

# Request for Qualifications: Financial Advisory Services



Council Presentation  
February 17, 2015



# Request for Qualifications

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A Request for Qualifications (RFQ):

- Procurement method typically used to select consultants based strictly on qualifications.
- Does not consider price as a part of the selection criteria.
- Once consultant is selected based on qualifications, selection results in a negotiation process to agree on price.



# RFQ Responses

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City Received six responses to the Request for Qualifications

- Cabrera Capital Markets
- Estrada - Hinojosa
- First Southwest
- M.E. Allison & Company
- RBC Capital Markets
- Southwest Securities



# RFQ Finalists

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City Staff selected four finalists

- Estrada - Hinojosa
- First Southwest
- M.E. Allison & Company
- RBC Capital Markets



# Selection Criteria

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Selection Panel considered the following criteria to determine most qualified:

- Experience
- Resources of Firm
- Clients
- References



# RFQ Selection Results

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Panel Rankings of Finalists based on Qualifications:

1. Estrada - Hinojosa
2. FirstSoutwest
3. M.E. Allison & Company
4. RBC Capital Markets



# Next Steps

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- Receive Council direction
  
  - Begin negotiations with most qualified firm
    - ✓ Negotiate terms
    - ✓ Council approval
  
  - Or...
  
  - Reject all responses
    - ✓ Identify best available alternative procurement method
    - ✓ Restart procurement using alternative method
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