

State of Nebraska

Automated Clearing House (ACH) Origination Services Technical Proposal Second BAFO

RFP 6304 Z1

October 8, 2020

Prepared by:

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Cover Letter

October 8, 2020

Julie Schiltz / Annette Walton State Purchasing Bureau 1526 K Street. Suite 130 Lincoln, NE 68508

RE: RFP 6304 Z1 to provide Automated Clearing House (ACH) Origination Services Second BAFO

Dear Ms. Schlitz and Ms. Walton:

On behalf of JPMorgan Chase Bank, N.A. (J.P. Morgan), we are pleased to submit our response to the Request for Proposal #6304 Z1 for Automated Clearing House (ACH) Origination Services for the State of Nebraska second best and final offer. We look forward to the opportunity provide the State innovative solutions, industry leading technology and a relationship team that will help you achieve your goals.

Should you have any questions about the information contained within this response, please do not hesitate to contact me.

Sincerely,

Danne Meulendyle

Joanne Meulendyke Relationship Manager (312) 732-6988 joanne.meulendyke@jpmorgan.com



Customer needs are what gets our attention. We believe that in a hypercompetitive world (from competitors known and unknown), the best strategy – both offensive and defensive – is to give the customer more: something better, faster or more efficiently. We are always on a quest to improve our products and services, and, for the most part, this is done with enhancements in technology and through the continual training of our people. Most fundamental of all is doing the right thing for our customers – in all cases.

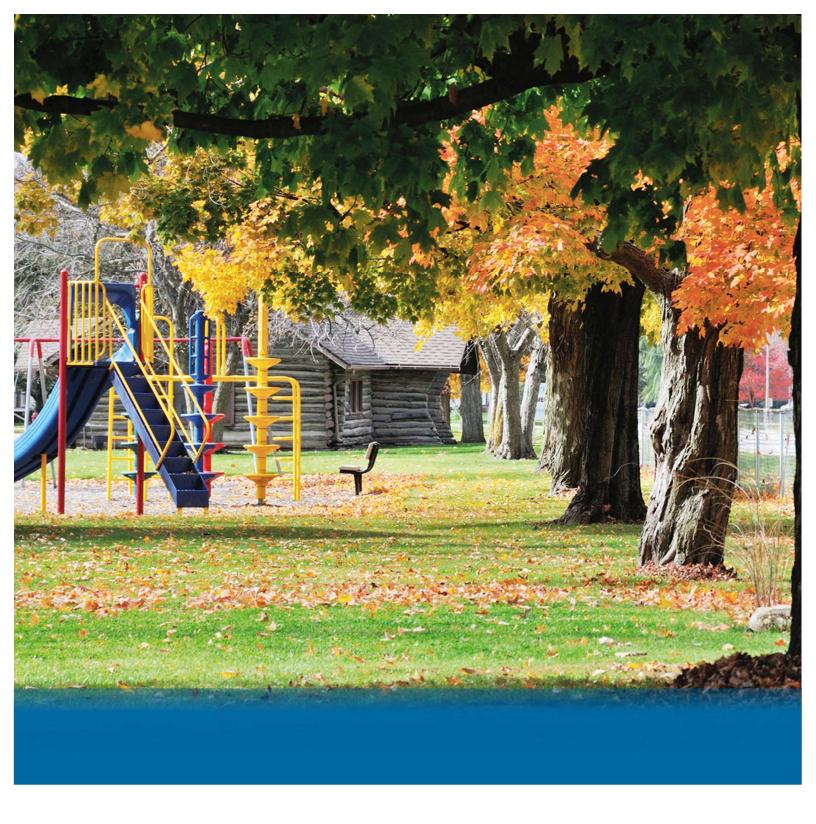


Jamie Dimon Chairman and CEO JPMorgan Chase & Co. 2019 Annual Letter to Shareholders

BAFO Cost Proposal

Please see BAFO Cost Proposal separately in Word version.

