

RFQB Bank Questions for OST

As of: April 3, 2017

“A” Section Questions

Can you explain the selection process and its significance more clearly? Reading the RFQB it appears that the 6 lowest cost providers (“Finalists”) are narrowed down to 4 bank candidates (“Primary Banks”) through the submission and scoring of this RFQB. Then these 4 Primary Banks will have the opportunity to further respond to additional individual RFPs for banking services related to the DOR and 14 Agencies. Eventually based on responses to individual opportunities/RFPs the Primary Banks will be awarded business. Is that correct or are we misinterpreting the process? (Fifth Third)

Relationship Banking is an important philosophy for the Office of the State Treasurer (OST). We want to be important to the banks which are most important to OST and the State of Georgia. Relationship profitability will be determined by the risk-adjusted returns on our investments net of bank service charges. This is outlined in “Evaluation, Scoring & Selection” (Section E. and Attachment E.1).

The bank services charges will be those provided by the bidding banks in the one consolidated Bank Fee Schedule (Attachment B.2) for the 14 Agencies (State Entities) whose banking relationships OST will evaluate at the end of Fiscal Year 2017 and in Fiscal Year 2018 (Attachment B.5).

The RFQB proposals and responses will be evaluated to select the 6 finalists for Primary Banks. The 6 finalists for the Primary Bank selections will receive the banking templates and attachments with which to bid on the banking for the Department of Revenue (DOR) and the prepaid card program for the Risk Management Services Division of the Department of Administrative Services (DOAS).

The selection of the 4 Primary Banks will be determined by a Bank’s being among the lowest cost providers and conditioned upon at least one Bank’s being qualified and acceptable to DOR, being able to provide Merchant Card Services with competitive fees, and providing prepaid card services for state entities.

Please see Attachment E-1, Steps 3 & 4. This selection of the Primary Banks will be for Fiscal Year 2018 and will be reevaluated each year. These selections will not affect other Banks’ participation in the State Bank Fee Program nor in Banks’ being selected for certain other state accounts and services. Only 274 of the State’s 1,400 bank accounts are in the State Bank Fee Program.

Question #1, are the following available in Excel or Word: (USB)

- Attachment A.2 Compliance Report State of Georgia
- Attachment B.2 Bank Fee Schedule
- Attachment C.1 Proposal Certification
- Attachment C.2 Bank "Vendor" General Information Form
- Attachment C.3 Mandatory Requirements
- Attachment C.5 MCS – Additional Scored Questions
- Attachment C.6 General Account Questions
- Attachment C.7 Pricing Proposal
- Attachment D.1 Investments

All of these attachments have been converted to Excel with locked copy except for C.5 and C.6 which are in PDF format.

Question #7, Proposal deadline by 4:30 pm EDT on April 12, 2017 (USB)

Will the State consider extending the deadline (answers will not be posted until April 3rd, which is also Spring break for Atlanta schools)?

We anticipate that OST will receive several questions attempting to clarify the different names and terms used by other banks. We think that the volume of questions that you will receive may delay your response timeline. Therefore, we highly recommend revising your entire timeline by two (2) weeks. (BOA)

Based on your comments and questions, OST has extended the deadline for the Merchant Card Services and Prepaid Card Services Section and the Investments Section in the RFQB until May 5. We still need the Banking Section responses by April 12.

Question #3, A.1 Purpose and Intent – page 1, Please provide details regarding how OST will "give first consideration" for the selected banks (e.g. first opportunity to review bank evaluations or investment transactions, additional points in evaluation calculation, etc.). (JPM)

The Primary Banks will be the bidders on the Agency accounts in the State Bank Fee Program and for all State Entities' merchant card and prepaid/stored value card services contracts. The Primary Banks and incumbent banks will bid on accounts not in the Bank Fee Program.

