



CITY OF ORLANDO

December 31, 2015

MEMORANDUM

TO: David Billingsley, CPSM, C.P.M., Chief Procurement Officer
Procurement and Contracts Division

FROM: Karen Elzy, C.P.M., Sr. Purchasing Agent III

SUBJECT: RFP15-0330, Procurement / Travel Card Services

Please review / approve the attached Meeting Minutes for the subject 4th Advisory Committee Meeting of December 16, 2015.

Approved:

A handwritten signature in black ink, appearing to read "David Billingsley", written over a horizontal line.

David Billingsley, CPSM, C.P.M.
Chief Procurement Officer

PURCHASING AND MATERIALS MANAGEMENT DIVISION

CITY HALL • 400 SOUTH ORANGE AVENUE • P.O. BOX 4990 • ORLANDO, FLORIDA 32802-4990

PHONE 407.246.2291 • FAX 407.246.2869 • CityofOrlando.net • esupplier.cityoforlando.net

REVISION DATE: 12/31/09



CITY OF ORLANDO

4th ADVISORY COMMITTEE MEETING MINUTES

RFP15-0330 Procurement/Travel Card Services

December 16, 2015, 8:30 AM

City Hall – 4th Floor, TARPON/DOLPHIN CONFERENCE ROOMS

The Advisory Committee (Committee) for the above project convened on December 16, 2015, at 8:30 am in the Tarpon Conference Room, City Hall. The purpose of this meeting was to hear presentations from four (4) respondents for RFP15-0330 and review, score, and rank each of those firms.

Committee Members Present:

Michelle McCrimmon, Chair, Accounting and Control
Laurie Nossair, Accounting and Control
Sonia Johnson, Accounting and Control
Maria Neff Caulder, Orlando Police Department
Tysha Resnick, Orlando Fire Department

Committee Members Absent:

None

Other City Personnel Present:

Karen Elzy, Senior Purchasing Agent, Procurement and Contracts Division (Facilitator)
Dawn Chin Shue, Minority/Women Business Enterprise
Imtiaz "Fazie" Khan, Accounting and Control
Cynthia De Oliveira, Accounting and Control
David Gancarz, Technology Management

Actions/Discussion/Motions:

Karen Elzy, Purchasing Agent, called the meeting to order at 8:32 a.m. and took the following actions:

1. Advised that the meeting was being recorded.
2. Indicated the date, time and purpose of the meeting and that it was posted by the City Clerk more than forty-eight (48) hours in advance.
3. Advised the Committee that a quorum was established.
4. There were no members of the public present throughout the meeting.

Karen Elzy advised each presenter that they would be given sixty (60) minutes total, forty-five (45) minutes for a presentation followed by a fifteen (15) minute question and answer period.

Presentation Schedule of Firms:

<u>Time</u>	<u>Company</u>	<u>Meeting Room</u>
8:34 – 9:34 a.m.	TD Bank, N.A.	Tarpon Conference Room
9:49 – 10:49 a.m.	U.S. Bank National Association (U.S. Bancorp)	Dolphin Conference Room

A fifty-five (55) minute break was taken. The meeting reconvened at 1:01 p.m.

1:03 p.m. – 2:03 p.m. J.P. Morgan Chase Bank Dolphin Conference Room

A twenty-seven (27) minute break was taken and the meeting reconvened at 2:30 p.m.

Actions/Discussion/Motions:

A motion was made by Maria Neff Caulder, seconded by Tysha Resnick, to accept the minutes of the 2nd Committee Meeting on November 30, 2015 as presented. Discussion ensued. Motion carried unanimously.

Karen Elzy distributed to the Committee a Client References Recap for their review. General discussion ensued.

A eighteen (18) minute break was taken and the meeting reconvened at 3:48 p.m.

The Committee discussed the presentations and proposals. Discussion ensued. Committee members individually scored. Tysha Resnick submitted her score sheet and left the meeting at 5:35 p.m. The resulting Final Ranking is as follows:

1. Bank of America, N.A.
2. J.P. Morgan Chase Bank, N.A.
3. Wells Fargo Bank, N.A.
4. SunTrust Bank, Inc.
5. U.S. Bancorp
6. TD Bank, N.A.
7. Elan Financial Services/Florida Community Bank

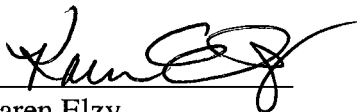
A motion was made by Michelle McCrimmon, seconded by Laurie Nossair, to accept the ranking and evaluation of the Proposals, and recommend to City Council that the Chief Procurement Officer negotiate a contract with the top ranked firm until successful, and if unsuccessful, negotiate with the next ranked firm until successful. Discussion ensued. The motion passed unanimously.

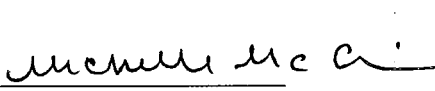
The Meeting was adjourned at 5:55 p.m.

These minutes are considered to be the official minutes of the RFP15-0330 Committee Meeting held on December 16, 2015, and no other notes, tapes, or other recordings taken by anyone takes precedence.

Submitted by:

Review and Accepted by:


Karen Elzy
Senior Purchasing Agent
(Facilitator)

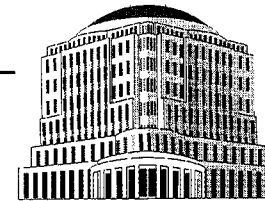

Michelle McCrimmon
Controller
(Chair)

Attachments: Sign-in Sheets
Reference Recap
Score Sheets & Ranking Tally

CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – TD Bank, N.A.



