



City of Austin

Purchasing Office

P.O. Box 1088, Austin, TX 78767

October 14, 2021

UPDATED: Recommendation for Award of RFQS 7400 JTH4000REBID, MUNICIPAL UNDERWRITERS (ADDENDUM 7)

The evaluation team has completed their process and has recommended award:

CITIGROUP GLOBAL MARKETS INC., UBS FINANCIAL SERVICES INC, RBC CAPITAL MARKETS, LLC, BARCLAYS CAPITAL, INC. , WELLS FARGO BANK NA, PIPER SANDLER & CO, JEFFERIES LLC, RAYMOND JAMES AND ASSOCIATES, INC, STIFEL, NICOLAUS & COMPANY, INCORPORATED, RAMIREZ & CO., INC., ESTRADA HINOJOSA & COMPANY, INC., HILLTOP SECURITIES INC., ROBERT W. BAIRD & CO, LOOP CAPITAL MARKETS, LLC, MESIROW FINANCIAL, INC., SIEBERT WILLIAMS SHANK & CO, LLC, RICE SECURITIES, LLC, MORGAN STANLEY

This will act as a pool to draw from for various projects through the year.

James T
Howard

Digitally signed by James T
Howard
Date: 2021.10.05 10:11:28
-05'00'

James T. Howard
Procurement Specialist IV
Jim.howard@austintexas.gov
City of Austin
Purchasing Office

NOTE: At this time our office is teleworking so email communication may receive a quicker response than calling my desk phone.



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NATIONAL :

A	B	C	D	E	F	G	H
Solicitation Number:	RFQS 7400 JTH4000REBID		NATIONAL BANKS				
Description:	MUNICIPAL UNDERWRITER						
			CITI GROUP GLOBAL MARKETS INC	RBC CAPITAL MARKETS, LLC	BARCLAYS CAPITAL INC	MORGAN STANLEY DOMESTIC HOLDINGS INC	
Evaluation Criteria	Max Points						
Business Organization	20		20	20	20	20	
Background and prior experience	20		20	20	20	20	
Personnel Qualifications	20		20	17	20	20	
Innovations	15		12	7	12	12	
Financial Viability	15		12	15	15	15	
References	10		10	10	0	0	
Total	100		95	89	87	87	
			UBS FINANCIAL SERVICES	WELLS FARGO BANK NA	BANK OF AMERICA SECURITIES INC	JP MORGAN BROKER DEALER HOLDING INC	GOLDMAN SACHS LLC
Evaluation Criteria	Max Points						
Business Organization	20		20	20	*	*	*
Background and prior experience	20		20	20	*	*	*
Personnel Qualifications	20		20	17	*	*	*
Innovations	15		12	0	*	*	*
Financial Viability	15		15	10	*	*	*
References	10		0	10	*	*	*
Total	100		87	77	*	*	*

NOTE:

* Deemed Non-Responsible- does not currently meet the requirements of Texas State Law (Senate Bill 19) for the purposes of certification.

REGIONAL:

A	B	C	D	E	F	G	H
Solicitation Number:	RFQS 7400 JTH4000REBID			REGIONAL			
Description:	MUNICIPAL UNDERWRITER						
			RAYMOND JAMES ASSOCIATES INC	PIPER SANDLER CO	JEFFERIES FINANCIAL GROUP INC	ROBERT W BAIRD CO INCORPORATED	STIFEL, NICOLAUS COMPANY INC
Evaluation Criteria	Max Points						
Business Organization	20		20	20	20	20	17
Background and prior experience	20		20	20	17	20	20
Personnel Qualifications	20		20	20	20	20	20
Innovations	15		12	12	12	7	12
Financial Viability	15		15	12	15	15	12
References	10		10	10	10	5	5
Total	100		97	95	94	87	87
			THE FROST NATIONAL BANK	THE PNC FINANCIAL SERVICES GROUP INC	SMBC NIKKO SECURITIES AMERICA INC	UMB BANK NA	
Evaluation Criteria	Max Points						
Business Organization	20		13	13	13	13	
Background and prior experience	20		17	13	7	17	
Personnel Qualifications	20		13	13	17	10	
Innovations	15		5	10	12	2	
Financial Viability	15		12	12	12	12	
References	10		10	5	4	10	
Total	100		71	67	66	65	
			SAMCO CAPITAL MARKETS	S I HOLDINGS			
Evaluation Criteria	Max Points						
Business Organization	20		13	20			
Background and prior experience	20		3	10			
Personnel Qualifications	20		20	13			
Innovations	15		2	12			
Financial Viability	15		7	12			
References	10		5	10			
Total	100		52	52			

NOTE: Areas Section 959.019 of the local government code, consisting of proposed shall remain confidential until a contract is awarded. Therefore, this matrix will include asterisks.



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OTHER:

A	B	C	D	E	F	G	H	
Solicitation Number:	RFQS 7400 JTH4000REBID		OTHER BANKS					
Description:	MUNICIPAL UNDERWRITER							
			SIEBERT WILLIAMS SHANS CO LLC	RAMIREZCO INCI	HILLTOP SECURITIES INC.	RICE SECURITIES LLC		
Evaluation Criteria	Max Points							
Business Organization	20	20	20	13	20	17		
Background and prior experience	20	20	20	20	20	17		
Personnel Qualifications	20	20	20	20	20	20		
Innovations	15	10	10	15	10	10		
Financial Viability	15	15	15	15	12	12		
References	10	10	10	8	8	10		
Total	100	95	92	91	86			
			LOOP CAPITAL MARKETS LLC	ESTRADAHINOJOSACO INC	STERN BROTHERS AMP CO	TORONTO DOMINION HOLDINGS USA INC		
Evaluation Criteria	Max Points							
Business Organization	20	20	20	17	20	17		
Background and prior experience	20	20	20	13	17	10		
Personnel Qualifications	20	17	17	17	20	10		
Innovations	15	7	7	7	7	5		
Financial Viability	15	10	10	10	5	15		
References	10	0	0	8	0	0		
Total	100	74	72	69	57			
			ACADEMY SECURITIES, INC	280 SECURITIES LLC	AMERICAN VETERANS GROUP	BANCROFT CAPITAL, LLC	DREXEL HAMILTON, LLC	
Evaluation Criteria	Max Points							
Business Organization	20	7	7	7	7	3	3	
Background and prior experience	20	13	13	7	10	7	10	
Personnel Qualifications	20	13	13	13	10	10	7	
Innovations	15	10	0	0	7	5	2	
Financial Viability	15	7	2	2	2	2	5	
References	10	0	0	8	0	7	0	
Total	100	51	37	37	34	27		

