

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

4/13/2021 | 4:52 PM CDT

Takashi Iwata
Hawkins Delafield & Wood LLP
One Chase Manhattan Plaza
New York, NY 10005

Re: RFQ # 107238, Arbitrage Calculation and Compliance Services

Dear Mr. Iwata:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 107238 for Arbitrage Calculation and Compliance Services. This letter hereby notifies you of Metro's intent to award to Hawkins Delafield & Wood LLP, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Christopher Wood, BAO Representative, at (615) 862-6710 or at christopher.wood@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Sandra Walker by email at sandra.walker@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ # 107238 - Arbitrage Calculation and Compliance Services

Offeror	BLX Group LLC	Hawkins Delafield & Wood LLP	Hilltop Holdings Inc.	PFM Financial Advisors LLC
Cost Criteria (35 Points)	25.09	35.00	1.91	29.17
Methodology and Approach (25 Points)	25.00	25.00	17.00	22.00
Qualifications and Experience (15 Points)	15.00	15.00	8.00	9.00
Project Understanding (25 points)	25.00	25.00	17.00	22.00
Total Evaluation Scores	90.09	100.00	43.91	82.17

Evaluation Comments

BLX Group LLC

Strengths- Good overall Methodology and Approach, Qualifications and Experience and Project Understanding, Four phase implementation approach, Portal access for clients to view documents, Rebate calculation, Documents are reviewed by Legal, Very detailed comprehensive plan, Largest arbitrage firm in the country, Clients in all states, Detailed response on performance timeline, Very detailed response on implementation of scope of services, Detailed organizational structure and project experience.

Weakness - N/A

Hawkins Delafield & Wood LLP

Strengths- Good overall Methodology and Approach, Qualifications and Experience and Project Understanding, Very detailed response on implementation of scope of services, Review process, Client focus, Training, Very detailed comprehensive plan, Detailed timelines, Detailed organizational structure, Firms project experience, Firms years performing scope of services and Very detailed reports and calculation.

Weakness - N/A

Hilltop Holdings Inc.

Strengths- Experience and Organization structure.

Weakness - How scope of this project will be implemented lacked specific detail, Comprehensive plan lacked detailed, Failed to provide a response on ability to meet the performance timelines, Overall Methodology and Approach was boilerplate, Did not provide background on legal and tax laws, Projects listed were not of similar size, Overall Project Understanding was boilerplate and lacked specific detail, functional requirements and Quality assurance plan both lacked specific detail.

PFM Financial Advisors LLC

Strengths- Detailed comprehensive plan and timelines, Good overall Project Understanding, Can provide an audit plan for Metro if needed and Listed financial benefits for various clients.

Weakness - How scope of this project will be implemented lacked specific detail, Did not provide background on legal or tax laws, Some team member project experience lacked the five year requirement and functional requirements lacked specific detail.

Enter Solicitation Title & Number Below				
RFQ: 107238 - Arbitrage Calculation and Compliance Services		Incentive Calculator	Lowest Bid	MACP
Offeror's Name	Bids	Cost Evaluation (35 Pt Max)	Total Cost Points (35 Pt)	
BLX Group LLC	\$6,975.00	25.09		25.09
Hawkins Delafield & Wood LLP	\$5,000.00	35.00		35.00
Hilltop Holdings Inc.	\$91,500.00	1.91		1.91
PFM Financial Advisors LLC	\$6,000.00	29.17		29.17