Date: 12/16/15	Time: 8:30 a.m.	Bid Number: RFP15-0330	Location: City Hall at One City Commons, 400 South Orange Avenue, Tarpon Conference Room -4 th Floor, Orlando, Florida
Title: PROCUREMENT / TRAVEL CARD SERVICES			

NAME	COMPANY	EMAIL ADDRESS	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Karen Elzy, Senior Purchasing Agent	<u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368	(407) 246-2869
City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair <i>Michelle McCrimmon</i>		X2142	
TD Bank 1560 N. Orange Ave. Ste 300 Winter Park, FL 32789	Amy Ash <i>Amy Ash</i>	<i>amy.b.ash@td.com</i>	407-622-3550 407-309-0304 <i>cell</i>	407-622-8470
TD Bank - Government Banking 2130 Centrepark W. Drive West Palm Beach FL 33406	Robert Wilkins <i>Robert Wilkins</i>	<i>robert.wilkins@td.com</i>	561-352-2143	561-352-2093
TD Bank 1560 N Orange Ave Ste 300 Winter Park F	Sonia Himmelberg <i>Sonia Himmelberg</i>	<i>sonia.himmelberg@td.com</i>	904/265-0428	

PROCUREMENT AND CONTRACTS DIVISION

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COMPANY NAME	COMPANY REPRESENTATIVE PLEASE PRINT NAME & PROVIDE SIGNATURE	EMAIL ADDRESS IMPORTANT (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
City of Orlando	LAURIE NOSSAIR <i>Laurie Nossair</i>	laurie.nossair@cityoforlando.net	407-246-3538	
ORLANDO POLICE CITY OF ORLANDO	MARIA NEFF CAMERON <i>Maria Neff Cameron</i>	maria.neff@cityoforlando.net	407-246-3100	
City of Orlando OFD	Tyshe Resnick <i>Tyshe Resnick</i>	tyshe.resnick@cityoforlando.net	407 246 3131	
City of Orlando O	Sonia Johnson <i>Sonia Johnson</i>	Sonia.Johnson@cityoforlando.net	407 246-3247	
11	David Gancore <i>David Gancore</i>			

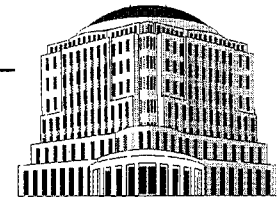
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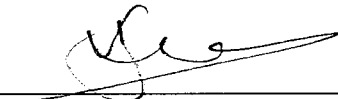
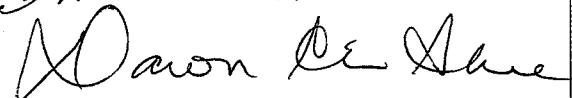
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City of Orlando OB FS	Fazie Khan 		2562	
CYNTHIA DE OLIVEIRA CITY OF ORLANDO	CYNTHIA DE OLIVEIRA	CYNTHIA.DEOLIVEIRA@ CITYOFORLANDO.NET		
MBE OFFICE CITY OF ORLANDO	DAWN CH, D SHUE 			

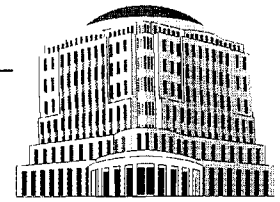
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CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – U.S. Bank National Association



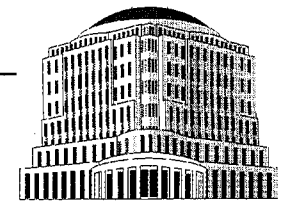
Date: 12/16/15	Time: 9:45 a.m.	Bid Number: RFP15-0330	Location: City Hall at One City Commons, 400 South Orange Avenue, Dolphin Conference Room -4 th Floor, Orlando, Florida
Title: PROCUREMENT / TRAVEL CARD SERVICES			

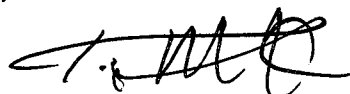

	NAME (PRINT NAME AND TITLE)	EMAIL ADDRESS (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Karen Elzy, Senior Purchasing Agent	<u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368	(407) 246-2869
City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair <i>Michelle McCrimmon</i>		x2142	
US BANK 1349 W. PEACHTREE ST ATLANTA GA 30305	JOHN EAGLESON <i>John Eagleson</i>	John.Eagleson@usbank. Com	404-898- 2457	
USBANK 9105 STRADA PLAGE NAPLES, FL 34108	JENNIFER LAWSON <i>Jennifer Lawson</i>	JENNIFER.LAWSON @USBANK.COM	239 595- 6145	
US BANK	RYAN CALLOWAY <i>Ryan Calloway</i>	Ryan.Calloway@usbank. Com	704-905- 2445	

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Presentation Sign-In Sheet – U.S. Bank National Association



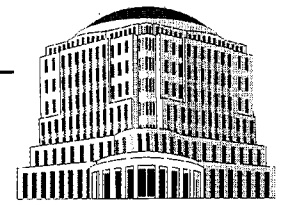
COMPANY ADDRESS (PLEASE PRINT)	COMPANY REPRESENTATIVE (PLEASE PRINT NAME & FOLLOWED BY SIGNATURE)	EMAIL ADDRESS (OPTIONAL) (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Karen Elzy, Senior Purchasing Agent	<u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368	(407) 246-2869
City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair			
City of Orlando OFD	Tyska Resnick 	tyska.resnick @ city of orlando .net	407 246 3131	
City of Orlando	Sonia Johnson 	Sonia . Johnson @ city of orlando .net	407 - 246 - 3247	
OPD City of Orlando	Maria Neff Caulder MARIA NEFF CAULDER	maria.neff@ city of Orlando .net	407-246- 3100	

