Columbus Consolidated Government
Council Meeting Agenda Item

TO:	Mayor and Councilors
AGENDA SUBJECT:	Banking Services (Annual Contract) – RFP No. 26-0001
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of an annual contract with Truist Bank (Charlotte, NC) for Banking Services.

Truist Bank meets or exceeds the minimum qualifications of the RFP specifications, which are listed below:

a. Maintain multiple full-service branches in Columbus, Georgia and have a branch network convenient to the City operations.

b. Have expertise on its staff to provide a full range of banking services to the City as requested.

c. Provide lockbox service (remittance processing) and credit the City account on that day and process checks at City locations for deposit through MICR and/or scanner technology.

d. Have a secure web-based reporting system, which includes a minimum of the following:

   i. daily reporting of ledger, collected, and available balances, total debits and credits, detail debits and credits. Credit details should indicate availability.

   ii. account details for current month and one prior month for review of transactions.

   iii. concentration/zero balance accounts daily interaction reporting.

   iv. presentments of checks for controlled disbursement accounts not later than 10:00 am each day.

   v. wire transfer, ACH/EFT, and internal transfer initiation and authorization.

   vi. Consolidated Government-originated stop payments of checks.

   vii. return items charged against all City accounts.

viii. online access to monthly statements along with all deposit details for each deposit made at a branch location or through the lockbox service.

ix. provide hard copies of monthly statements to include check images.

x. positive pay options to include reverse positive pay and payee positive pay with exception management.

xi. ACH debit block and post no check options.

e. Maintain a portfolio of investments and provide monthly report listing securities and market value, safe kept by a third party (i.e., The Federal Reserve Bank) and pledged to the City.

f. Demonstrate appropriate experience servicing customers with similar account attributes and transaction volumes as described herein.

g. Must be able to accept deposits at a branch up to 5:00 p.m. or later Monday through Friday**.**

The term of the contract shall be for five (5) years with the option to renew for two (2) additional twelve-month periods. Contract renewal is contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:
The previous five-year contract was awarded to Synovus Bank on December 11, 2018 (Resolution No. 459-18).

RFP Advertisement and Receipt of Proposals:
RFP Specifications were posted on the web pages of the Purchasing Division, the Georgia Procurement Registry, and OpenBids on March 6, 2026. This RFP has been advertised, opened and evaluated. Two (2) proposals were received on February 27, 2026.

The responding vendors were:

Truist Bank (Charlotte, NC)
Pinnacle Financial Partners d/b/a Synovus Bank (Atlanta, GA)

The following events took place after receipt of the proposals:

RFP MEETINGS/EVENTS		
Description	**Date**	**Agenda/Action**
Pre-Evaluation	06/22/26	The Purchasing Manager advised evaluation committee members of the RFP rules and process. The proposals were distributed to the committee.
1st Evaluation	07/02/26	The Evaluation Committee discussed each proposal and determined clarifications were required.
Clarification Request Sent	07/17/26	Clarification request letters were forwarded to both vendors.
Clarifications Received	07/24/26	Clarification responses were received and forwarded to the Evaluation Committee for review. Based on the response, it

		was determined that further clarification was needed in regard to exceptions submitted by one of the firms.
Exceptions Forwarded	07/31/26	The exceptions submitted by Truist Bank were forwarded to the City Attorney's Office for review.
Response Received	08/05/26	The City Attorney's Office reviewed the exceptions and identified non-negotiable items.
Committee Response	08/17/26	Via email, the Committee requested Truist Bank be notified in writing of the non-negotiable exceptions and request them to confirm if they wish to remain in consideration for this RFP.
Vendor Response	09/04/26	Response received from Truist Bank indicating their agreement to remove the non-negotiable items and remain in consideration for this RFP. The response was forwarded to the Committee. The Committee indicated they were ready to begin the evaluation of proposals.
Evaluation Forms Sent	09/04/26	Evaluation forms forwarded to voting committee members.
Evaluation Forms Returned	09/25/26	The final set of evaluation forms were received from voting committee members.
Evaluation Results	09/29/26	Evaluation results were forwarded to the Committee for review and it was determined that an additional evaluation meeting was necessary due to the small margin in the scoring.
2nd Evaluation	10/20/26	The Committee met to discuss the scores and determined presentations and Best and Final Offers were required from both vendors.
Presentation Requested	10/21/26	Both firms were requested to provide a presentation of their proposal and a Best and Final Offer.
Best and Final Offer Received	10/27/26	Best and Final Offers were received and forwarded to the Committee for review.
Vendor Presentation	10/28/26	The Evaluation Committee met with both firms via Teams to view the vendor's presentation and ask questions. After the presentations, the Committee determined they were ready to vote for an award recommendation.
Ballots Sent	11/04/26	A ballot was forwarded to the voting Committee members to vote for award recommendation of the contract.
Ballots Received	11/06/26	The final ballot was received from the voting Committee members. By a majority vote, the Committee recommended award to Truist Bank.