Question #4, B.1 Background on this Request for Qualified Banks (RFQB) – page 6, Please discuss how the new annual RFQB process will impact the annual price submission process for the State Bank Fee Program. For example, could the new RFQB process replace the annual price submission? (JPM)

To accommodate the Banks that set their annual prices in the fall for the following calendar year, OST is moving the State Bank Fee Program to a calendar year basis. The Master Fee Schedules will be due by each December 15 and be in effect for the following calendar year. The prices each of your Banks submits for this RFQB will be in effect through December 31, 2017 unless committed for an extended period of time. You will not be submitting a new Master Fee Schedule in June. The new RFQB process will not replace or eliminate the requirement to submit a new Master Fee Schedule on an annual basis, just the timing.

1. Will all Q&A's be sent to all banks or just the answers to each bank's specific questions? (Regions)

All questions and answers and any changes to the RFQB process, including the Schedule of Events, will be communicated to the State Bank Fee Program banks and posted on the OST website.

2. Section C. Can Merchant Services move forward to Round 2 for their services even if we are not selected as one of the six banks in Round 1? (Regions)

No.

3. Section A/B/C: Do we have to bid on the Banking Services if our only interest is the Merchant Services piece? (Regions)

No but based on our evaluation criteria you will be disadvantaged in the selection of the Primary Banks.

4. Section A/B/C: Must you become a finalist in order to bid on Merchant Services? (Regions)

Yes. See your Question #2 above.

5. Section A/B: If we do not offer all of the TM services noted on the price list, is that cause for disqualification? (Regions)

We will evaluate this on a case by case basis. If there are minor support services with limited usage and low volumes, the answer will probably be "no". We are going to be very careful to ensure that the playing field is level and that the Banks are being evaluated on comparable services and volumes.

6. Section C: Is the Merchant Services proposal due on 4/12/17 also? (Regions)

The deadline for Merchant Card Services and Investments has been extended to May 5.

Question #1, General Question, Will OST consider having an in-person Pre-Proposal Conference where OST explains the new evaluation process and how it impacts existing relationships and future bank evaluations. (ST)

If there is interest, we could schedule a conference call to address this issue. We will need your requests by April 5. We will want all bidding Banks to participate or state in writing that they are not going to participate.

Question #2, Section A.6.10 #1 – Preparing a Response, Will you provide copies of all attachments included in the RFQB in Word and Excel formats? (ST)

Please see the answer to Question #1 on page 2 for the selected attachments that were converted to Excel or Word.

Question #3, Section A.6.10 #5 – Preparing a Response, Will OST penalize banks if a response exceeds the recommended 50 pages? (ST)

We will increase the limit to 50 pages for the Banking Section and 50 pages for the Merchant Card Services Section and the Deposits and Investments Section. The new total is 100 pages. Please note that a 2-sided sheet is 2 pages.

Question #4, Section A.1 – Purpose and Intent, OST states, “these selections will not affect other Banks participation in the State Bank Fee Program nor in Banks being selected for certain other state accounts and services.” If OST will only select four Primary Banks, what banking relationships are the non-Primary Banks permitted to maintain and bid on? (ST)

The selection of the 4 Primary Banks will be determined by a Bank’s being among the lowest cost providers and conditioned upon at least one Bank’s being qualified and acceptable to DOR, being able to provide Merchant Card Services with competitive fees, and providing prepaid card services for state entities.

Please see Attachment E-1, Steps 3 & 4. This selection of the Primary Banks will be for Fiscal Year 2018 and will be reevaluated each year. These selections will not affect other Banks’ participation in the State Bank Fee Program nor in Banks’ being selected for

certain other state accounts and services. Only 274 of the State's 1,400 bank accounts are in the State Bank Fee Program.

Question #1, RFQB Section A.4. (WF)

Where would OST like us to place the A.2 Compliance Report, as the exact order is not specified? Would it be acceptable to place it in the technical response before forms C.1-C.6?

We would prefer that the Compliance Report (Attachment A.2) be placed as the first attachment or at the front of your response.

Question #2, RFQB Section A.6.10. (WF)

Would OST consider extending the page limit? Due to the complexity of the products in scope, 50 pages (including appendices) will limit our ability to provide a thoughtful response.