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BAFO Cost Proposal Revision 1 must be filled in completely. Bidder must use the UOM as indicated in the BAFO Cost Proposal. Bidder may provide cost for optional services in the last table.

A yearly volume has been provided for evaluation purposes. These figures are not a guarantee of future yearly volumes.

BIDDER NAME: ____ JPMorgan Chase Bank, N.A._____

| | | Α | CH Origina | tion Servio | es | | | | |
|-----------------------------------|-----------------------|------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------|
| | | | | | CONTRAC | T TERM | | Renewal 1 | Renewal 2 |
| TM Services | Estimated Quantity | UOM | Year 1 Unit Cost | Year 2 Unit Cost | Year 3 Unit Cost | Year 4 Unit Cost | Year 5 Unit Cost | Year 6 Unit Cost | Year 7 Unit Cost |
| Depository Services | | | | | | | | | |
| Account maintenance - | 12 | Each | 0.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 |
| Electronic credits | 2,879 | Each | 0.0000 | 0.0100 | 0.0100 | 0.0100 | 0.0100 | 0.0100 | 0.0100 |
| Electronic debits | 2,258 | Each | 0.0000 | 0.0100 | 0.0100 | 0.0100 | 0.0100 | 0.0100 | 0.0100 |
| Wire Services | | | | | | | | | |
| Incoming Fedwire | 241 | Each | 0.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 |
| Outgoing Fedwire | 10 | Each | 0.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 |
| Wire Monthly Maintenance | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Online Services | | | | | | | | | |
| Current Day Detail – Account | 12 | Each | 0.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 |
| Current Day Per item detail | 11,729 | Each | 0.0000 | 0.0375 | 0.0375 | 0.0375 | 0.0375 | 0.0375 | 0.0375 |
| Current Day Per item summary* | 11,729 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Previous Day Detail – Account* | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Previous Day per item detail* | 985 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Previous Day Per item summary* | 985 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Return and NOC Report* | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Settlement Report* | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| EDI Remittance Report | 12 | Each | 0.0000 | 50.0000 | 50.0000 | 50.0000 | 50.0000 | 50.0000 | 50.0000 |

| Account Analysis Report PDF | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
|-----------------------------|----|------|--------|--------|--------|--------|--------|--------|--------|
|-----------------------------|----|------|--------|--------|--------|--------|--------|--------|--------|

| | | | | INITIAL | CONTRAC | CT TERM | | Renewal 1 | Renewal 2 |
|---|-----------------------|------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|--------------------|
| TM Services | Estimated Quantity | UOM | Year 1 Unit Cost | Year 2 Unit Cost | Year 3 Unit Cost | Year 4 Unit Cost | Year 5 Unit Cost | Year 6 Unit Cost | Year 7 Unit Cos |
| ACH Monthly Maintenance | 48 | Each | 0.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 |
| ACH Originated Addenda Item | 3,051,044 | Each | 0.0000 | 0.0050 | 0.0050 | 0.0050 | 0.0050 | 0.0050 | 0.0050 |
| ACH Process Run (batches submitted) | 2,440 | Each | 0.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 |
| ACH Originated Transit Item | 3,545,942 | Each | 0.0000 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 |
| ACH Originated On-Us Item | 420,639 | Each | 0.0000 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 |
| ACH File Confirmation Email | 2,324 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Received Item | 5,037 | Each | 0.0000 | 0.0150 | 0.0150 | 0.0150 | 0.0150 | 0.0150 | 0.0150 |
| ACH Outgoing Transmission | 747 | Each | 0.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 |
| ACH Monthly Maintenance – 3 rd party | 36 | Each | 0.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 | 10.0000 |
| Unauth ACH Return | 351 | Each | 0.0000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 |
| ACH Return | 12,706 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |
| ACH Notification of Change | 9,557 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |
| NOC Converted Item | 4,086 | Each | 0.0000 | - | - | - | - | - | - |
| NOC Monthly Maint | 972 | Each | 0.0000 | - | - | - | - | - | - |
| Business Echeck Block Month Maintenance | 12 | Each | 0.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 |
| ACH Return/NOC Transmit Items | 17,536 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |
| ACH Item Adjustment Request | 180 | Each | 0.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 | 2.0000 |
| ACH Batch Adjustment | 1 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Letter of Indemnity | 12 | Each | 0.0000 | 35.0000 | 35.0000 | 35.0000 | 35.0000 | 35.0000 | 35.0000 |
| JPIC monthly maintenance | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Revenue zba Accounts | | | | | | | | | |
| Depository Services | 1 | | | | | | | | |
| Account Maintenance | 108 | Each | 0.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 |

