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2021-090-KB (RFQ)
VARIOUS BANKING SERVICES

SECTION 0100 INSTRUCTIONS TO RESPONDENTS & GENERAL CONDITIONS

1. GENERAL. This Request for Qualifications (RFQ) is issued by the City of Miami Beach, Florida (the “City”), as the means for prospective Proposers to submit proposals for the City’s consideration in evaluating qualifications to select a firm with whom it may negotiate an agreement for the purpose noted herein.

The City utilizes Periscope S2G (formally known as BidSync) (www.periscopeholdings.com or www.bidsync.com) for automatic notification of competitive solicitation opportunities and document fulfillment, including the issuance of any addendum to this RFQ. Any prospective Proposer who has received this RFQ by any means other than through Periscope S2G must register immediately with Periscope S2G to assure it receives any addendum issued to this RFQ. Failure to receive an addendum may result in disqualification of proposal submitted.

2. PURPOSE. The purpose of this Request for Qualification (RFQ) is to seek proposals from highly qualified financial institutions with whom the City may negotiate an agreement for various banking services and pool of accounts.

On November 14, 2012, the Mayor and City Commission approved the award of an agreement with Truist Bank (formally SunTrust) for five (5) years, with five (5) one (1) year renewal options, for various banking services. The current agreement expires December 2021; therefore, the City is seeking proposals for a subsequent agreement. The term of the contract to be entered into pursuant to this RFQ is anticipated to begin on January 1, 2022, for a five (5) year initial term, and five (5), one (1) year renewal options, at the sole discretion of the City (through its City Manager).

3. STATEMENT OF WORK REQUIRED. It is the intent of the City to have one single bank provide the service needs of the City on its major bank accounts, which are the General Depository, General Operating with ZBA accounts, General Disbursing, and Payroll Accounts, as well as any other bank accounts that the City may have or open in the future. There are several services which are required as part of this RFQ. All services (except the optional service in subsection II (17) hereof, must be included in the proposal in order for it to be considered. The City will not consider proposals from respondents that are not able to service all banking services needs established herein. Additionally, the City is requesting that proposers include any value-added services and other advances in banking services that the City may consider.

Account Type
General Depository (with UPIC)
General Operating
Hybrid Accounts (High-interest savings account and checking account in one)
Checking Accounts
Disbursement Accounts
Zero Balance Accounts (Deposit and Disbursement)

Services Including but not limited to
Computerized Services (Bank Reconciliation)
ACH fraud Control
ACH Control Total
Check Block
Positive Pay
Control Pay
Cash Vault
Demand Deposit

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Image Cash Letter
Image Delivery
Online Couriers (CPR, RPT)
Outstanding check reconciliation (MFT)
Check Sort
File upload (MFT)
EDI
Lock Box
Purchasing Card Program Services and rebates
ATM - City premises
Same day Processing
Automatic Redeposit of deposit items returned
Direct Deposit/ACH payroll checks
Count and Deposit meter Collection

Other
Opportunity for Advertising Partnership
Resiliency Loan Program for residents and Business
Offer employee benefits that include free checking account and other benefits
Other Services that proposer may offer its clients that the City has not otherwise requested

Online Banking and Management of Accounts
Account Transfers
CPR reports
Positive Pay Maintenance
Current/prior day balance
Wire Transfer
Bank Statements
Daily activity report
Purchasing Card Management
Lockbox image browser
Special Reports
Electronic Credit Card transaction detail reports

Customer Service
Designated account Senior Management Level, Treasury Management, Merchant Services, and Technical Support
Local Decision Making at Bank Offices
Training and Communication on Fraud Control Prevention

4. ANTICIPATED RFQ TIMETABLE. The tentative schedule for this solicitation is as follows:

RFQ Issued	February 10, 2021
Pre-Proposal Meeting	February 25, 2021 at 10:00am EST
	Pre-Proposal Meeting will be via Conference Call ONLY: (1) Dial the TELEPHONE NUMBER: +1 786-636-1480 (2) Enter the CONFERENCE ID: 137 028 903#

