

**REQUEST FOR PROPOSALS #0003 BANKING SERVICES FOR THE
NEW YORK STATE AND LOCAL RETIREMENT SYSTEM
RESPONSES TO QUESTIONS – FINAL ROUND**

The Official responses to the Final Round of Written Questions submitted pursuant to Section 6.3 (Questions) of the above-captioned RFP are listed below. This document contains all Final Round Written Questions received.

Q #	RFP SECTION/HEADING	REQ #	QUESTION	RESPONSE
1	Page 4 / Section 2.1 Overview		Our firm leverages a vendor for the printing and mailing of checks. Would NYSLRS/NYPRS consider this vendor relationship as the provider using a subcontractor? If so, would this preclude us from bidding on the RFP as it was noted in the Overview section (2.1) that subcontractors are not permitted for Banking Services?	The RFP has been amended to expressly allow for the use of subcontractors for Backup Check Printing Services and Courier Services <i>only</i> . (See RFP Section 2.1)
2	Page 7 / Section 2.6 RFP Requirements		In Section 2.6, it notes that the proposer is required to conform with Appendix A, (Standard Clauses for Contracts...) and Attachment G (Draft Contract). Can NYSLRS/NYPRS advise to what extent they are willing to negotiate the terms outlined in each document?	<p>The terms in Appendix A (Standard Clauses for Contracts Entered into by the Comptroller of the State of New York as Trustee of the New York State Common Retirement Fund) cannot be modified.</p> <p>As set forth in RFP Section 2.6 (RFP Requirements), "Proposer must be willing to enter into a contract substantially in accordance with the terms of Attachment G, should the Proposer be selected for contract award. Bracketed language included in Attachment G may, at the sole discretion of NYSLRS, be revised as otherwise mutually agreed between NYSLRS and the Proposer. NYSLRS may consider limited and reasonable modifications to the non-bracketed language in the Draft Contract in alignment with industry standards, so long as such proposed modifications do not reduce any of NYSLRS' rights and protections or increase NYSLRS' obligations." However, NYSLRS has no obligation to accept any such proposed modifications and reserves all rights to reject any proposed changes. "</p>

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3	Page 7 / Section 2.6 RFP Requirements		Is NYSLRS/NYPRS willing to consider using a providers' service agreement that is aligned to the services requested under the RFP?	Subject to and without waiver of Appendix A (Standard Clauses), the order of precedence as set forth in Attachment G (Draft Contract), and RFP Section 2.6, NYSLRS may consider a Proposer's service agreement that is aligned to the services requested in the RFP for incorporation into a final agreement between the parties. If a Proposer seeks to request NYSLRS' consideration of such service agreement documents, all such documents (including any service schedules, privacy policies, and any other documentation that relates to a provider's service agreement) must be submitted to NYSLRS in editable Word format at the time of the Proposal.
4	Page 23 / Table 5.1 / Physical Deposits / 8.1		Our firm does not have a retail banking footprint; however, we are a leading provider for the rest of the services in scope within the RFP. Would NYSLRS/NYPRS be willing to split the award to more than one provider?	NYSLRS is not willing to split the award to more than one provider.
5	Page 45 / Table 5.3 / Security & Responses / 34.5		In table 5.3, 34.5 NYSLRS/NYPRS mentions configuration to proposers' systems. Could you please provide an overview of the configuration that you would expect regarding multi-level transaction authorization and approval rules?	The tasks of entering and approving a transaction via the banking portal needs to provide adequate separation of duties controls.
6	60		<p>The Q&A references approximately \$1.2 billion in EFT account balances. For purposes of pricing, can NYSLRS please clarify:</p> <ul style="list-style-type: none"> a. What portion of these balances is non-interest-bearing vs. interest-bearing. b. Whether these balances are primarily operational (supporting daily 	<ul style="list-style-type: none"> a. The average daily balance that is interest-bearing is between \$1 million and \$1.5 million. b. All balances are operational. c. Typical balance on average is between \$1 million and \$1.5 million, with a peak of \$1.2 billion.

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			<p>disbursement activity).</p> <p>c. The typical range of these balances, including average and peak levels over time.</p>	
7	2.5		<p>How are the EFT accounts funded?</p> <p>a. Are funds moved on a daily basis to cover ACH activity, or are accounts prefunded?</p> <p>b. What is the typical timing of funding relative to ACH file transmission?</p> <p>c. What is the primary source of funds (e.g., concentration account, external transfers)?</p>	<p>a. Funds are moved as needed.</p> <p>b. Varies. For month end, NYSLRS will send the ACH transmission file 5-6 days in advance. ACH transmission file is sent a day in advance for ad-hoc payments.</p> <p>c. External transfers.</p>
8	2.5		<p>What is the number of outgoing ACH files sent from each EFT account on a typical day?</p> <p>a. What is the average dollar amount per file?</p>	<p>One file is transmitted per account per day.</p> <p>a. The average varies widely, up to \$1.2 billion.</p>
9	Table 5.2 / 24.1.C		<p>This question refers to Special Handling. Can you please define what is meant by Special Handling and provide examples?</p>	<p>Special handling is check pulling prior to mailing.</p>
10	Vendor Questions page 117 #6		<p>Please define what you mean by cyber breach.</p>	<p>Cyber breach means any breach, compromise, loss of control, unauthorized disclosure, and/or unauthorized acquisition of the Proposer's computer data, information (including sensitive or personally identifiable information), applications, networks or devices (including the applications, networks or devices of Proposer's contractors or service providers that access, store, process, or otherwise interact with Proposer's or Proposer's customer data or information), including, in the absence of direct evidence, any occurrence where it could be reasonably assumed under the circumstances that Proposers' or any of its</p>

