

From: Jacqueline.Kobialko@wellsfargo.com
To: [James Hemphill](#)
Cc: [Danielle Mora](#); [Veronica Wade](#); Stephen.Lenehan@wellsfargo.com; [Glenn Marcos](#)
Subject: [-EXTERNAL-] RE: Bid #12546-713 - Lockbox Services
Date: Friday, September 03, 2021 10:22:07 AM

Good morning James,

I understand completely. I wish we could have provided a more competitive bid for the lockbox service.

Thank you for considering our submission.

Jackie Kobialko
Senior Vice President, Treasury Management Consultant
Treasury Management & Payments Solutions
Government Banking

Wells Fargo Bank, N.A. | 350 E. Las Olas Blvd. | 18th Floor | Fort Lauderdale, FL 33301
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From: James Hemphill <JHemphill@fortlauderdale.gov>
Sent: Thursday, September 02, 2021 12:58 PM
To: Kobialko, Jacqueline A [TREASMGMT SALES CONS] <Jacqueline.Kobialko@wellsfargo.com>
Cc: Danielle Mora <DMora@fortlauderdale.gov>; Veronica Wade <VWade@fortlauderdale.gov>; Lenehan, Stephen [GIB REL MANAGER] <Stephen.Lenehan@wellsfargo.com>; Glenn Marcos <GMarcos@fortlauderdale.gov>
Subject: RE: Bid #12546-713 - Lockbox Services

No – we have other bidders that can fulfill the requirements of the specifications / line items, at no additional cost then what they bid, with no exceptions or conditions. If I am understanding you correctly that you cannot, we will be deeming your bid conditional and thus rejecting your bid.

Thank you

From: Jacqueline.Kobialko@wellsfargo.com <Jacqueline.Kobialko@wellsfargo.com>
Sent: Thursday, September 02, 2021 11:45 AM
To: James Hemphill <JHemphill@fortlauderdale.gov>
Cc: Danielle Mora <DMora@fortlauderdale.gov>; Veronica Wade <VWade@fortlauderdale.gov>;
Stephen.Lenehan@wellsfargo.com
Subject: [-EXTERNAL-] RE: Bid #12546-713 - Lockbox Services

Good morning,

We included pricing for the specific line items provided in the Bid, but there are other line items that would apply in order to fulfill all the specifications of each lockbox.

We would be happy to provide the additional and/or supplemental pricing if the City would like.

Thank you,

Jackie Kobialko
Senior Vice President, Treasury Management Consultant
Treasury Management & Payments Solutions Government Banking

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From: James Hemphill <JHemphill@fortlauderdale.gov>
Date: Thursday, Sep 02, 2021, 9:22 AM
To: Kobialko, Jacqueline A [TREASMGMT SALES CONS] <Jacqueline.Kobialko@wellsfargo.com>
Cc: Danielle Mora <DMora@fortlauderdale.gov>, Veronica Wade <VWade@fortlauderdale.gov>
Subject: FW: Bid #12546-713 - Lockbox Services

Good morning, upon review of your proposal for the above referenced, we reviewed the notes that were enclosed that stated:

Based on the Q&A provided, we have only provided pricing on the items provided in the Lockbox Solicitation posted in BidSync. Please note that there are other costs associated with our Wholesale Lockbox, Wholetail Lockbox and E-Box Services which are not captured in the line items referenced above. In order to determine the appropriate additional applicable service fees, an in-depth conversation around each lockbox would be necessary.

Please note that all Lockbox fees will be billed through a monthly analysis statement, combined with the City's current banking services fees. All fees can be offset by balances or paid via check or ACH.

Please note that we have not included pricing for any proposed new services or optional lockbox services at this time. In order to provide accurate pricing, it is necessary to have detailed discussions around each of these lockboxes.

Is your quoted price in accordance with the specifications as written? Does it provide the following services?:

- checkfree electronic items
- checks only
- returned items
- multiples
- standard items
- wholesale items
- remittance images
- photocopies

- research requests
- transmission fee
- overnight delivery

Or do you require additional charges to fulfill any of these requirements per the specifications.

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