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CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – U.S. Bank National Association



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City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair			
City of Orlando	LAURIE NOSSAIR <i>Laurie E Nossair</i>	<i>laurie.nossair@cityof Orlando.net</i>	407-246- 3538	
✓	Fazie Khan <i>Fazie Khan</i>		2562	
9	David Gancarz <i>David Gancarz</i>		3062	

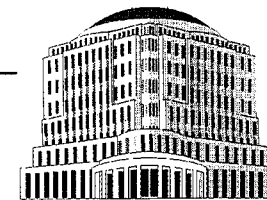
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CITY OF ORLANDO

Procurement and Contracts Division

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MBE OPC CITY OF ORLANDO	DAWN CHIN SHUE <i>Dawn Chin Shue</i>			
CITY OF ORLANDO	CYNTHIA DE OLIVEIRA	CYNTHIA.DEOLIVEIRA@ CITYOFORLANDO.NET	407-246-2576	

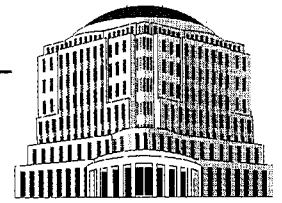
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CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – Wells Fargo Bank, N.A.



Date: 12/16/15	Time: 11:00 a.m.	Bid Number: RFP15-0330	Location: City Hall at One City Commons, 400 South Orange Avenue, Tarpon Conference Room -4 th Floor, Orlando, Florida
Title: PROCUREMENT / TRAVEL CARD SERVICES			

NAME AND ADDRESS (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Karen Elzy, Senior Purchasing Agent <u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368 (407) 246-2869
City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair <i>Michelle McCrimmon</i>	X 2142
Wells Fargo Bank Treasury Management 1005 Ashley Drive, 8th Ave Tampa, FL 33602	LYNN Nieves <i>Lynn Nieves</i>	<u>Lynn.Nieves@wellsfargo.com</u> 813-225-4338 407-225-4450
Wells Fargo Bank 800 N. Magnolia Wells Fargo Orlando FL	Todd Morley <i>Todd Morley</i>	<u>Todd.morley@wellsfargo.com</u> 813 407-699-5633 407-699-5554
Wells FARGO Bank Ashley Dr. TAMPA	JACKIE CHRISTY <i>Jackie Christy</i>	<u>JACQUELYN.CHRISTY@WELLSFARGO</u> 941-704-1222

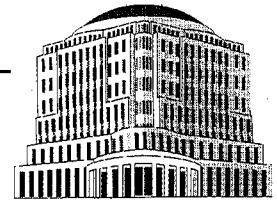
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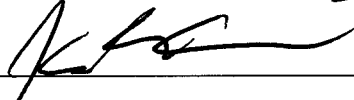
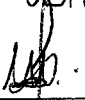
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Procurement and Contracts Division

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COMPANY NAME	COMPANY REPRESENTATIVE (PLEASE PRINT FULL NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS (IMPORTANT (DO NOT LEAVE IN BLANK))	TELEPHONE #	FAX #
Wells Fargo Bank 800 N. Magnolia Orlando FL.	John Ludwig 	John.K.Ludwig@wellsfargo.com	407-342-7931	
City of Orlando	LAURIE NOSSAIR Laurie E Nossair	laurie.nossair@cityoforlando.net	407-246-3538	
OPD, CITY OF ORLANDO	MARIA NEFF CAULDER Maria Neff Caulder	maria.neff@cityoforlando.net	407-246-3100	
City of Orlando	CYNTHIA DE OLIVEIRA 	CYNTHIA.DEOLIVEIRA@CITYOFORLANDO.NET	407-246-2576	
MBE OFC CITY OF ORLANDO	DAWON CHIN SEHUE Dawon Chin Sehue			

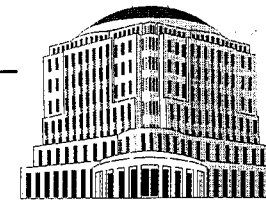
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Procurement and Contracts Division

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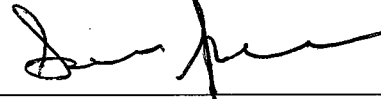
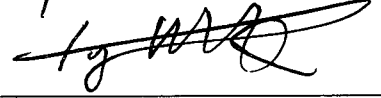

Date: 12/16/15

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City of Orlando	Fazie Khan 		2562	
city of Orlando	Sonia Johnson 	Sonia Johnson @cityoforlando. net	407- 246-3247	
City of Orlando OFD	Tyska Resnick 	Tyska Resnick @ cityoforlando.net	407 246 3131	
11	David Bancarz 		3062	

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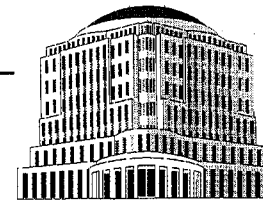
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CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – J.P. Morgan Chase Bank, N.A.