We will increase the limit to 50 pages for the Banking Section and 50 pages for the Merchant Card Services Section and the Deposits and Investments Section. The new total is 100 pages. Please note that a 2-sided sheet is 2 pages.

Question #42, Attachment E.1. (WF)

Will each area (Banking, Card & Investments) of the RFQB receive a different weighting for purposes of scoring and determining the Finalists? Or, does OST intend to use the straight-line method referred to in Step 1, Item III that shows total Bank Fees minus Investment income as the final determinant of finalist status?

OST will follow the 5-step process as outlined in Attachment E.1 to select the Finalists and the Primary Banks.

Question #12, RFQB Section E.2. (WF)

Please list (and provide, if not available on the OST website) the specific OST forms and/or policies that are referred to by reference in this section.

The forms and Policies are listed on the OST website and include the State of Georgia Depository and Bank Fee Policy, the two Statewide Banking Agreements, the OST Investment Policy, the Banking Guidelines and the Statewide Electronic Payments Policy (Merchant Card Policy). There may be other State policies and procedures that are provided to the Bank, including but not limited to policies and procedures regarding maintenance of confidential information, ethics, and security.

“B” Section Questions

Will the deposits need to be collateralized? (5/3)

Except for qualified investment deposits of OST permitted by the OST Investment Policy for the Office of the State Treasurer, all state demand and time deposits exceeding amounts fully covered by deposit insurance shall be collateralized.

What do the volumes in Bank Fee Schedule B2 represent? Do these volumes include and reflect all Agencies included in the RFQB (Specifically the DOR and 14 Agencies)? Do these volumes represent certain specific Agencies? What Projected Average Monthly Balance (next 12 months) should we be using for this exercise? (5/3)

Volumes contained on the Bank Fee Schedule are for the 14 Agencies slated to be reviewed in fiscal 2017/2018. Please note, volumes for DOR are NOT included in these numbers. The average monthly balance projection for the 14 agencies is \$198,278,947.

Question #5, Sec B.2 RFQB Bank Fee Schedule, On Page 1, Is the Bank Fee Schedule document available in Excel Spreadsheet format? It appears to be only in .pdf? (BBT)

Yes, the columns to be completed by the Banks are now fillable.

Question #6, Sec B.2 RFQB Bank Fee Schedule, On Page 1, It appears that the OST is maintaining 40 account from the first 3 lines of the document, 822 Express, Account Maintenance Chexstor and Account Maintenance w/ Check return. Please confirm the number of accounts maintained. (BBT)

As noted in the RFQB, 106 is the number of accounts for the 14 agencies to be reviewed. Not all Banks have an Account Maintenance fee.

Question #7, Sec B.2 RFQB Bank Fee Schedule, On Page 1, For ACH CEO Return Subscription – Item, are there 21,204 ACH returned items. This appears to be a large amount of returns for the number of ACH item originated? (BBT)

The volume included DOR items. It should be revised to read 1,777 items.

Question #8, Sec B.2 RFQB Bank Fee Schedule, On Page 1, For ACH Fax, what information is contained in the fax? (BBT)

The report is comprised of three parts: Settlement Information, Returns and NOCs.

Question #9, Sec B.2 RFQB Bank Fee Schedule, On Page 1, ACH Input – Echannel, please explain what are our requirements for this service. (BBT)

This is a per file fee to process ACH items that were delivered via a bank-provided Echannel service, such as CashPro.

Question #10, Sec B.2 RFQB Bank Fee Schedule, On Page 1, For ACH Change/Delete/Reversal, are these batch or transaction reversals? (BBT)

Transaction Reversals

Question #11, Sec B.2 RFQB Bank Fee Schedule, on Page 1, For ACH CEO subscription – account, why are there 56 when it appears you only have 40 accounts? (BBT)

There are 106 accounts for the 14 agencies. Not all accounts have/need ACH capability.

Question #12, Sec B.2 RFQB Bank Fee Schedule, on page 2, For ACH Return Admin – Electronic at 1594 items, are these additional ACH returns or something else. (BBT)

The revised number of ACH Return Admin – Electronic items after excluding DOR is 1,094. These are information reporting advices.

