

## SUMMARY OF TENDER SUBMISSIONS

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Estimated Contract Price	Rank
		Demonstrated understanding of the requirements	Capacity	Demonstrated experience providing similar services	Social and economic effects on the local community			
Commonwealth Bank of Australia (CBA) All requirements have been met.	Yes	The CBA demonstrated a satisfactory understanding of the requirements. The organisation has a dedicated implementation team and provided a brief methodology of the process of implementation including meetings, a review of business requirements, training of staff and supply of user documents. A sample transition plan was supplied which had a timeline of four months; which is not considered suitable for the City's requirements.	It was established in 1911. It has 45,129 staff in locations across Australia, New Zealand, USA, Fiji, Asia and the UK. A team of two would be allocated to the City with a customer service desk. The bank has 3 branches within the City with 17 staff in Joondalup. It supplied an outline of the services it provides and addressed its security controls. The CBA has a capital adequacy ratio of 14.3% as at 30 June 2016. Its percentage of impaired assets is 0.25% as at 31 March 2016. Its long-term Standard & Poors credit rating is AA-.	It demonstrated considerable experience providing similar transactional banking services to local government clients. It currently provides banking services to 35 local governments and has banking relationships with a further 70. No specific information was provided on the names of clients or the period and dates of contracts citing confidentiality. The nominated referees are: Shire of Murray and the Cities of Canning and Kwinana.	The head office is located in Sydney.  The CBA has three branches located within the City in addition to a recently opened business banking centre in the Joondalup CBD. It supports the development of local businesses, has a student banking program covering several schools within the City and a community grant program.	61%	\$1,267,980	1

TENDER 040/16 PROVISION OF TRANSACTIONAL BANKING SERVICES

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Westpac Banking Corporation All requirements have been met.	Yes	It demonstrated a satisfactory understanding of the requirements. An implementation would not be required, as it is the City's incumbent banking provider; however the organisation's general implementation process was provided to support their understanding of the City's requirements. This addressed assignment of a project manager, meetings, training of staff and supply of online guides and support helpdesks. Eight weeks was proposed for implementation in the case of new clients.	Westpac was founded in 1817. It has 32,500 staff across Australia, New Zealand, London, New York and Asia. The bank has 4 branches within the City with 50 staff. A business structure was provided together with details of the relationship team and profiles of four key staff. An outline of the services it can provide was supplied including its systems and security. Westpac has a capital adequacy ratio of 14% as at 30 June 2016. Its percentage of impaired assets is 0.39% as at 31 March 2016. Its long-term Standard & Poors credit rating is AA-.	It demonstrated considerable experience providing similar transactional banking services to local government clients. It currently provides banking services to 15 metropolitan and 14 regional local governments in Western Australia. Some of those clients include: Shire of Mundaring and the Cities of Armadale, Gosnells, Stirling, Mandurah and Melville. No specific information was provided on the period and dates of contracts. Westpac has provided banking services to the City since July 2004. The nominated referees are: Cities of Stirling and Mandurah and Silver Chain.	Its head office is located in Sydney.  Westpac has branches located in Joondalup (x2), Warwick and Whitfords and supports a variety of not-for-profit and charity organisations.	60.9%	\$1,304,285	2

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National Australia Bank	No	Non-compliant, not assessed.						
Not all requirements have been met. Offer subject to a number of exclusions and amendments to the conditions of contract relating to variations to specification and conditions of contract, confidentiality, conflict of interest, payments, sub-contractors, termination, indemnity and insurance.								