Date: 12/16/15	Time: 1:00 p.m.	Bid Number: RFP15-0330	Location: City Hall at One City Commons, 400 South Orange Avenue, Dolphin Conference Room -4 th Floor, Orlando, Florida
Title: PROCUREMENT / TRAVEL CARD SERVICES			

	NAME AND SIGNATURE (PRINT NAME & SIGNATURE)	EMAIL ADDRESS IMPORTANT (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Karen Elzy, Senior Purchasing Agent	<u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368	(407) 246-2869
City of Orlando, Business & Financial Services	Michelle McCrimmon, Chair <i>Michelle McCrimmon</i>		X2142	
JP Morgan	Leif Chase	Leif.G.Chase@ JPmorgn.com	407 236 5464	
JP Morgan	Joseph Scharf	Joseph.h.scharf@JPmorgn.com	813 483 8248	
JP Morgan	Kyle Elliott	Kyle.C.Elliott@JPmorgn.com	312-802-6067	

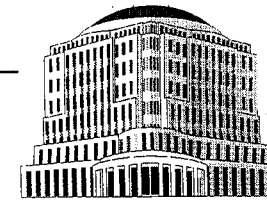
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COMPANY NAME	COMPANY REPRESENTATIVE (PRINT NAME & SIGNATURE)	EMAIL ADDRESS (IMPORTANT DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
JPMorgan	Markita Heard	Markita.l.heard@jpmchase.com	(757) 986 0670	
City of Orlando	Laurie NOSSAIR Laurie E. Nossair	laurie.nossair@cityoforlando.net	407 246-3538	
City of Orlando OFD	Tysha Resnick 	tysha.resnick@cityoforlando.net	407 246 3131	
OPP City of Orlando	MARIA NEFF CAULDER Maria Neff Caulder	maria.neff@cityoforlando.net	407. 246-3100	
City of Orlando	Sonia Johnson 	Sonia.Johnson@cityoforlando.net	407 246-3247	

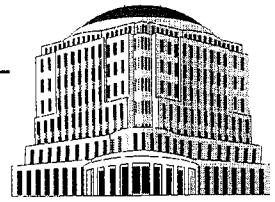
PROCUREMENT AND CONTRACTS DIVISION

CITY HALL • 400 SOUTH ORANGE AVENUE • P.O. BOX 4990 • ORLANDO, FLORIDA 32802-4990
PHONE 407.246.2291 • FAX 407.246.2869 • CityofOrlando.net • esupplier.cityoforlando.net

CITY OF ORLANDO

Procurement and Contracts Division

Presentation Sign-In Sheet – J.P. Morgan Chase Bank, N.A.



Date: 12/16/15	Time: 1:00 p.m.	Bid Number: RFP15-0330	Location: City Hall at One City Commons, 400 South Orange Avenue, Dolphin Conference Room -4 th Floor, Orlando, Florida
Title: PROCUREMENT / TRAVEL CARD SERVICES			

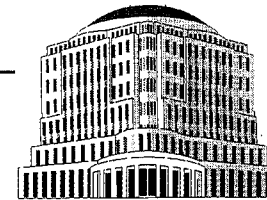
COMPANY NAME & ADDRESS DEPARTMENT/BUREAU	COMPANY REPRESENTATIVE (PLEASE PRINT LEGIBLE YOUR NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS: IMPORTANT (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
City Orlando IT	David Gancarz <i>David Gancarz</i>	david.gancarz@cityoforlando.net	X3662	
COO - OBFS	Fazie Khan <i>Fazie Khan</i>		2562	
MBE OFC CITY OF ORLANDO	DAWN CHIN SHUE <i>Dawn Chin Shue</i>			
CITY OF ORLANDO OBFS	CYNTHIA DE OLIVEIRA <i>Cynthia de Oliveira</i>	CYNTHIA.DEOLIVEIRA@ CITYOFORLANDO.NET	407-246-2576	
J.P. MORGAN 450 S Orange Avenue Orlando, FL 32801	Scott Ricker <i>Scott Ricker</i>	Scott.Ricker@JP.MORGAN.COM	407-236-5398	

PROCUREMENT AND CONTRACTS DIVISION

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CITY OF ORLANDO

Procurement & Contracts Division 3rd Committee Meeting Sign-In Sheet



Date: 12/16/15	Time: 2:15 p.m.	Bid Number: RFP15-0330	Location: City of Orlando, 400 S. Orange Avenue, Tarpon Conference, 4 th Floor, Orlando, FL 32802
Title: PROCUREMENT/TRAVEL CARD SERVICES			

	NAME AND TITLE (PRINT NAME AND SIGNATURE)	EMAIL ADDRESS (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Teddi McCorkle for Karen Elzy, Senior Purchasing Agent	<u>Karen.Elzy@cityoforlando.net</u>	(407) 246-2368	(407) 246-2869
City of Orlando, Accounting and Control	Michelle McCrimmon, Chair <i>Michelle McCrimmon</i>		X2142	
MBE OFFICE CITY OF ORLANDO	DAWON CHIN SHUE <i>Dawon Chin Shue</i>			
COO- OBFS	Fazie Khan <i>Fazie Khan</i>			
COO- TMD	David Bancora <i>David Bancora</i>			

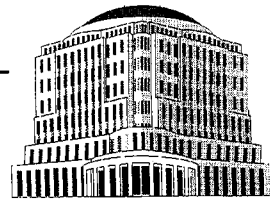
NOTE: DO NOT WRITE ON THE BACK OF THE FORM.