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Deadline for Receipt of Questions	March 19, 2021 at 5:00pm EST
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Responses Due	March 29, 2021 at 3:00pm EST Public Bid Opening will be via Conference Call ONLY: (1) Dial the TELEPHONE NUMBER: +1 786-636-1480 Enter the CONFERENCE ID: 216 029 724#
Evaluation Committee Review	TBD
Tentative Commission Approval	TBD
Contract Negotiations	Following Commission Approval

5. PROCUREMENT CONTACT. Any questions or clarifications concerning this solicitation shall be submitted to the Procurement Contact noted below:

Procurement Contact:
Kristy Bada

Telephone:
305-673-7000 x6218

Email:
kristybada@miamibeachfl.gov

Additionally, the City Clerk is to be copied on all communications via e-mail at: RafaelGranado@miamibeachfl.gov; or via facsimile: 786-394-4188.

The Proposal title/number shall be referenced on all correspondence. All questions or requests for clarification must be received no later than ten (10) calendar days prior to the date proposals are due as scheduled in Section 0100-4. All responses to questions/clarifications will be sent to all prospective Proposers in the form of an addendum.

6. PRE-PROPOSAL MEETING OR SITE VISIT(S). Only if deemed necessary by the City, a pre-proposal meeting or site visit(s) may be scheduled. Attendance for the pre-proposal meeting shall be via telephone and recommended as a source of information but is not mandatory. Proposers interested in participating in the Pre-Proposal Meeting must follow these steps:

- (1) Dial the TELEPHONE NUMBER: +1 786-636-1480
- (2) Enter the CONFERENCE ID: 137 028 903#

Proposers who are participating via telephone should send an e-mail to the contact person listed in this RFQ expressing their intent to participate via telephone.

7. PRE-PROPOSAL INTERPRETATIONS. Oral information or responses to questions received by prospective Proposers are not binding on the City and will be without legal effect, including any information received at pre-submittal meeting or site visit(s). The City by means of Addenda will issue interpretations or written addenda clarifications considered necessary by the City in response to questions. Only questions answered by written addenda will be binding and may supersede terms noted in this solicitation. Addendum will be released through *Periscope S2G*. Any prospective proposer who has received this RFQ by any means other than through *Periscope S2G* must register immediately with *Periscope S2G* to assure it receives any addendum issued to this RFQ. Failure to receive an addendum may result in disqualification of proposal. Written questions should be received no later than the date outlined in the **Anticipated RFQ Timetable** section.

8. CONE OF SILENCE. This RFQ is subject to, and all proposers are expected to be or become familiar with, the City's Cone of Silence Requirements, as codified in Section 2-486 of the City Code. Proposers shall be solely responsible for ensuring that all applicable provisions of the City's Cone of Silence are complied with, and shall be subject to any and all sanctions, as prescribed therein, including rendering their response voidable, in the event of

such non-compliance. Communications regarding this solicitation are to be submitted in writing to the Procurement Contact named herein with a copy to the City Clerk at rafaelgranado@miamibeachfl.gov

9. ADDITIONAL INFORMATION OR CLARIFICATION. After proposal submittal, the City reserves the right to require additional information from Proposers (or Proposer team members or sub-consultants) to determine: qualifications (including, but not limited to, litigation history, regulatory action, or additional references); and financial capability (including, but not limited to, annual reviewed/audited financial statements with the auditors notes for each of their last two complete fiscal years).

10. PROPOSER'S RESPONSIBILITY. Before submitting a response, each Proposer shall be solely responsible for making any and all investigations, evaluations, and examinations, as it deems necessary, to ascertain all conditions and requirements affecting the full performance of the contract. Ignorance of such conditions and requirements, and/or failure to make such evaluations, investigations, and examinations, will not relieve the Proposer from any obligation to comply with every detail and with all provisions and requirements of the contract, and will not be accepted as a basis for any subsequent claim whatsoever for any monetary consideration on the part of the Proposer.

