEDIUM FIRMS Score Summary *FINAL EVALUATION APRIL 27, 2023	Maximum Points	Vendor A	Vendor B	Vendor C	Vendor D	Vendor E	Vendor F	Vendor G	Vendor H	Vendor I
A - Experience, Background, Qualifications	40	38.00	36.80	36.60	33.00	34.60	30.60	27.60	28.20	25.00
B - Proposed Plan	45	43.20	41.20	40.60	36.40	34.60	32.60	26.40	27.40	25.40
A - B Sub-Total	85	81.20	78.00	77.20	69.40	69.20	63.20	54.00	55.60	50.40
C - Local Preference Program	10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
D - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	0.00	0.00	0.00	5.00	0.00	0.00
TOTAL SCORE	100	81.20	78.00	77.20	69.40	69.20	63.20	59.00	55.60	50.40
RANK BASED ON TOTAL SCORE		1	2	3	4	5	6	7	8	9

*One evaluation meeting held with no interviews conducted

SBEDA Program: Waived

Recommended Pool – Large Firms



RFQ for FINANCIAL UNDERWRITING POOL (22-142; 6100016180) LARGE FIRMS Score Summary *FINAL EVALUATION APRIL 27, 2023	Maximum Points	Vendor A	Vendor B	Vendor C	Vendor D	Vendor E	Vendor F	Vendor G	Vendor H	Vendor I	Vendor J	Vendor K	Vendor L	Vendor M
A - Experience, Background, Qualifications	40	38.60	36.40	33.40	34.60	32.20	32.20	28.40	27.80	26.80	29.00	27.00	27.60	22.40
B - Proposed Plan	45	39.00	39.00	36.80	36.60	34.00	32.60	30.40	28.60	28.40	30.60	28.00	24.60	24.40
A - B Sub-Total	85	77.60	75.40	70.20	71.20	66.20	64.80	58.80	56.40	55.20	59.60	55.00	52.20	46.80
C - Local Preference Program	10	5.00	0.00	5.00	0.00	0.00	0.00	5.00	5.00	5.00	0.00	0.00	0.00	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	0.00	0.00
TOTAL SCORE	100	82.60	75.40	75.20	71.20	66.20	64.80	63.80	61.40	60.20	59.60	55.00	52.20	46.80
RANK BASED ON TOTAL SCORE		1	2	3	4	5	6	7	8	9	10	11	12	13

*One evaluation meeting held with no interviews conducted

SBEDA Program: Waived

Due Diligence



Finance and Audit Departments – Due Diligence Results

Number of vendors notified:	162
Number of vendors at pre-submittal conference:	7
Number of responses received:	33; 2 respondents were deemed non-responsive for inability to comply with the proposal requirements; 1 respondent was disqualified due to political contribution made during the prohibited black-out period.
Results of Minimum Requirements Review	No Material Findings
Results of Due Diligence Review	No Material Findings



Thank You

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Finance Department