PROCUREMENT AND CONTRACTS DIVISION

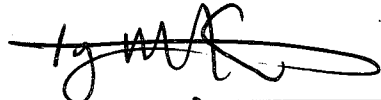


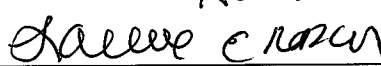
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CITY OF ORLANDO

Procurement & Contracts Division 3rd Committee Meeting Sign-In Sheet



Date: 12/16/15	Time: 2:15 p.m.	Bid Number: RFP15-0330	Location: City of Orlando, 400 S. Orange Avenue, Tarpon Conference, 4 th Floor, Orlando, FL 32802
Title: PROCUREMENT/TRAVEL CARD SERVICES			

	COMPANY REPRESENTATIVE PRINT NAME & SIGNATURE (PROVIDE SIGNATURE)	EMAIL ADDRESS (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
City of Orlando OFD	Tysha Resnick 	tysha.resnick@cityoforlando.net	407 246 3131	
City of Orlando	Sonia Johnson 	Sonia.Johnson@cityoforlando.net	407 246-3247	
CITY OF ORLANDO OBFS	CYNTHIA DE OLIVEIRA 	CYNTHIA.DEOLIVEIRA@CITYOFORLANDO.NET		
OPD CITY OF ORLANDO	Maria Nefi Cauda MARIA NEFI CAUDA	maria.nefi@cityoforlando.net	407-246- 3100	
City of Orlando	LAURIE NOSSAIF 	laurie.nossair@cityoforlando.net	407-246- 3538	

NOTE: DO NOT WRITE ON THE BACK OF THE FORM.

PROCUREMENT AND CONTRACTS DIVISION

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IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: ELAN FINANCIAL SRVS/FLORIDA COMMUNITY BANK

	City of Groveland	City of Lakewood	City of Burlington
1. Briefly describe the nature of the services provided.	Credit cards for employees – specifically managers and supervisors.	The City has utilized Elan Services for our P-card services since Jan. 2013. The p-card program was part of the City's RFP issued for Banking Services.	No Response
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)	4	2	
3. What is your organizations' total procurement card and electronic payable program spend? (a-d)	a) less than \$5M	b) \$5-10M	
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)	4a) 4 4b) 4	4a) 4 4b) 4	
5. What is your average per transaction spending limit per cardholder?	\$2,500.00	Up to \$5,000 or in special circumstance, can be used for capital purchases up to \$25,000, however, we do pay our monthly water bill for the City (payable to the City of Cleveland) which can total over ½ million dollar.	
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)	4	5	
7. Were there any problems during the performance of the work? (Yes/No)	Yes	No	
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)	Yes	Yes	
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)	4	5	
10. Overall, would you enter into Contract with this firm again? (Yes/No)	Yes	Yes	
11. Is there anything else you would like to share about the project or the firm's capabilities?	Too many confiscated card #'s		

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: J.P. MORGAN CHASE BANK, N.A.

	Georgetown University	Florida International Univ.	District School Board Pasco Cty	City of Phoenix	Academic District 20	Ohio Health Corp.
1. Briefly describe the nature of the services provided.	No Response	Pcard, T&E, and SUA.	Banking plus p-card. We are moving to e-payables as soon as our ERP vendor creates the proper format.	Chase currently provides us with General Banking Services, Merchant Services (Chase Paymentech), Custody Services, Single Use Accounts (SUA), Liability Card, and recently we added Purchasing Card.	We have a small dollar p-card program and an e-payables (SUA) program with corresponding website, call center and personal representative support.	Travel and single use credit cards.
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)		5	5, We have not done campaign yet but their strategy is very good.	5	4	4
3. What is your organizations's total procurement card and electronic payable program spend? (a-d)		d) greater than \$25M	c) \$10-25M	d) greater than \$25M (SUA program)	c) \$10-25M	c) \$10-25M
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)		4a) 5 4b) 5	4a) 5 4b) 5	4a) 5 4b) 5	4a) 5 4b) 4	4a) 5 4b) 4
5. What is your average per transaction spending limit per cardholder?		1,000	We do not have a per transaction limit.	We average about \$250 spend per transaction currently with our Liability Card and have set the limit to \$500. We are just now piloting out Purchasing Card Program, so the average spend will most likely increase.	Average transaction per cardholder is \$2,617.00	We have a single use card were JPMC issues cards with the corresponding credit limit.
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)		5	5, They are wonderful to work with.	5	4	5
7. Were there any problems during the performance of the work? (Yes/No)		No	No	Yes, We had a few issues with the SUA setup, but they were all worked out.	Yes, There are always some problems which we resolved to mutual satisfaction.	No
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)		Yes	Yes, very helpful	Yes	Yes	Yes
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)		5	5	5	4	4
10. Overall, would you enter into Contract with this firm again? (Yes/No)		Yes	Yes	Yes	Yes	Yes
11. Is there anything else you would like to share about the project or the firm's capabilities?		They have been very responsive to our questions and concerns.	Everyone we have worked with has been wonderful. Very personable and profession.	Chase is great to work with and they are very responsive when issues arise. Overall we have had a great experience with Chase. (Please know that we are just now beginning our testing with Purchasing Cards, but have a little history with Liability Cards and SUA (Single Use Accounts)).	They are have tremendous technology capabilities which was helpful in implementing and maintain the e-payables component. We are happy to visit you in Florida if need be.	If you use single use credit cards use both AP001 and AP002.

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: SUNTRUST

	City of Kissimmee	City of Ft. Lauderdale
1. Briefly describe the nature of the services provided.	We use the Suntrust Purchasing Card program as well as the E-Payable program.	Pcard Services
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)	5	5
3. What is your organizations' total procurement card and electronic payable program spend? (a-d)	a) less than \$5M	d) greater than \$25M
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)	4a) 4 4b) 4	4a) 5 4b) 4
5. What is your average per transaction spending limit per cardholder?	\$2,000	\$5,000p
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)	4	5
7. Were there any problems during the performance of the work? (Yes/No)	No	No
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)		Yes
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)	4	5
10. Overall, would you enter into Contract with this firm again? (Yes/No)	Yes	Yes
11. Is there anything else you would like to share about the project or the firm's capabilities?		

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: TD BANK, N.A.

