



Office of the Treasurer and Receiver General  
**STEVEN GROSSMAN**

# Treasury Banking Procurement 2011

# Overview

- The Business
- Timeline
- Results
- Lessons Learned

# The Business

- Core Banking
- Lockbox and ACH Services
- Agency Advance Accounts
- Trial Court Accounts

# Timeline

- Reviewing Past RFR's
- Rewriting RFR
- Preparing Pricing Proposals
- Reviewing Practices
- Agency Input
- Inspector General
- Release
- Bidders Conferences

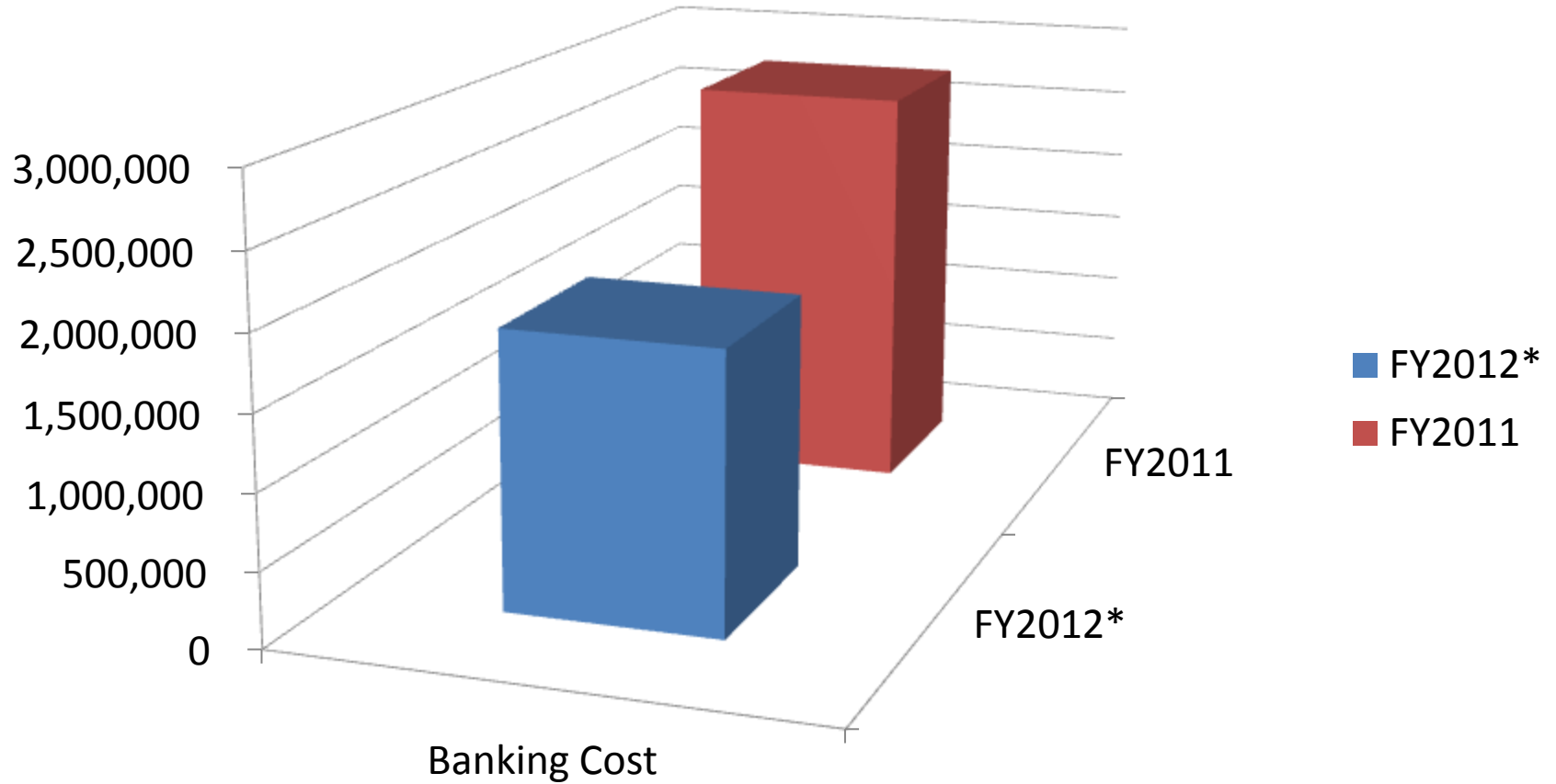
# Timeline - Continued

- Questions and Answers
- Bid Submission
- Phase I Review
- Curing Phase I
- Phase II Review
- Phase III Review
- Best and Final Offer
- Awarding the Contracts

# Results

- Core Banking
  - Sovereign Bank
- Lockbox and ACH Services
  - Bank of America Merrill Lynch
- Agency Advance Accounts
  - Sovereign Bank
- Trial Court
  - Sovereign Bank

# Results – Continued



# Lessons Learned

- What did we learn from this process?
  - Eight years between procurements is too long.
  - Daylight Overdraft.
  - Take advantage of technology.