

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: RFP for Banking Services RFP#: FADM-1800000-DH
 EVALUATOR#: 3 DATE: November 10, 2016
 FIRM NAME: SunTrust Bank

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	37	
o Responsiveness to Questions	15	13	
o Project Team	25	23	
o Project Manager	20	18	
TOTAL	100	91	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: RFP for Banking Services RFP#: FADM-180000-DH
 EVALUATOR#: 3 DATE: November 10, 2016
 FIRM NAME: TD Bank

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	35	
o Responsiveness to Questions	15	13	
o Project Team	25	22	
o Project Manager	20	17	
TOTAL	100	87	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: RFP for Banking Services RFP#: FADM-180000-DH
 EVALUATOR#: 3 DATE: November 10, 2016
 FIRM NAME: Wells Fargo Bank, N.A.

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	32	
o Responsiveness to Questions	15	14	
o Project Team	25	20	
o Project Manager	20	15	
TOTAL	100	81	