	City of Titusville	City of West Park	Norwich University	Southern New Hampshire University	Southeastern Pennsylvania Transp	The Haskell Comapny
1. Briefly describe the nature of the services provided.	TD Card, Custodian and Banking Services. Starting implementation of integrated parables.	Merchant Services Banking for all the City's Accounts and Commercial Card Account Services.	No Response	Pcard program – no electronic payables.	TD Bank is our current procurement card provider. We are also currently transitioning to their e-pay system for our electronic accounts payable.	We only use the Visa card services.
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)	5	5		N/A	We are currently transitioning to TD Bank's e payable system.	N/A
3. What is your organizations's total procurement card and electronic payable program spend? (a-d)	b) \$5-10M	a) less than \$5M		a) less than \$5M	c) \$10-25M	N/A
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)	4a) 5 4b) 4	4a) 5 4b) 5		4a) 2 4b) 5	4a) 5 4b) 5	N/A
5. What is your average per transaction spending limit per cardholder?		Varies Between \$1,500 to \$50,000		We have a \$2,500 single purchase limit	Our current program allows each cardholder to spend up to \$500 per transaction with a 4 transaction daily limit. We currently spend over \$300,000 per month.	\$5,000
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)	5	5		3	5	5
7. Were there any problems during the performance of the work? (Yes/No)	No	No		No	No	No
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)		Yes			Yes	Yes
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)	5	5		3	5	5
10. Overall, would you enter into Contract with this firm again? (Yes/No)	Yes	Yes		Yes	Yes	Yes
11. Is there anything else you would like to share about the project or the firm's capabilities?		N/A				Excellent customer service.

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: U.S. BANK NATIONAL ASSOCIATION DIVISION OF U.S. BANCORP

	City of Los Angeles	University of Kentucky	City of New York	Baltimore City Public Schools	County of Washington	Milwaukee County
1. Briefly describe the nature of the services provided.	Purchasing Card and Declining Card Balance programs.	U.S. Bank provided the University of Kentucky general purpose Procurement Card and the electronic payables program "PaymentPlus".	Traditional P-card with annual volume of @ \$25 million; EAP (ePayable) of @ \$65 million per year.	No Response	Please include any electronic payables programs you utilize this vendor for. US Bank handles our employee credit cards (pcards) and we use their Payment Plus program which allows us to pay our vendors by credit card	No Response
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)	Not applicable. US Bank is still in negotiation for ePayables.	5	We have yet to engage the vendor with any marketing campaign; the ePayable program is with only one vendor and did not require a marketing campaign.		4	
3. What is your organizations's total procurement card and electronic payable program spend? (a-d)	d) greater than \$25M	(d) greater than \$25M	d) greater than \$25M		(b) \$5-10M	
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)	4a) 5 4b) 5	4a) 4 4b) 4	4a) 3.5 some actions are easier than others 4b) 4		4a) 4 4b) 4	
5. What is your average per transaction spending limit per cardholder?	Varies from \$500 to \$2,500	Appx. \$800.00	Traditional P-card @ \$5,000; ePayables @ \$250,000		\$600	
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)	5	4	4		4	
7. Were there any problems during the performance of the work? (Yes/No)	Yes	Yes, small but nothing serious	No		No	
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)	Yes	Yes	Yes		Yes	
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)	5	5	4		4	
10. Overall, would you enter into Contract with this firm again? (Yes/No)	Yes	Yes	Yes		Yes	
11. Is there anything else you would like to share about the project or the firm's capabilities?	City of la has enjoyed a good partnership with US Bank and the team is pro-active in keeping the city informed of product opportunities.	Very satisfies with the experience and the on-going results.	As with all vendors, it is important to make your expectations clear and hold them accountable with regular meeting and lists of outstanding items.		US Bank is great to work with. Our management chose not to allow us the ability to change, re-issue or cancel Payment Plus Payments, so we need US Bank support for these processes. We have learned to always call to get these processes done while on the phone vs email since email requests might not get completed for 24 hours. US Bank/VISA takes on the responsibility to enroll your vendors, so all you have to do is supply a vendor list. For those proposed target vendors we also manually add a contact number/email address and account number(s) which definitely helps with the recruitment process. One thing to note there is not a test system for the Payment Plus process, so there is a learning curve of the vendor's process. If you have any vendors that take credit cards but decline the Payment Plus process, send the payment to your own email address and pay the vendor through their website using the onetime credit card. This process gives you a chance to learn what steps the vendor needs to take to process the payment and also increases your spend. Another thing to note is Precise Pay. Make sure Precise Pay is turned on so the vendor processes the whole dollar amount of the transaction. It is very difficult to reconcile partial payments. For some vendor's systems you may need to turn Precise Pay off to allow them to process the multi invoice payment by invoice. We try to monitor the transactions on a weekly basis, sending reminders after 2 weeks of an outstanding transaction and calling after 3 weeks. A lot of vendors use an individual email address and if they leave the company the transaction go unprocessed. Good luck!	

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: WELLS FARGO BANK, N.A.

