

TRE251001-BANKINGSVC BANKING SERVICES RFP – CONTRACT PRICING OVERVIEW

CASH MANAGEMENT POLICY BOARD
MAY 27, 2026

PREPARED BY:
DIVISION OF OPERATIONS & FUND MANAGEMENT



Purpose of Presentation

Purpose

- Provide high-level overview of banking contract pricing structures
- Summarize historical pricing context and BAFO review
- Highlight operational enhancements and service-level considerations
- Support Board governance review and transparency

Contracts Pricing Included

- CampusGuard (PCI Consultant)
- U.S. Bank Prepaid Debit Card Services
- JPMorgan Chase Banking Services



CampusGuard (PCI Consultant)

Pricing Summary Table

Category	Amount
Prior 2020 Contract	\$172,000
LMS/SSO Enhancements	+ \$7,800
Current Effective Cost	\$179,800
90-Day Extension	\$44,950
Original RFP Proposal	\$195,000
Proposed Contract	\$193,000

Historical Pricing Context

- Existing 2020 pricing structure reviewed
- Operational Enhancements
 - LMS implementation
 - SSO integration
 - Expanded PCI support services
- Financial Impact
 - Proposed pricing finalized below original RFP proposal pricing

Timeline

- Extension through May 29, 2026
- Proposed contract effective May 30, 2026



U.S. Bank Prepaid Debit Card Services

Programs Reviewed

- ReliaCard
- Focus Card
- CORE A Visa

Category	Summary
Financial Impact	No direct State cost
Contract Status	Negotiations ongoing
Fee Schedules Reviewed	Yes
Historical Pricing Reviewed	Yes

Operational Considerations

- Existing prepaid card services maintained
- Current operational structure continues

Financial Impact

- Cost-neutral to the State

Supporting Documentation

- Confidential pricing exhibits provided separately



JPMorgan Chase Banking Services

Pricing Summary Table

Category	Summary
BAFO Review Completed	Yes
Historical Pricing Review	Yes
March 2025 Analysis Reviewed	Yes
Estimated Annual Savings	\$3,040
ECR Review Completed	Yes

Operational Considerations

- Existing banking structure maintained
- Service-level analysis completed

Financial Impact

- Projected annual savings under proposed pricing structure

Pricing Transparency

- Historical pricing and BAFO documentation reviewed
- Earnings Credit Rate (“ECR”) impacts and fee offsets reviewed



Board Action Summary

Requested Board Actions

- Approval of CampusGuard agreement
- Authorization to execute awarded banking contracts upon completion of negotiations
- Continuation of migration and implementation activities

•Supporting Materials:

- Supporting pricing and historical comparison documentation provided separately within confidential Board packet
- Historical pricing schedules
- BAFO comparison documentation