Question #13, Sec B.2 RFQB Bank Fee Schedule, on page 2, What is BIB Level 3 reporting? (BBT)

The reporting feature of the online banking platform known as Business Internet Banking Level 3 includes wire transfer, stop payment and ACH functionality.

Question #14, Sec B.2 RFQB Bank Fee Schedule, on page 2, What is CEO (Online banking) ACH HYP ITM DET INQ – Per item? (BBT)

Per item charge for retrieval of detailed ACH information via hyperlink in an online banking system.

Question #15, Sec B.2 RFQB Bank Fee Schedule, on page 3, What is CEO Prev Day EXP DESC – Per item? (BBT)

Per item charge for previous day subscription expanded description detail per record accessed.

Question #16, Sec B.2 RFQB Bank Fee Schedule, on page 3, What is CP Biller GTW service? (BBT)

[CashPro \(Online\) Biller Gateways \(for payment collection\)](#)

Question #17, Sec B.2 RFQB Bank Fee Schedule, on page 3, What is the CPC Rec service? (BBT)

[CashPro Connect \(Online\) Receivables](#)

Question #18, Sec B.2 RFQB Bank Fee Schedule, on page 3, What is CPO GP Monthly Maintenance? (BBT)

[CashPro Online Global Payments monthly fee](#)

Question #19, Sec B.2 RFQB Bank Fee Schedule, on page 4, What is EDI TRNSL Report OTM & Courier? (BBT)

[Monthly maintenance fee for EDI information in Human Readable report format, delivered online or via Courier.](#)

Question #20, Sec B.2 RFQB Bank Fee Schedule, on page 4, Detail the Global Advice Service. (BBT)

[Accounts Receivable Service](#)

Question #21, Sec B.2 RFQB Bank Fee Schedule, on page 4, What is LBX Info Delivery Data Only? (BBT)

[Monthly fee for image delivery for Image Lockbox – No Paper.](#)

Question #22, Sec B.2 RFQB Bank Fee Schedule, on page 4, What is Mainframe Tran-CDR FF Acct? (BBT)

[Per item charge for each current day detail item stored for subsequent cumulative full file reporting via machine to machine transmission.](#)

Question #23, Sec B.2 RFQB Bank Fee Schedule, on page 5, What are PCG transactions ? (BBT)

Payment Collection Gateway (portal) transactions.

Question #24, Sec B.2 RFQB Bank Fee Schedule, on page 5, What is PCG V+Bills Enrolled Maint.? (BBT)

Monthly Maintenance Fee for Payment Collection Gateway.

Question #25, Sec B.2 RFQB Bank Fee Schedule, on page 5, Detail the Printing and Supplies required. (BBT)

This detail is not readily available and will not be included in the Bank Fee Schedule pricing.

Question #26, Sec B.2 RFQB Bank Fee Schedule, on page 5, What is REC MGR or E BOX Transmission? (BBT)

Per transmission charge for Receivables Manager and E-Box transmissions. Excludes Value Added Networks (VANS).

Question #27, Sec B.2 RFQB Bank Fee Schedule, on page 6, What is WLBX CPO Rec Maintenance? (BBT)

Monthly maintenance fee to access wholesale lockbox images and detail information via online banking portal.

Question #28, Sec B.2 RFQB Bank Fee Schedule, on page 6, What is WLBX Lockbox Processing P? (BBT)

Fee per item for wholesale lockbox processing.

Question #29, Sec C.10 of the RFQB, Can we extend beyond 2 decimal place numbers on the pro forma? A few items extend beyond 2 places. (BBT)

No. Please limit the numbers to 2 decimal places.

Question #30, Sec B.1 of the RFQB, Does submission of this new pricing change pricing on existing State of GA relationships? (BBT)

No. Present pricing for accounts in the Bank Fee Program will remain in effect until a term expires or the State Entity has a banking evaluation.

Question #1, are the following available in Excel or Word:

Yes, as previously explained in Section A answers.

Question #4, Attachment B.1 – Instruction to Banks in the Bank Fee Program (USB)

Bank fee schedule for FY2018 due June 30, 2017?