	St. Lucie County	India River County	Palm Beach County	Virginia Polytechnic Institute	Virginia Commonwealth University	School Board of Orange County
1. Briefly describe the nature of the services provided.	No Response	Purchasing card for employees and electronic payables for a/P (Payment Mgr program)	No Response	Virginia Tech uses Wells Fargo for our virtual card and ACH vendor payments. We also use them for the majority of our other banking services. We do not use Wells Fargo for our departmental procurement card because our state requires us to participate in the state's procurement card program.	We use Wells Fargo for general banking services as well as Integrated Payables which include virtual card, checks and ACH payments. We also use their electronic invoicing system which matches vendor invoices to a university purchase order and automatically sets it up for payment. My response below on spend service and performance correspond with the virtual card program. We use a mandatory State contract for our employee purchase cards.	Orange County Schools uses Wells Fargo for its ePayables/Card in hand payments through our Accounts Payable Department. We are not utilizing Wells Fargo for our Purchasing Card activity only as a form of payment through Accounts Payable.
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)		4		4	5	5
3. What is your organization's total procurement card and electronic payable program spend? (a-d)		b) \$5-10M		(d) Greater than \$25M	d) greater than \$25M	d) greater than \$25M
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)		4a) 5 4B) 5		4a) 4	4a) 5 4b) No employee cardholders (see above)	N/A
5. What is your average per transaction spending limit per cardholder?		\$1,500		N/A	N/A	N/A
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)		5		4	5	5
7. Were there any problems during the performance of the work? (Yes/No)		No		No	Yes	No
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)		Yes		Yes	Yes	Yes
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)		5		4	5	5
10. Overall, would you enter into Contract with this firm again? (Yes/No)		Yes		Yes	Yes	Yes
11. Is there anything else you would like to share about the project or the firm's capabilities?				We are very pleased with service provided by Wells Fargo.		Customer service is excellent between the local team and card implementation; we had standard meetings set up to go over milestones every week.

IFB15-0330 – RFP FOR PROCUREMENT/TRAVEL CARD SERVICES ♦ REFERENCE FOR: BANK OF AMERICA

	City of Port St. Lucie	Hillsborough County	City of Tampa	Seminole County Public Schools	Florida State University	Florida Atlantic University
1. Briefly describe the nature of the services provided.	At the present BOA supplies us with a P-Card Program and a Travel.	Pcard & ePayables Program	Epayables, pcard	No Response	P-Card, ePayables programs, I deal mostly with the p-card program as the administrator, but an aware that BoA is very willing to assist FSU in growing our ePayables program.	Purchasing Card & Declining Balance Card Services.
2. How effective was the vendor in its marketing campaign to move your organization's vendors to payment via procurement card or ePayables? (1-5)	5	5	5		5	5
3. What is your organizations's total procurement card and electronic payable program spend? (a-d)	c) \$10-25M	c) \$10-25M	c) \$10-25M		d) treater than \$25M	(b) \$5-10M
4. How satisfied are you with the ease and use of the vendor's procurement card platform from: a. Procard Admin. perspective (1-5) b. Cardholders perspective: (1-5)	4a) 5 4b) 4	4a) 5 4b) N/A	4a) 5 4b) 5		4a) 5 4b) N/A – We do not use WORKS to process our transactions at this point. Only for card maintenance. We are testing it now to put transaction processing in WORKS.	4a) 5 4b) 4
5. What is your average per transaction spending limit per cardholder?	We have no per transaction spending limit.	\$551.09	Up to \$1,999.99		We set our p-cards at 2 levels: \$2,500 or \$4,000 per single trasaction/Travel Cards (separate program) are set at various limits as needed.	\$999.00
6. How would you rate the overall Service level provide by the firm? How would you rate the quality & Timeliness of service? (1-5)	5	5	5		5	5
7. Were there any problems during the performance of the work? (Yes/No)	No	No	No		No	No
8. Did the firm resolve issues in a satisfactory manner? (Yes/No)	Yes	Yes	N/A		Yes	
9. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (1-5)	5	5	5		5	5
10. Overall, would you enter into Contract with this firm again? (Yes/No)	Yes	Yes	Yes		Yes	Yes
11. Is there anything else you would like to share about the project or the firm's capabilities?					We have dealt with Bank of America for years and have been very satisfied with their support and customer service.	

RFP15-0330 PROCUREMENT/TRAVEL CARD SERVICES

Ranking Tally

Proposer	Committee Member	Michelle McCrimmon	Laurie Nossair	Sonia Johnson	Maria Neff Caulder	Tysa Resnick	Total	Ranking
Wells Fargo Bank, N.A.		3	1	5	3	3	15	3
U.S. Bancorp		6	5	4	5	4	24	5
J.P. Morgan Chase Bank, N.A.		2	2	7	1	1	13	2
Bank of America/Merrill Lynch		1	3	1	2	2	9	1
TD Bank, N.A.		4	6	6	6	4	26	6
SunTrust Bank, Inc.		5	4	2	4	6	21	4
Elan Financial Services/Florida Community Bank		7	7	3	7	7	31	7

EVALUATION OF PROPOSALS FOR RFP15-0330 Procurement/Travel Card Services

NO.	CATEGORY	Possible Points	Wells Fargo Bank, N.A.	U.S. Bancorp	J.P. Morgan Chase Bank, N.A.	Bank of America/Merrill Lynch	TD Bank, N.A.	SunTrust Bank, Inc.	Elan Financial Services/Florida Community Bank
1	Relevant experience	30	30	30	30	30	20	30	20
2	Organizational capability	20	20	19	20	20	15	20	15
3	Technical approach	33	33	20	30	28	25	28	25
4	Minority and Women Owned Business Enterprise - The degree of participation by City certified or recognized M/WBE in subcontracts	5	0	0	0	0	0	0	0
5	Veteran Business Enterprise participation in subcontracts	2	0	0	0	0	0	0	0
6	Price Proposal	10	5	9	7	8	10	6	4
TOTAL POINT VALUE		100	88	78	87	86	70	84	64
RANKING BASED ON ABOVE POINTS (#1 reflects the highest point value; #2 is the next highest point value; etc.)			1	5	2	3	6	4	7

