



Notice of Intent to Award

Solicitation Number	365276	Award Date	3/14/2024 2:32 PM CDT
Solicitation Title	Municipal Advisory Services		
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Hilltop Securities, Inc.	Company Contact	Vickie Hall		
Street Address	717 N. Harwood Street				
City	Dallas	State	TX	Zipcode	75201

Company Name		Company Contact			
Street Address					
City		State		Zipcode	

Company Name		Company Contact			
Street Address					
City		State		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Mll supervisor (Initial)

Michelle A. Hernandez Lane

 Michelle A. Hernandez Lane
 Purchasing Agent & Chief Procurement Officer

RFQ# 365276- Municipal Advisory Services		
Evaluation Criteria	Hilltop Securities Inc	PFM Financial Advisors LLC
Round 1		
Solicitation Acceptance	Yes	Yes
Contract Acceptance	Yes	Yes, with exceptions.
ISA Questionnaire Completed and Terms Accepted	Yes	Yes
Qualifications and Experience (50 Points)	49	47
Project Approach/Project Management Plan (50 Points)	49	45
Round 1 Totals	98	92

Strength & Weaknesses

Hilltop Securities Inc

Qualifications and Experience (50 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Q#3a - Firm's proposed assigned staff are deep in licenses and professional designations.

Weaknesses Q#9 - Firm did not provide a specific answer.

Project Approach/Project Approach/Project Management Plan (50 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#7 - Firm's response lacked specific details.

PFM Financial Advisors LLC

Qualifications and Experience (50 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#3a - Firm's staff did not reference any advanced degrees. Only one of the proposed team members is a CFA, no other credentials/qualifications were found on resume provided by proposer. Q#6 - Firm failed to correctly interpret the term "independent financial advisor".

Project Approach/Project Approach/Project Management Plan (50 Points)

Strengths Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses Q#1 - Firm did not adequately demonstrate how the requirements and provisions of the scope of the project will be implemented. Q#1 - BOND SERVICE(c)- Firm failed to advise on structure and management to commercial paper program.