No, the next Master Fee Schedule will be due December 15, 2017. This will be for Calendar Year 2018.

Attachment B.2 does not replace the existing bank fee schedule?

That is correct. A Bank Fee Schedule is one of the two templates OST uses in evaluating bank pricing and compensation for State Entities. Attachment B.2 will be used in evaluating the 14 agencies referenced in the RFQB. This is not a bank's Master Fee Schedule that is submitted on an annual basis.

Question #1. Attachment B.1 On the instructions to the bank it states, "Make sure your bank's fee schedule for FY2018 by June 30, 2017; however, listed under Section "B" of the RFQB PDF doc, you state that the pricing we submit will be in effect through December 31, 2017. Will we be required to submit an additional pricing schedule again in June 2017? Or, should we provide an updated Fee Schedule with our response that will be in effect until December 31, 2017? (BOA)

To accommodate the Banks that set their annual prices in the fall for the following calendar year, OST is moving the State Bank Fee Program to a calendar year basis. The Master Fee Schedules will be due by each December 15 and be in effect for the following calendar year. The prices each of your Banks submits for this RFQB will be in effect through December 31, 2017 unless committed for an extended period of time. You will not be submitting a new Master Fee Schedule in June. The new RFQB process will not replace or eliminate the requirement to submit a new Master Fee Schedule on an annual basis, just the timing.

Question #2. Attachment B.1 Over the last year, Bank of America has consolidated line items to simplify our client's reconciliation process and our pricing process. OST wants the banks to submit a pro forma where you state that the pro forma should include all

services and volumes on the bank fee schedule. Given that there are several line items that are duplicate line items (just a different name per bank) can we show the volumes combined on the pro forma? Given our recent line item simplification, it will be difficult to accurately complete the pro forma if we are not allowed to combine the volumes. (BOA)

Just as banks bundle and package their services differently, so they combine and consolidate their line item services for the purpose of simplifying their account analysis statements. It is acceptable to do this for the pro forma to be submitted with the RFQB. This is provided all present services and volumes are included.

Question #3. Section B.1 If we are selected as a finalist, and given the opportunity to bid on the banking services for the Department of Revenue and the prepaid card program for the Risk Management Services Division of the Department of Administrative Services, is OST requiring that we are bound to bid on these future RFPs? (BOA)

No. The Primary Banks and the State Bank Fee Program banks will not be required to bid on any specific business opportunities.

Question #4. Attachment B.2 For services such as **Transportation Management Armored Carrier, Printing & Supplies- Vendor, WLBX Courier Delivery, Courier Fee, WLBX Pkg Multiple Mailing and WLBX PKG US Mail Delivery** that are priced based on the number of locations; pickups, carrier fees, weight size of a package, or the type of supplies ordered, are we allowed to enter “varies” in the pricing field? Bank of America outsources these services and we need to obtain quotes from carriers. We are unable to provide you this pricing given the lack of detailed information. How should we respond to this issue on the fee schedule since the instructions state not to leave any blank or dashes? (BOA)

If this detail is not readily available, it should not be included in the Bank Fee Schedule pricing. You may list “Varies” or “Vendor Provided”.

Question #5. Attachment B.2 Please provide us the bank fee schedule in an excel format. Thank you. (BOA)

This has been provided.

Question #6. Attachment B.2 The line item for ACH CEO Return Subscription- item indicates a volume of 21,204. Can you explain if those are standard ACH Return Items? If so, is the volume provided for one month or an entire year? We also need to confirm if the 822 Express Monthly Fee is for a monthly analysis feed. If so, is the volume provided correct? We think that these volumes are somewhat high for a single month. (BOA)

The correct volume for ACH Return Items is 1,777. The line item ACH CEO Return Subscription item is a per item (transaction + addendum) charge for ACH return and NOC reporting. The 822 Express Monthly Fee is a monthly fee for files in the 822 format. The monthly volume (6) is correct as presented.

