

Item Title: Approval of a Multi-Year Agreement for Lockbox and E-Box Services with Branch Banking & Trust (BB&T)

Specific Action Requested:

That the Board of Commissioners authorizes the County Manager to execute a three-year contract with Branch Banking & Trust (BB&T), on behalf of Wake County, for providing and processing lockbox and e-box services, subject to terms and conditions acceptable to the County Attorney.

Item Summary:

Purpose: The Board of Commissioners must approve multi-year contracts.

Background: The County uses lockbox and e-box services to receive and post a variety of payments, most notably property tax payments. The lockbox services the County seeks to continue is for processing receipt of paper check transactions and electronic payments initiated by property taxpayers through their banks. Along with processing deposits for checks and electronic payments, BB&T provides a daily electronic record of transactions for the County to post in the tax receivables system.

Board Goal: This action supports routine County operations.

Fiscal Impact: These fees already are included in the County budget, and no budget increase is anticipated. The contract will cost up to \$120,000 over three years.

Additional Information:

The County awarded a contract to BB&T for lockbox services in 2013 as part of an RFP for core banking services. That contract had an initial term of five years with the option for two additional five-year renewals. Pricing would be negotiated with each renewal term.

The initial contract period has expired and when negotiations began to exercise the original option to renew the contract for an additional five years, BB&T informed the County that they wished to change the renewal term to only three years. The County entered into negotiations with BB&T and has reached agreement on both the terms and pricing schedule for a new contract. The proposed contract with BB&T will be for an initial term of three years with the option for two additional three-year renewals. The County has been satisfied with the services being provided by BB&T and seeks to continue the relationship under the new terms and pricing of the proposed contract.

Attachments:

1. Contract, including updated pricing terms