| Electronic Debits 2,22 | Each 0.00 | 0.0000 0.0100 | 0.0100 | 0.0100 | 0 0100 | () () 1 ()() | 0.0100 |
|------------------------|-----------|---------------|--------|--------|--------|--------------|--------|
|------------------------|-----------|---------------|--------|--------|--------|--------------|--------|

| | | | | INITIAL | CONTRAC | TTERM | | Renewal 1 | Renewal 2 |
|--|-----------------------|------|------------------------|--|--|--|--|--|--|
| TM Services | Estimated Quantity | UOM | Year 1 Unit Cost | Year 2 Unit Cost | Year 3 Unit Cost | Year 4 Unit Cost | Year 5 Unit Cost | Year 6 Unit Cost | Year 7 Unit Cost |
| Check Filter – Monthly Maintenance | 108 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ZBA Subsidiary Account | 96 | Each | 0.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 | 5.0000 |
| Online Solution | | | | | | | | | |
| Current Day | 107 | Each | 0.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 | 15.0000 |
| Current Day | 992,373 | Each | 0.0000 | 0.0375 | 0.0375 | 0.0375 | 0.0375 | 0.0375 | 0.0375 |
| Previous Day* | 107 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Previous Day Per* | 995,684 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Return and NOC Report | 96 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Settlement Report | 35 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| EDI Remittance Report | 96 | Each | 0.0000 | 50.00000 | 50.0000 | 50.0000 | 50.0000 | 50.0000 | 50.0000 |
| ACH Services | | | | | | | | | |
| ACH Received Item | 966,014 | Each | 0.0000 | 0.0150 | 0.0150 | 0.0150 | 0.0150 | 0.0150 | 0.0150 |
| UPIC Monthly Maintenance | 96 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Received Addenda Item | 79 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Special Services | | | | | | | | | |
| Monthly Maintenance for online system | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Monthly Maintenance for Web | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Web Transactions – Non- Recur | 189,162 | Each | 0.0000 | 0.2200 Ranged pricing – see below | 0.2200 Ranged pricing – see below | 0.2200 Ranged pricing – see below | 0.2200 Ranged pricing – see below | 0.2200 Ranged pricing – see below | 0.2200 Ranged pricing – see below |
| IVR Initiated Payments | 4,927 | Each | 0.0000 | 0.2200 | 0.2200 | 0.2200 | 0.2200 | 0.2200 | 0.2200 |

| | | | | Ranged | | | | 0 | Ranged |
|------------------------------|---------|------|--------|-----------|---------------|-----------|-----------|---------------|---------------|
| | | | | pricing – | pricing – see | pricing – | pricing – | pricing – see | pricing – see |
| | | | | see below | below | see below | see below | below | below |
| IVR Minutes | 18,193 | Each | 0.0000 | 0.1300 | 0.1300 | 0.1300 | 0.1300 | 0.1300 | 0.1300 |
| IVR Test Monthly Maintenance | 12 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Custom Report Monthly Fee | 36 | Each | 0.0000 | - | - | - | - | - | - |
| ACH Return Unauthorized | 86 | Each | 0.0000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 | 4.5000 |
| ACH File Confirmation Email | 5,880 | Each | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| ACH Fed Item | 180,842 | Each | 0.0000 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 |

