

Banking Services Proposal Summary Sheet - RFP #2017-05					
	Bank of the San Juans	US Bank	Vectra	Wells Fargo	Legacy
INITIAL SCORING					
Points from General Requirements analysis					
Rater #1	58	58	58	59	52
Rater #2	59	58	61	58	54
Rater #3	63	60	56	57	53
Total Points	180	176	175	174	159
Points from fee analysis	89	66	48	59	80
Points from financial risk analysis	14	18	9	15	19
General - weighted @ 20%	36.0	35.2	35.0	34.8	31.8
Fees - weighted @ 50%	44.5	33.0	24.0	29.5	40.0
Financial risk - weighted @ 30%	4.2	5.4	2.7	4.5	5.7
FIRST ROUND SCORE	84.7	73.6	61.7	68.8	77.5
INITIAL RANK	1	3			2
BANK INTERVIEWS					
Interview Scores					
Rater #1	36	37			27
Rater #2	28	34			23
Rater #3	22	25			17
Total Points	86	96			67
SECOND ROUND CUMULATIVE SCORE	170.7	169.6			144.5
SECOND RANK	1	2			
ONLINE BANKING DEMO					
Rater #2	25	22			
Rater #3	28	19			
Total Points	53	41			
THIRD ROUND CUMULATIVE SCORE	223.7	210.6			
FINAL RANK	1	2			
Points from Optional Services (not included in total scores)					
Rater #1	25	25	26	25	26
Rater #2	22	24	28	24	11
Rater #3	22	24	28	23	14
Total Points	69	73	82	72	51