Question #7. In order to attempt to price the following services, please provide more information as to how the services are used. (BOA)

CNTL Pymt Issues-Bank Created

Per item charge for PNI mismatch items in which issue records created by bank on the client's behalf when the issue information has not been received by the processing cut-off time.

Courier Fee

Fee to transport deposits from client location to branch location.

CPR Auto D/T to Bank/Rcrd

Charge for receiving each record of information from client via a transmission not requiring manual intervention.

CPR Auto D/T to Bank/Tran

Charge per transmission for receiving information from client via a transmission not requiring manual intervention.

CPR Auto D/T to Client/Rcrd

Charge for sending each record of information to client via a transmission platform not requiring manual intervention.

CPR Auto D/T to Client/Tran

Charge per transmission for sending information to client via a transmission not requiring manual intervention.

EDI Auto D/T to Bank/Trans

Charge per transmission for electronic data interchange files from client.

EDI Auto D/T to Bank/Rcrd

Charge per record on information for electronic data interchange files from client.

EDI Origination Per 1000 Char(acters)

Charge for processing formatted payment information from the customer and translating it into an ACH transaction or check printing file.

Electronic Commerce Direct Trans

Per transmission charge for incoming direct transmissions. Excludes VAN and SFT.

IDS Recreate

Fee for CD ROM Replacement.

OCM Reported Items

Fee applied based on the total combined posted items on all business DDAs linked to the OCM company profile for the month.

OTM/OLC CPR-Rpt (S)/ Per Rpt

Fee charged each day a CPR report is loaded for each account (if reported separately) or for multiple accounts (if reported in a consolidated format).

PL Lockbox Items

Professional Licensure Lockbox Items

BIB (Online Banking) Addl Info Report Fee

Requested reports exceeding the 3 allowed monthly.

UPIC Monthly Maintenance

UPIC® is a unique account identifier issued by financial institutions that allows organizations to receive electronic payments without divulging confidential banking information. This is the monthly fee for the service.

8. The Fee Schedule shows two line items for CEO EDI PMT Detail, one is showing as CEO EDI PMT Detail-Addenda Item, and the other is CEO EDI PMT Detail-Item. The addenda item indicates a volume of 1,097, while the item indicates 891. Is the volume listed correct, and are you being charged twice for EDI information? (BOA)

CEO EDI PMT Detail-Item is the per item charge for EDI detail items. CEO EDI PMT Detail-Addenda Item is per addenda record reported on the EDI Detail report.

8. Section B: Will the \$198,278,947 be in Public Funds non-interest bearing checking accounts? Please confirm that they will not be subject to interest bearing. (Regions)

Yes, the Agency accounts in the State Bank Fee Program are non-interest bearing.

Question #5, Section B.1- Background on this RFQB, Explain how an annual pricing and ECR review correlates with a three or five-year Agency or College / University review. (STI)

The selection of the Primary Banks will be for a Fiscal Year and will be reevaluated annually. The awards for Agencies will be for 3 years. The awards for Technical College System of Georgia institutions will be for up to 5 years.

Question #6, Section B.1- Background on this RFQB, Are banks penalized if pricing is updated annually during a contract? (ST)

Only on a relative basis if competing banks are committing comparable or superior pricing and compensation for longer terms. OST does use default values to fill any gaps between a Bank's commitments and the 3 or 5 years for State Entity awards.

Question #7, Section B.1 - Background on this RFQB, recognizing our existing pricing and ECR are effective through the end of this calendar year, in addition to our current 2017 pricing schedule, should we include a pricing schedule and ECR that becomes effective 01/01/2018 – 12/31/2018 in this RFQB? Please also reference Attachment E.1, Step 1, II. Based on this, it appears you will be estimating future pricing. (ST)

To accommodate the Banks that set their annual prices in the fall for the following calendar year, OST is moving the State Bank Fee Program to a calendar year basis. The Master Fee Schedules will be due by each December 15 and be in effect for the following calendar year. The prices each of your Banks submits for this RFQB will be in effect through December 31, 2017 unless committed for an extended period of time. You will not be submitting a new Master Fee Schedule in June. The new RFQB process will not replace or eliminate the requirement to submit a new Master Fee Schedule on an annual basis, just the timing.