| | | | | INITIAL | Renewal 1 | Renewal 2 | | | |
|-------------------------------|-----------------------|------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------|
| TM Services | Estimated Quantity | UOM | Year 1 Unit Cost | Year 2 Unit Cost | Year 3 Unit Cost | Year 4 Unit Cost | Year 5 Unit Cost | Year 6 Unit Cost | Year 7 Unit Cost |
| ACH On-Us Item | 8,977 | Each | 0.0000 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 | 0.0070 |
| ACH Return Item | 694 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |
| ACH NOC Item | 323 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |
| ACH Return/NOC Transmit Items | 932 | Each | 0.0000 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 | 0.7500 |

| Comments | |
|---------------------------------|--------|
| Web/IVR ranged pricing grid: | |
| 1-10,000 items | 0.2500 |
| 10,001 – 25,000 items | 0.2200 |
| 25,001 – 50,000 items | 0.1800 |
| 50,001 – 75,000 items | 0.1500 |
| 75,001+ items | 0.1000 |

OPTIONAL SERVICES

| | | Α | CH Originati | on Servic | es | | | | |
|--------------------------------------|---------------------|-----|--------------|-----------|----------|----------|-----------|-----------|----------|
| | | | INITIAL | | T TERM | | Renewal 1 | Renewal 2 | |
| Services | Estimated Volume | UOM | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 |
| Check Filter Monthly Maintenance | 12 | \$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Book Transfer Monthly Maintenance | 12 | \$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Wire Monthly Maintenance | 12 | \$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Account Add/Modify/Delete | 1 | \$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| UPIC Set-up Fee | 1 | \$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| Custom Report Monthly Fee | 12 | \$ | 0.0000 | - | - | - | - | - | - |
| Uncollected Fees | 1 | \$ | Prime+3% | Prime+3% | Prime+3% | Prime+3% | Prime+3% | Prime+3% | Prime+3% |

PROPOSED PERSONNEL/MANAGEMENT must be listed below and fixed all-inclusive hourly rates assigned. These rates shall remain fixed for the life of the contract, including any optional renewal periods.

| Job Title | All Inclusive Hourly Rate |
|--|---------------------------|
| Example: Project Manager | \$ per hour |
| Customized Reporting Development (may not be required) | \$ 100 per hour |
| | \$ per hour |
| | \$ per hour |
| | \$ per hour |

ADDITIONAL OPTIONAL SERVICES:

Bidder may provide cost for services in addition to the RFP requirements.

| | ACH Origination Services | | | | | | | | | | | | |
|---|--------------------------|------|--------|-----------------------|--------|--------|--------|--------|-----------|--|--|--|--|
| | | | | INITIAL CONTRACT TERM | | | | | Renewal 2 | | | | |
| Services | Estimated Volume | UOM | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | | | | |
| Special Services - Bill / Statement Image Stored | | Each | 0.0500 | 0.0500 | 0.0500 | 0.0500 | 0.0500 | 0.0500 | 0.0500 | | | | |
| Early Warning Services | | Each | 0.3000 | 0.3000 | 0.3000 | 0.3000 | 0.3000 | 0.3000 | 0.3000 | | | | |

| ACH Return Item Redeposit | | Each | 0.0000 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.0000 |
|--|-----|--------|--------|--------|--------|--------|--------|--------|--------|
| Same Day ACH - File Transmission | | Each | 0.0000 | 0.2500 | 0.2500 | 0.2500 | 0.2500 | 0.2500 | 0.2500 |
| Same Day ACH - Access Online | | Each | 0.0000 | 0.5000 | 0.5000 | 0.5000 | 0.5000 | 0.5000 | 0.5000 |
| Customized Reporting Development (may not be required) | TBD | Hourly | 100.00 | - | - | - | - | - | - |

* Fees for this service are included in Current Day Detail – Account and/or Current Day Per Item Detail fee