	MERCHANT SERVICES RFP SCORECARD							
	A	**B**	**C**	**D**	**E**	**F**		
	Experience working with Government Entities	Cost-Effectiveness and Transparency of Fees	Security and Compliance Standards	Technical and Integration Capabilities	Quality of References and Past Performance	Customer Support and Training Offerings	Total	Comments
	Max=10%	**Max=25%**	**Max=20%**	**Max=25%**	**Max-10%**	**Max=10%**	**100%**	
Fiserv	10	15	20	25	10	7	87	Managaged service fee-the only way it works if they become the gateway(too many vendors). To do a service fee would require custom development to keep current gateways.. No revenue sharing/commercial optimation program. 90 day integration. Early termination fee
PNC	10	15	20	25	10	5	85	Can do a pilot before full launch; will work with each vendor to implement convenience fees; contract will depict escalation of fees; 30 day integration
US Bank	10	23	20	25	10	10	98	Same integration team-2 separate calls; Commercial Optimization plan/revenue share;contract with locked rate 3- 5; concessions for equipment with Airport; will work with each vendor to implement convenience fees 4-8 week integration
UMB Elavon	10	25	20	25	10	10	100	Willing to do multiple year contract at fixed rate; will do Commercial Optimization; will adjust voice fees; lower chargeback fee vs. US Bank; Merchant Manage Program for convenience fee; integration 2 weeks - 2 months