11. DETERMINATION OF AWARD. The City Manager may appoint an evaluation committee to assist in the evaluation of proposals received. The evaluation committee is advisory only to the city manager. The city manager may consider the information provided by the evaluation committee process and/or may utilize other information deemed relevant. The City Manager's recommendation need not be consistent with the information provided by the evaluation committee process and takes into consideration Miami Beach City Code Section 2-369, including the following considerations:

- (1) The ability, capacity and skill of the Proposer to perform the contract.
- (2) Whether the Proposer can perform the contract within the time specified, without delay or interference.
- (3) The character, integrity, reputation, judgment, experience and efficiency of the Proposer.
- (4) The quality of performance of previous contracts.
- (5) The previous and existing compliance by the Proposer with laws and ordinances relating to the contract.

The City Manager may recommend to the City Commission the Proposer(s) s/he deems to be in the best interest of the City or may recommend rejection of all proposals. The City Commission shall consider the City Manager's recommendation and may approve such recommendation. The City Commission may also, at its option, reject the City Manager's recommendation and select another Proposal or Proposals which it deems to be in the best interest of the City, or it may also reject all Proposals.

12. NEGOTIATIONS. Following selection, the City reserves the right to enter into further negotiations with the selected Proposer. Notwithstanding the preceding, the City is in no way obligated to enter into a contract with the selected Proposer in the event the parties are unable to negotiate a contract. It is also understood and acknowledged by Proposers that no property, contract or legal rights of any kind shall be created at any time until and unless an Agreement has been agreed to; approved by the City; and executed by the parties.

13. E-VERIFY. As a contractor you are obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility." Therefore, you shall utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the Contractor during the term of the Contract and shall expressly require any subcontractors performing work or providing services pursuant to the Contract to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor during the Contract term.

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SECTION 0200 **GENERAL CONDITIONS**

TERMS & CONDITIONS –SERVICES. By virtue of submitting a proposal in response to this solicitation, proposer agrees to be bound by and in compliance with the Terms and Conditions for Services (dated April 3, 2020), incorporated herein, which may be found at the following link:

<https://www.miamibeachfl.gov/city-hall/procurement/standard-terms-and-conditions/>

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SECTION 0300 PROPOSAL SUBMITTAL INSTRUCTIONS AND FORMAT

1. ELECTRONIC RESPONSES (ONLY). Proposals must be submitted electronically through Periscope S2G (formerly BidSync) on or before the date and time indicated. Hard copy proposals or proposals received through email or facsimile are not acceptable and will be rejected.

A proposer may submit a modified proposal to replace all or any portion of a previously submitted proposal until the deadline for proposal submittals. The City will only consider the latest version of the bid.

Electronic proposal submissions may require the uploading of attachments. All documents should be attached as separate files in accordance with the instructions included in Section 4, below. Attachments containing embedded documents or proprietary file extensions are prohibited. It is the Bidder's responsibility to assure that its bid, including all attachments, is uploaded successfully.

Only proposal submittals received, and time stamped by Periscope S2G (formerly BidSync) prior to the proposal submittal deadline shall be accepted as timely submitted. Late bids cannot be submitted and will not be accepted. Bidders are cautioned to allow sufficient time for the submittal of bids and uploading of attachments. Any technical issues must be submitted to Periscope S2G (formerly BidSync) by contacting (800) 990-9339 (toll free) or S2G@periscopeholdings.com. The City cannot assist with technical issues regarding submittals and will in no way be responsible for delays caused by any technical or other issue.

It is the sole responsibility of each Bidder to ensure its proposal is successfully submitted in BidSync prior to the deadline for proposal submittals.

2. NON-RESPONSIVENESS. Failure to submit the following requirements shall result in a determination of non-responsiveness. Non-responsive proposals will not be considered.

1. Bid Submittal Questionnaire (submitted electronically).
2. Failure to comply with the Minimum Eligibility Requirements.

