



TRANSBAY JOINT POWERS AUTHORITY

REQUEST FOR PROPOSALS No. 20-11

Financial Advisory Services

QUESTIONS & ANSWERS

The following questions were received related to the above-referenced RFP:

1. *Under Section 4.0, Given the proposed scope of work, please confirm that respondents are required to be SEC/MSRB registered municipal advisors. Alternatively if firms that are not registered municipal advisors are allowed to propose, please provide guidance for how non-SEC/MSRB registered municipal advisors may provide services consistent with SEC guidelines on the provision of municipal advisory services.*

Respondents are required to be SEC/MSRB registered municipal advisors.

2. *Under Section 5.0, PROPOSAL REQUIREMENTS, it discusses printing instructions, please clarify that electronic submission, as stated in other sections of the RFP, is acceptable.*

Proposals should be submitted electronically in Adobe PDF and emailed to RFP@tjpa.org by the proposal due date and time. No hard copy of the proposal is required.

3. *Under Section 5.1.2.b.1., confirm that TJPA seeks ten (10) projects that the proposer provided municipal advisory services to.*

Confirmed; TJPA seeks specified information regarding ten (10) projects in which the proposer provided municipal financial advisory services.

4. *Under Section 5.1, Qualifications and Experience, the RFP states "Indicate the level of expertise of each staff, the roles assumed for the five (5) largest financings as well as the combined years of experience in providing these services." Please clarify if the question is referring to the individual's five largest financing experiences or the firm's five largest financing experiences and the individual's role on that project.*

The question is referring to the individual's five largest financing experiences at the respondent's firm.

5. *Under Section 6.1.2, Proposal Evaluation and Ranking, the RFP discusses that finalist respondents may be required to submit additional information. What kinds of additional information can be expected?*

Additional information may be requested to clarify or expand on information in the respondent's proposal or provide more detail regarding qualifications and work product (for example representative PowerPoint presentations, writing samples, examples of previous work products, etc.). However, specific additional information that may be required will be dictated by the substance of the proposals at TJPA's sole discretion.

6. *Under Section 6.2, Step Two: Interview, the RFP indicates that in the situation of a tie, TJPA can, at their discretion, conduct a "tiebreaker". What is the process of "conducting a tiebreaker" and are additional materials required?*

The tiebreaker process may require the finalist proposers to submit additional materials or respond to additional questions relative to the fact pattern that dictated a tie. The scope of such materials and the basis for evaluation of those materials will be based on objective criteria described to the finalist proposers in advance.

7. *In Section 5.1.2 Qualifications and Experience, item b. Qualifications of Proposer's Firm or Organization. Provide the following information on the firm's ten (10) most recent Financial Advisory Service. Are the ten (10) most recent FA service to be inclusive of the firm's total experience or specific to transportation?*

The ten (10) most recent FA services should be inclusive of the firm's total experience that meet the further defined requirements in sections 5.1.2.b.2 and 5.1.2.b.3.