OST will be using rolling 3-year risk-adjusted returns for investments. Next year, we will also release the names of the Agencies to be evaluated in Fiscal Year 2019 and another consolidated Bank Fee Schedule for their bank services. These will be important determinants in selecting Primary Banks for the following year.

Question #4, Attachment B.2: Will you be able to provide an Excel version of the Bank Fee Schedule for Banks to use in their response? (PNC)

Yes, this has been done.

Question #5, Attachment B.2: The line item for FDIC Insurance is calculated off balances of \$198,278,947. Can OST please confirm that these are the deposits for the State's agencies coming due FY 2017-FY 2018? (PNC)

This is confirmed.

Section B - Banking Services (CITI)

Please provide excel version of Bank Fee Schedule - Attachment B.2

This has been done.

Cash vault requirements (CITI)

How many departments utilize vault service? 3

How many pick up locations? PI provide addresses. This information is not readily available.

Branch services (CITI)

Kindly advise the number of departments/agencies that use a bank branch for deposits 9

How many have currency order requirements? 9

Please provide the address of the various departments/agencies. The agency addresses can be found at <http://georgia.gov/agency-list>.

Online Banking System (CITI)

Does the OST manage feature entitlements for all agency/department staff on a centralized basis?

No, the State of Georgia is decentralized. The State Entities operate independently.

Alternatively, does each agency/department have their own online banking service features and Security Administration

Yes.

Bank Fee Schedule - Attachment B.2 (Citi)

CP Biller GTW Maintenance (1) and CP Biller GTW Transaction (24) (Citi)

Please provide a description of this service feature.

CashPro Biller Gateways for Payment Collection

PCG Transactions (45) and PCG V+ Bills Enrolled Maint (1) (Citi)

Please provide a description of this service feature.

Per Item fee for transactions submitted through the Payment Collection Gateway Portal.

V+ is the monthly maintenance fee for this service.

Question #3, RFQB Section B.1. and Attachment B.1. (WF)

The RFQB indicates that pricing submitted with this response will be in effect through 12/31/17 unless committed for an extended period of time. The Attachment indicates that banks will be required to submit a new fee schedule by 6/30/17. Please confirm the content of the RFQB is the intended plan for pricing submitted with our response. (WF)

To accommodate the Banks that set their annual prices in the fall for the following calendar year, OST is moving the State Bank Fee Program to a calendar year basis. The Master Fee Schedules will be due by each December 15 and be in effect for the following calendar year. The prices each of your Banks submits for this RFQB will be in effect through December 31, 2017 unless committed for an extended period of time. You will not be submitting a new Master Fee Schedule in June. The new RFQB process will not replace or eliminate the requirement to submit a new Master Fee Schedule on an annual basis, just the timing.

Question #4, Attachment B.1 page 2, #1 (WF)

Please confirm OST prefers all banks to provide a pro forma analysis statement in their own format rather than OST's customary Bank Compensation Proposal form. (WF)

As we have requested in past banking evaluations, we do require receipt of a Bank's own pro forma analysis statement to make sure there is no confusion with the Bank's total pricing, compensating balances and other terms.

Question#5, Attachment B.2 (WF)

Please provide a copy of the bank fee schedule in Excel. (WF)

This has been provided.

Question#6, Attachment B.2 (WF)

Please provide definitions of the following Current Bank Services listed on the Bank Fee Schedule. The AFP Codes are the Incumbent Bank's. (WF)

Page 3 (WF)

Current Bank Service Incumbent AFP Code (WF)

CP BILLER GTW TRANSACTION 31 04 20

CashPro (Online) Biller Gateways (for payment collection)

CPBG BILLING FILE MAINT 30 99 00

Monthly Maintenance for Customer Billing File with a PCG Application.

CPC ACCT ANALYSIS MAINT 01 04 00

Monthly Fee to receive 822 Account Analysis Statement.

CPC PMTS-PER ITEM PROCESSING 30 05 10

Fee to process each item using online banking for payments or electronic file delivery.