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				customers' data or information was exposed, accessed or disclosed without their prior written authorization.
11	Section 9		<p>Can you explain more about your process today for check deposits?</p> <ul style="list-style-type: none"> a. What information are you capturing on the checks? b. Do they come in with any correspondence or slip that you are data keying into your systems? c. If yes, can you share an example of correspondence and the check and data fields that you capture? There may be an alternative (non-traditional lockbox to simplify your deposit process further). d. Please share more regarding those incoming payments, what information is used by your team for processing, etc. 	<p>NYSLRS currently does not use a lock box and is not looking to begin using a lock box.</p> <ul style="list-style-type: none"> a. Full images of front and back of checks. b. Images of any additional documents included with the check. c. Death certificates, EFT forms, applications for service-credit-purchase, rollover applications, etc. NYSLRS is not providing examples of correspondence. d. NYSLRS uses all information on the check as well as any supporting documentation that identifies the purpose of the check payment.
12	Clarifying Question from Q&A #15		ERS holds significant balances in each of the accounts based on response to question#15 of \$220MM in balances. What types of accounts do you have today? Are they earning interest and at what rate?	Only the EFT accounts are earning interest at 0.92%
13	Cost Proposal		Revised Cost Proposal – Estimated Annual Volume for both online banking and account maintenance are stating a volume of “1”, however, with a volume of 8 accounts totaling the 96. Are you looking for a price PER account or for all 96 for the year aggregated?	Reword to “1 per account per month.” We want to clarify that we are looking for the cost of each for 1 account for 1 month.
14	Table 5.1 Req # 3.14A		Would the State be amenable to using a stale date to stop instead of a stop payment file? This would likely reduce the volume of file based and manually initiated stop payments.	The use of a stale date would not function with NYSLRS Enterprise Resource Planning system.

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15	2.5 Banking Services		There are various platforms that offer different functionality that may be a superior fit for NYS but would have a non-NY ABA. Would ERS be amenable to reviewing a bank account that has a non-NY ABA?	Table 5.1, response 2.2. NYSLRS prefers but does not require a NY ABA.
16	8.1 Submission of Proposal		Are we allowed to submit an executive summary with response? Not listed with checklist.	While a Proposer may add more information to their proposal beyond what is requested, such additional information will not be scored or otherwise used to determine the selected Proposer.
17	2.5 Banking Services		Can you share your current ZBA structure? Are their target balances and are funds invested for interest returns at the master level?	Balances in accounts are transferred to NYSLRS investment accounts that are under separate contract.
18	Pages 5-6 Section 2.5 Banking Services		Can NYSLRS please outline the movement of money from the deposit accounts to the checking and EFT accounts? Is there a ZBA structure?	All balances are drawn down to zero via transfers to the investment accounts. The checking and EFT accounts are funded as needed.
19	Page 16, Table 5.1, Req. # 3.13		Is NYSLRS open to reclaiming funds from the bank of first deposit?	Yes
20	Page 21, Table 5.1, Req# 5.1		Is NYSLRS looking to have the ability to both initiate and approve wires via mobile phones or just have assigned NYSLRS staff registered as authorized voice wire initiators and approved verifiers in a callback process?	NYSLRS would be interested in alternative methods of communication to mitigate an emergency, provided that such rely on OSC-approved or OSC-issued equipment and/or OSC-approved processes as a means of initiation and approval. NYSLRS does not anticipate agreeing to proposed initiation or approval methods that rely on individual staff's personal mobile phones or computers.

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21	Q/A Response Round 1		<p>Questions 15 and 43 indicate different average monthly deposit balance figures. Can NYSLRS please clarify which average deposit balance figures should be used for purposes of creating a pricing pro-forma?</p>	<p>Please provide pricing based on the balances responded with in question 15.</p>
22	Technical Proposal		<p>On the form provided for the technical proposal, the responses requiring a Yes/No with a check mark box next to them were created as pictures. This format does not allow for a check mark response. Are we able to write Yes/No below the boxes?</p> <p>RESPONSE:</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Yes</p>	<p>The RFP0003 Attachments for Proposal document has been amended to allow for check mark responses in the Yes/No check boxes.</p>