DATE: 12-16-15EVALUATOR: LAURIE NOSSAIR OF OBFS
(print name)SIGNATURE: Laurie E Nossair

EVALUATION OF PROPOSALS FOR RFP15-0330 Procurement/Travel Card Services

NO.	CATEGORY	Possible Points	Wells Fargo Bank, N.A.	U.S. Bancorp	J.P. Morgan Chase Bank, N.A.	Bank of America/Merrill Lynch	TD Bank, N.A.	SunTrust Bank, Inc.	Elan Financial Services/Florida Community Bank
1	Relevant experience	30	29	28	28	30	25	26	20
2	Organizational capability	20	18	18	18	20	18	16	16
3	Technical approach	33	30	24	31	28	30	30	24
4	Minority and Women Owned Business Enterprise - The degree of participation by City certified or recognized M/WBE in subcontracts	5	Ø	Ø	Ø	Ø	Ø	Ø	Ø
5	Veteran Business Enterprise participation in subcontracts	2	Ø	Ø	Ø	Ø	Ø	Ø	Ø
6	Price Proposal	10	9	10	10	10	10	10	5
TOTAL POINT VALUE		100	86	80	87	88	83	82	65
RANKING BASED ON ABOVE POINTS (#1 reflects the highest point value; #2 is the next highest point value; etc.)			3	6	2	1	4	5	7

DATE: 12/16/15

EVALUATOR: Michelle McCrimmon OF OBFS
(print name)SIGNATURE: Michelle McCrimmon

EVALUATION OF PROPOSALS FOR RFP15-0330 Procurement/Travel Card Services

NO.	CATEGORY	Possible Points	Wells Fargo Bank, N.A.	U.S. Bancorp	J.P. Morgan Chase Bank, N.A.	Bank of America/Merrill Lynch	TD Bank, N.A.	SunTrust Bank, Inc.	Elan Financial Services/Florida Community Bank
1	Relevant experience	30	26	20	30	28	19	24	19
2	Organizational capability	20	18	18	20	18	16	17	15
3	Technical approach	33	28	20	33	30	20	28	20
4	Minority and Women Owned Business Enterprise - The degree of participation by City certified or recognized M/WBE in subcontracts	5	0	0	0	0	0	0	0
5	Veteran Business Enterprise participation in subcontracts	2	0	0	0	0	0	0	0
6	Price Proposal	10	7	7	10	10	7	7	7
TOTAL POINT VALUE		100	79	65	93	86	62	76	61
RANKING BASED ON ABOVE POINTS (#1 reflects the highest point value; #2 is the next highest point value; etc.)			3	5	1	2	6	4	7

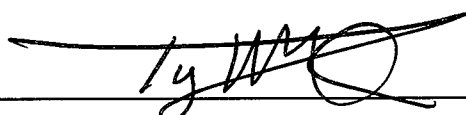
DATE: 12/14/15

EVALUATOR: MARIA NEFF CAULDER OF CITY OF ORLANDO - OPD
(print name)SIGNATURE: Maria Neff Caulder

EVALUATION OF PROPOSALS FOR RFP15-0330 Procurement/Travel Card Services

NO.	CATEGORY	Possible Points	Wells Fargo Bank, N.A.	U.S. Bancorp	J.P. Morgan Chase Bank, N.A.	Bank of America/Merrill Lynch	TD Bank, N.A.	SunTrust Bank, Inc.	Elan Financial Services/Florida Community Bank
1	Relevant experience	30	26	26	28	30	26	24	24
2	Organizational capability	20	17	17	20	19	17	16	17
3	Technical approach	33	31	27	33	27	27	29	27
4	Minority and Women Owned Business Enterprise - The degree of participation by City certified or recognized M/WBE in subcontracts	5	Ø	Ø	Ø	Ø	Ø	Ø	Ø
5	Veteran Business Enterprise participation in subcontracts	2	Ø	Ø	Ø	Ø	Ø	Ø	Ø
6	Price Proposal	10	8	7	9	10	7	6	6
TOTAL POINT VALUE		100	82	77	90	86	77	75	74
RANKING BASED ON ABOVE POINTS (#1 reflects the highest point value; #2 is the next highest point value; etc.)			3	4	1	2	4	6	7

DATE: 12/16/2015

EVALUATOR: Tysha Presnick OF City of Orlando Fice
(print name)SIGNATURE: 

EVALUATION OF PROPOSALS FOR RFP15-0330 Procurement/Travel Card Services

NO.	CATEGORY	Possible Points	Wells Fargo Bank, N.A.	U.S. Bancorp	J.P. Morgan Chase Bank, N.A.	Bank of America/Merrill Lynch	TD Bank, N.A.	SunTrust Bank, Inc.	Elan Financial Services/Florida Community Bank
1	Relevant experience	30	27	27	25	30	30	30	27
2	Organizational capability	20	18	20	18	20	19	19	19
3	Technical approach	33	28	27	25	33	22	30	29
4	Minority and Women Owned Business Enterprise - The degree of participation by City certified or recognized M/WBE in subcontracts	5	0	0	0	0	0	0	0
5	Veteran Business Enterprise participation in subcontracts	2	0	0	0	0	0	0	0
6	Price Proposal	10	10	10	10	10	10	10	10
TOTAL POINT VALUE		100	83	84	78	93	81	89	85
RANKING BASED ON ABOVE POINTS (#1 reflects the highest point value; #2 is the next highest point value; etc.)			5	4	7	1	6	2	3

DATE: 12/16/15

EVALUATOR: Sandra Johnson OF City of Orlando
(print name)SIGNATURE: 