3. OMITTED OR ADDITIONAL INFORMATION. With exception of the Bid Submittal Questionnaire (submitted electronically) and the Cost/Revenue Proposal, if applicable, the City reserves the right to seek any omitted information/documentation or any additional information from Proposer or other source(s), including but not limited to: any firm or principal information, applicable licensure, resumes of relevant individuals, client information, financial information, or any information the City deems necessary to evaluate the capacity of the Proposer to perform in accordance with contract requirements. Failure to submit any omitted or additional information in accordance with the City's request shall result in proposal being deemed non-responsive.

4. ELECTRONIC PROPOSAL FORMAT. In order to maintain comparability, facilitate the review process and assist the Evaluation Committee in review of proposals, it is strongly recommended that proposals be organized and tabbed in accordance with the tabs, and sections as specified below. The electronic submittal should be tabbed as enumerated below and contain a table of contents with page references. The electronic proposal shall be submitted through the "Line Items" attachment tab in Periscope S2G.

TAB 1	Cover Letter, Table of Contents, and Minimum Qualification Requirement
<p>1.1 Cover Letter and Table of Contents. The table of contents should indicate the tabs, sections with tabs and page numbers to facilitate the evaluation committee's review. The cover letter must be signed by a principal or agent able to bind the firm.</p>	
<p>1.2 Minimum Qualification Requirement. Provide verifiable information/documentation that proposer is a</p>	

Qualified Public Depository (“QPD”); Florida Chapter 280 Security for Public Deposits.

TAB 2 Experience and Qualifications

2.1 Organizational Chart: An organizational chart depicting the structure and lines of authority and communication for all firms, principals and personnel involved in the project. Include information that describes the intended structure regarding project management, accountability and compliance with the terms of the RFQ.

2.2 Qualifications of Proposing Firm. Submit detailed information regarding the relevant experience and proven track record of the firm and/or its principals in providing the scope of services similar as identified in this solicitation, including experience in providing similar scope of services to public sector agencies. For each project that the Proposer submits as evidence of similar experience for the firm and/or any principal, the following is required:

1. Project description
2. Agency name
3. Agency contact
4. Contact telephone & email
5. Year(s) and term of engagement
6. For each project, identify whether the experience is for the firm or for a principal (include name of principal)

2.3 Qualifications of Proposer Team. Provide an organizational chart of all personnel and/or consultants to be used for this project if awarded, the role that each team member will play in providing the services detailed herein and each team member’s qualifications and designated contact for the City of Miami Beach. A resume of each individual, including education, experience, and any other pertinent information, shall be included for each Proposal team member to be assigned to this contract.

TAB 3 Approach and Methodology

3.1 Approach and Methodology. Submit detailed information on the approach and methodology that the Proposer and its team has utilized on previous engagements to accomplish a similar scope of work, including detailed information, as applicable, which addresses, but need not be limited to:

Account Types:

- General Depository (with UPIC)
- General Operating
- Hybrid Accounts (High-interest savings account and checking account in one)
- Checking Accounts
- Disbursement Accounts
- Zero Balance Accounts (Deposit and Disbursement)

Services Included, but not limited to:

- Computerized Services (Bank Reconciliation)
- ACH fraud Control
- ACH Control Total
- Check Block
- Positive Pay
- Control Pay
- Cash Vault
- Demand Deposit
- Image Cash Letter
- Image Delivery
- Online Couriers (CPR, RPT)
- Outstanding check reconciliation (MFT)
- Check Sort

File upload (MFT)
EDI
Lock Box
Purchasing Card Program Services and rebates
ATM - City premises
Same day Processing
Automatic Redeposit of deposit items returned
Direct Deposit/ACH payroll checks
Count and Deposit meter Collection

Other:

Opportunity for Advertising Partnership
Resiliency Loan Program for residents and Business
Offer employee benefits that include free checking account and other benefits
Other Services that proposer may offer its clients that the City has not otherwise requested

Online Banking and Management of Accounts:

Account Transfers
CPR reports
Positive Pay Maintenance
Current/prior day balance
Wire Transfer
Bank Statements
Daily activity report
Purchasing Card Management
Lockbox image browser
Special Reports
Electronic Credit Card transaction detail reports

Customer Service:

Designated account Senior Management Level, Treasury Management, Merchant Services, and Technical Support
Local Decision Making at Bank Offices
Training and Communication on Fraud Control Prevention

3.2 Value-added Services. Provide detailed information on any value-added services in addition to those listed above Proposer may offer.