Evaluation Committee:
The proposals were reviewed by the Evaluation Committee, which consisted of three (3) voting members from the Finance Department, one (1) voting member from the Community Reinvestment Department, and one (1) voting member from the Tax Commissioner's Office. One (1) representative from the City Manager's Office, one (1) representative from the Finance Department, and one (1) representative from the Information Technology Department served as non-voting advisors.

Award Recommendation:
By a majority vote, the Evaluation Committee recommends award of the contract to Truist Bank (Charlotte, NC), the highest scoring vendor, as reflected by their comments provided below:

- Truist Bank offers comprehensive treasury management services and banking solutions that align with the City's operational and financial needs.

- Truist Bank has highlighted solutions that appear to be the right fit for the Columbus Consolidated Government, and the focus on customer care at each stage of the process is a key factor.

- Truist Bank has a broad infrastructure. Broad enterprise and structure capabilities. Community support by providing grant funding through charitable giving.

Vendor Experience/Qualifications:

- Truist Bank was chartered as a North Carolina Corporation on March 1, 1974.

- The firm follows the legacy of two pioneering banking institutions: Branch and Hadley, founded in 1872, and evolved into BB&T, and Commercial Traveler's Savings Bank, chartered in 1891, and evolved into SunTrust. In 2019, these two organizations merged and formed Truist.

- Truist is a top 10 U.S. commercial bank with more than 38,000 teammates and 15 million clients.

Client Work History:
Truist Bank provided the following references similar in size to Columbus:

- City of Sandy Springs — Client for 14 years
  1 Galambos Way, Sandy Springs, GA 20217

- Athens-Clarke County Unified Government — Client for 13 years
  375 Satula Avenue, Athens, GA 30601

- Henry County Government — Client for 35 years
  140 Henry Parkway, McDonough, GA 30253

The City's Procurement Ordinance Article 3-110, Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services, governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the Mayor in a separate memo for informational purposes.

The recommended firm's cost proposal is within the Department's budget. Funds are budgeted each fiscal year for this on-going expense: General Fund – Finance Department – Cash Management – Contractual Services; 0101-200-2950-CASH-6319.

A RESOLUTION

NO._____

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT WITH TRUIST BANK (CHARLOTE, NC) FOR BANKING SERVICES.

WHEREAS, an RFP was administered (RFP No. 26-0001) and two (2) proposals were received; and,

WHEREAS, the proposal submitted by Truist Bank met all proposal requirements and was evaluated most responsive to the RFP.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager and/or his designee is hereby authorized to execute an annual contract with Truist Bank (Charlotte, NC) for Banking Services. The recommended firm's cost proposal is within the Department's budget. Funds are budgeted each fiscal year for this on-going expense: General Fund – Finance Department – Cash Management – Contractual Services; 0101-200-2950-CASH-6319.

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Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2026 and adopted at said meeting by the affirmative vote of _____ members of said Council.

Councilor Allen voting _____.
Councilor Barnes voting _____.
Councilor Chambers voting _____.
Councilor Cogle voting _____.
Councilor Cook voting _____.
Councilor Crabb voting _____.
Councilor Davis voting _____.
Councilor Garrett voting _____.
Councilor Huff voting _____.
Councilor Tucker voting _____.

_____ _____

Lindsey G. McLemore, Clerk of Council B.H. "Skip" Henderson III, Mayor