



September 23, 2019

Mr. Richard Barker, Jr.  
 Chief Financial Officer  
 City of Pensacola  
 222 W. Main Street, 6<sup>th</sup> Floor  
 Pensacola, FL 32502

Dear Mr. Barker:

Based upon the City's RFP evaluation criteria, my analysis of each proposal, and interviews with the City's Finance team, I have ranked the proposals as follows: Wells Fargo 95 points, Hancock Whitney 86 points, BBVA Compass 83 points, Synovus 82 points, ServisFirst 68 points, Trustmark 64 points, The First 62 points. I recommend that the City of Pensacola award a contract with the top ranked firm, Wells Fargo.

Criteria	Value	Provider 1 BBVA Compass	Provider 2 Hancock Whitney	Provider 3 Servisfirst	Provider 4 Synovus	Provider 5 The First Option 1	Provider 6 Trustmark	Provider 7 Wells Fargo
Bank Qualifications	15	12	14	11	13	9	10	15
Services Offered	40	35	35	30	35	25	30	40
Additional Services Offered/Technological Innovation	10	8	8	7	8	6	6	10
Bank Fees/Interest Earnings	20	19	20	16	17	18	10	15
Financial Strength	5	4	4	3	4	3	3	5
Conversion/Implementation	10	5	5	1	5	1	5	10
Small/Women/Minority Business Enterprise	3	0	0	0	0	0	0	0
Veteran Owned Business	2	0	0	0	0	0	0	0
<b>Total</b>	<b>105</b>	<b>83</b>	<b>86</b>	<b>68</b>	<b>82</b>	<b>62</b>	<b>64</b>	<b>95</b>

Sincerely,

David Jang  
 Partner

Cc:  
 Ms. Laura Amentler  
 Mr. George Maiberger