

Business Item

M Management Committee

Item: 2012-235

Meeting Date: July 25th, 2012

ADVISORY INFORMATION

Date:	July 20 th , 2012
Subject:	Authorization to Award Contract for General Banking Services
District(s), Member(s):	All
Policy/Legal Reference:	Minnesota Statute 473.542
Staff Prepared/Presented:	Mercy Ndungu, Principal Financial Analyst
Division/Department:	All

Proposed Action

That the Council authorizes the Regional Administrator to execute a contract for general banking services with Wells Fargo Bank at the fixed unit prices provided in their proposal and for a time period to not exceed five years.

Background

The Council has had a successful banking relationship with its current financial depository institution (US Bank N.A.). In keeping with the practice of periodically offering opportunities for businesses to bid for our business, the Council issued a request for proposals (RFP) for general banking services and received four qualified proposals. Out of the four proposals, Wells Fargo submitted one of the most complete proposals and offered overall the lowest cost measured under three and five-year scenarios using the Council's recent volumes.

The contract will provide core banking services to the Council including financial deposits and payments processing. The contract will specify agreed upon unit prices rather than total value; the contract is expected to cover an initial 3-year term with an option for two annual renewals.

Rationale

Proposals were evaluated based on four criteria: 1) Quality, 2) Qualifications, 3) Experience, and 4) Price. The proposal review team was comprised of four staff members: two from Treasury, one from Information Services, and one Senior Manager from Metro Transit. Over a five-year period, and after accounting for projected implementation costs and assuming constant volumes, the Council expects to save at least \$100,000 on banking fees.

Funding

Banking fees are funded through the Council's cost allocation process and our included in the operating budget.

Known Support / Opposition

None.