

Financial Advisor 090514 Ranking

Criteria	Total Possible Points	BOSC, Inc.	First Southwest Company	PFM Group	RBC Capital Markets	Southwest Securities
1 Capabilities and Experience	40	40	39	37	39	39
a. Does the firm have the background and adequate experience to handle this account? b. What types of services are provided? c. Is the firm familiar with swaps? d. What level of experience does the firm have with swaps?			(Isn't comfortable with swaps)	(Few public schools)	(Errors in interview packet)	(No real swap experience)
2 Personnel Qualifications and References	40	40	40	37	38	39
a. Does the staff assigned to the project have the requisite capabilities and relevant experience? b. Were the clients served satisfied with the work? c. Has any past experience with the district been a good one? d. Where will the district representative be based? Is he within easy driving distance?				(Location-Austin will attend meetings if necessary)	(Most current swap report contained large error)	(Didn't appear to want to advise)
3 Other Considerations	20	20	19	19	19	19
a. Are all submittals included with the proposal? b. Are all forms properly completed? c. Are the proposed mix of services and staff consistent with the anticipated needs? d. Does the rate structure provide the best value to the district?			(High fee structure)	(No sample contract)		
Possible Points:	100	100	98	93	96	97