

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

July 1, 2020

James Murphy
Swap Financial Group, LLC
555 Madison Avenue
11th Floor, Suite D
New York, NY 10022

Re: **RFQ# 57099, Fuel Hedge Advisory Services**

Dear Mr. Murphy:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 57099 , Fuel Hedge Advisory Services. This letter hereby notifies you of Metro's intent to award to **Swap Financial Group, LLC**, 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.

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 Buyer **Scott Ferguson** by email at **scott.ferguson@nashville.gov** Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

A handwritten signature in blue ink, reading "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# 57099 - Fuel Hedge Advisory Services			
Evaluation Criteria (Max Points)	Hilltop Securities, Inc.	PFM Swap Advisors LLC	Swap Financial Group, LLC
Contract Acceptance	Yes	Yes, with exceptions	Yes
Solicitation Acceptance	Yes	Yes	Yes
BAO Requirements Satisfied	No EBO or CI	No EBO or CI	No EBO or CI
ISA Questionnaire Completed and Terms Accepted	Yes	Yes	Yes
Firms Qualifications (40 Points)	37	35	34
Project Approach and Process (40 Points)	38	33	31
Cost Criteria (20 Points)	5	5.98	20
Total (100 Points)	80.00	73.98	85.00
Strengths & Weaknesses			

Hilltop Securities, Inc.

Strengths: The firm has demonstrated their knowledge in the provision of services related to the project. The firm has demonstrated efficient use of manpower, material resources and technology as necessary and will provide line derivative positions investment software at no cost. The firm has demonstrated how the requirements and provisions of the scope of the project will be implemented.

Weaknesses:

PFM Swap Advisors LLC

Strengths: The firm has demonstrated their knowledge in the provision of services related to the project. The firm has demonstrated their related project experience. The firm has demonstrated their financial and manpower capacity to perform the work. The firm has demonstrated efficient use of manpower, material resources and technology as necessary.

Weaknesses: The firm did not demonstrate knowledge of the project objectives/goals and existing conditions/assumptions, identify potential issues/challenges, their approach to minimizing any disruptions to performance, and presenting a comprehensive plan for completing the specified work in accordance with the scope.

Swap Financial Group, LLC

Strengths: The firm has demonstrated their knowledge in the provision of services related to the project. The firm has demonstrated their related project experience. The firm has demonstrated efficient use of manpower, material resources and technology as necessary.

Weaknesses: The firm did not demonstrate knowledge of the project objectives/goals and existing conditions/assumptions, identify potential issues/challenges, their approach to minimizing any disruptions to performance, and presenting a comprehensive plan for completing the specified work in accordance with the scope.