CPC REC CASH PRO MONTHLY MAINT 30 02 25

Monthly fee for online banking report per set-up.

CPC REC FAX MONTHLY MAINT 30 02 21

Monthly fee for CashPro monthly fax report.

CPC REC FAX VOLUME PER PAGE 30 02 21

Per page fee for CashPro fax report.

CPC REC INVOICE VOLUME 30 02 29

Per Invoice fee for reporting EDI remittance information to Receivables clients.

- CPO (ONLINE BANKING) ACCELERATE PREM MAINT 40 10 00

Monthly fee to import multibank BAI2 files into Accelerate system.

- CPO GP MTHLY MAINT 35 00 00

Charge for usage of Global Payments application (with GPS Premium).

- CPO GP MTHLY MAINT BASIC 35 00 00

Charge for usage of Global Payments application (without GPS Premium).

- CPO GPS CONFIRMS 35 04 09

Charge for confirmation messages after payment has been submitted.

- CPR AUTO D/T TO BANK/TRAN 20 02 01

Charge for receiving information from client via a transmission platform not requiring manual intervention.

- CPR AUTO D/T TO CLIENT/RCRD 40 01 00

Charge for sending each record of information to client via a transmission platform not requiring manual intervention.

- CPR AUTO D/T TO CLIENT/TRAN 40 01 00

Charge for sending information to a client via a transmission platform not requiring manual intervention.

Bank Fee Schedule - page 4 (WF)

- EDI REPORT PER ACCOUNT 30 02 22

Monthly per account maintenance charge for accessing the EDI report via CashPro Online.

- EDI TRNSL REPRT OTM & COURIER 30 02 25

Monthly fee associated with a client receiving EDI information in Human Readable report format, delivered via OTM or Courier.

Bank Fee Schedule - page 5 (WF)

OCM MONTHLY MAINTENANCE 40 10 02

Monthly Maintenance fee for Online Cash Manager.

OCM REPORTED ITEMS 40 22 1

Fee applied based on the total combined posted items in all business DDAs linked to the OCM company profile for the month.

OLC (ONLINE COURIER) ACH RETURNS RPT 40 00 0Z

Fee charged for ACH Returns Report available through Online Courier.

OLC ANALYSIS STATEMENT 01 04 06

Charge for electronic Account Analysis statement available through Online Courier.

OLC CPR PAID REPORT 40 05 00

Detailed listing of paid checks on a Controlled Payment account.

OLC DDA STATEMENT 01 03 06

Charge for electronic DDA statement available through Online Courier.

OLC WIRE TRANSFER EMAIL ADVICE 40 99 99

Fee charged per emailed wire transfer advice through Online Courier

PCG TRANSACTIONS 30 99 00

Per Item fee for transactions submitted through the Payment Collection Gateway Portal.

PCG V+BILLS ENROLLED MAINT 31 99 99

Monthly Maintenance Fee for Payment Collection Gateway.

PL LOCKBOX ITEMS 99 99 99

Professional Licensure Lockbox Items

Bank Fee Schedule - page 6 (WF)

WLBX CPO REC MAINT 05 04 00

Maintenance fee to access lockbox images and detail information and accompanying remittance detail for a lockbox.

WLBX CPO REC PER IM 05 04 24

Per image fee to access images of checks, invoices, supporting documents, envelopes and correspondence via online receivables portal.

Question #13, Attachment B.3. (WF)

Please confirm that the structure intended is a three-tier ZBA structure - Payroll accounts are funded by each Agency's Operating Accounts, which in turn are funded directly by OST's Master Account.

The CTAS structure is a three-tier ZBA structure. Please refer to the CTAS flowchart in Attachment B.3.

Question #14, Attachment B.5. (WF)

Will Bank Evaluations now include merchant services as a part of the RFP process? Or, is it possible that the primary banks will not also be selected to provide merchant services?

Merchant Card Services (MCS) providers will be selected from among the Primary Banks. While the Primary Banks will be reevaluated each year, the MCS contracts will be awarded for a 3-year term with 2 one-year extensions.