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SECTION 0400

PROPOSAL EVALUATION

1. Evaluation Committee. An Evaluation Committee, appointed by the City Manager, may meet to evaluate each Proposal in accordance with the qualitative criteria set forth below. In doing so, the Evaluation Committee may review and score all proposals received, with or without conducting interview sessions. City staff will assign points for the quantitative criteria. It is important to note that the Evaluation Committee is advisory only and does not make an award recommendation to the City Manager or the City Commission. The results of Step 1 & Step 2 Evaluations will be forwarded to the City Manager who will utilize the results to make a recommendation to the City Commission.

- a. In the event that only one responsive proposal is received, the City Manager, after determination that the sole responsive proposal materially meets the requirements of the RFQ, may, without an evaluation committee, recommend to the City Commission that the Administration enter into negotiations.

- b. The City, in its discretion, may utilize technical or other advisers to assist the evaluation committee in the evaluation of proposals.

2. Qualitative Criteria. Responsive proposals shall be evaluated by the Evaluation Committee in accordance with the following criteria.

Qualitative Criteria	Maximum Points
Experience and Qualifications	40
Approach and Methodology	60
TOTAL AVAILABLE STEP 1 POINTS	100

3. Quantitative Criteria. Following the results of the evaluation of the qualitative criteria by the Evaluation Committee, the Proposers may receive additional points, to be added by City staff, as follows.

Quantitative Criteria	Maximum Points
Veterans Preference	5
TOTAL AVAILABLE STEP 2 POINTS	5

4. Determination of Final Ranking. The sum of qualitative and quantitative scores will be converted to rankings in accordance with the example below:

		Proposer A	Proposer B	Proposer C
Committee Member 1	Qualitative Points	82	74	80
	Quantitative Points	10	5	0
	Total	92	79	80
	Rank	1	3	2
Committee Member 2	Qualitative Points	82	85	72
	Quantitative Points	10	5	0
	Total	92	90	72
	Rank	1	2	3
Committee Member 2	Qualitative Points	90	74	66
	Quantitative Points	10	5	0
	Total	100	79	66
	Rank	1	2	3
Low Aggregate Score		3	7	8
Final Ranking*		1	2	3

It is important to note that the results of the Evaluation Committee process do not represent an award recommendation. The City Manager will utilize the results of the committee process, as well as any other information he deems appropriate to develop his award recommendation to the City Commission, which may differ from the Evaluation Committee process ranking.

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APPENDIX A

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Special Conditions

2021-090-KB (RFQ)
VARIOUS BANKING SERVICES

PROCUREMENT DEPARTMENT
1755 Meridian Avenue, 3rd Floor
Miami Beach, Florida 33139

1. **Term of Contract.** Five (5) years.
2. **Options to Renew.** Option to renew is at the discretion of the City (through its City Manager) for five (5), one (1) year renewal options.
3. **Change of Project Manager.** A change in the Bank's project manager (as well as any replacement) shall be subject to the prior written approval of the City Manager or his designee (who in this case shall be an Assistant City Manager). Replacement (including reassignment) of an approved project manager or public information officer shall not be made without submitting a resume for the replacement staff person and receiving prior written approval of the City Manager or his designee (i.e. the City project manager).
4. **Sub-Consultants.** The Bank shall not retain, add, or replace any sub-consultant without the prior written approval of the City Manager, in response to a written request from the Consultant stating the reasons for any proposed substitution. Any approval of a sub-consultant by the City Manager shall not in any way shift the responsibility for the quality and acceptability by the City of the services performed by the sub-consultant from the Consultant to the City. The quality of services and acceptability to the City of the services performed by sub-consultants shall be the sole responsibility of Consultant.