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FEBRUARY 23, 2015

AGENDA ITEM 03  
INFORMATION ITEM

CALIFORNIA SECURE CHOICE RETIREMENT SAVINGS INVESTMENT BOARD

*Interview of Finalists for a Contract for Market Analysis, Feasibility Study, and Program Design Consultant Services (RFP No. CSCRSIB03-14):*

- *Overture Financial LLC*
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***Presenter***

Eric Lawyer

***Background***

A Request for Proposals (RFP) for a contract for market analysis, feasibility study, and program design consultant services was reissued on January 22, 2015. Staff received three proposals, however one of which was determined to be nonresponsive due to alterations of the terms and conditions of the contract.

The evaluation committee reviewed and scored the two remaining proposals. One of the two remaining proposals failed to receive the minimum score for Work Plan and Work Schedule required to proceed to the Board interview.

Overture Financial LLC received a sufficient score for both Experience and Qualifications and for Work Plan and Work Schedule to proceed to the Board interview.

***Attachments***

- Interview Questions and Score Sheets

Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW OF FINALIST

The interview will be verbal/oral. The following five (5) questions will be given by the Chair for the Finalist:

Interview Question 1: What is your understanding of the objectives of SB 1234; and what are the most significant challenges to implement the California Secure Choice Retirement Savings Program and how should those challenges be addressed?

Interview Question 2: How would you address the unique demographic of potential California Secure Choice Retirement Savings Program participants, such as age, type of employment, economic levels, race, and ethnicity, in your approach to the Scope of Services?

Interview Question 3: Stakeholders, including representatives of employee and employer groups, have wide ranging concerns and interests with respect to the California Secure Choice Retirement Savings Program. How can this Board be assured that your work will be responsive, while objective?

Interview Question 4: Please describe a project your firm successfully completed that is similar to the Scope of Services under the RFP.

Interview Question 5: Please explain why the personnel identified in your proposal comprise a team that is able to successfully complete the Scope of Services in the RFP.

Each question is worth 5 points:

- 5 points = "excellent" response.
- 4 points = "very good" response.
- 3 points = "good" response.
- 2 points = "fair" response.
- 1 point = "poor" response.
- 0 points = Finalist did not answer the question at all.

Points for the Interview will be calculated based on the average of scores from Board members scoring the interview: all scores from each Board member will be added and then divided by the number of Board members.

***ADDITIONAL OR FOLLOW-UP QUESTIONS BY ANY OF THE BOARD MEMBERS ARE NOT PERMITTED.***

Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Treasurer (Chair))

**Each question is worth 5 points:**

**5 points = “excellent” response.**

**4 points = “very good” response.**

**3 points = “good” response.**

**2 points = “fair” response.**

**1 point = “poor” response.**

**0 points = Finalist did not answer the question at all.**

Interview Question 1: What is your understanding of the objectives of SB 1234; and what are the most significant challenges to implement the California Secure Choice Retirement Savings Program and how should those challenges be addressed?

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Interview Question 2: How would you address the unique demographic of potential California Secure Choice Retirement Savings Program participants, such as age, type of employment, economic levels, race, and ethnicity, in your approach to the Scope of Services?

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Interview Question 3: Stakeholders, including representatives of employee and employer groups, have wide ranging concerns and interests with respect to the California Secure Choice Retirement Savings Program. How can this Board be assured that your work will be responsive, while objective?

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Interview Question 4: Please describe a project your firm successfully completed that is similar to the Scope of Services under the RFP.

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Interview Question 5: Please explain why the personnel identified in your proposal comprise a team that is able to successfully complete the Scope of Services in the RFP.

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Controller)

**Each question is worth 5 points.**

**5 points = “excellent” response.**

**4 points = “very good” response.**

**3 points = “good” response.**

**2 points = “fair” response.**

**1 point = “poor” response.**

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Director of Department of Finance)

**Each question is worth 5 points.**

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Edward J. De La Rosa)

**Each question is worth 5 points.**

**5 points = “excellent” response.**

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Yvonne R. Walker)

**Each question is worth 5 points.**

**5 points = “excellent” response.**

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Heather Hooper)

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Secure Choice Retirement Savings Investment Board  
RFP No. CSCRSIB03-14

**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: William Sokol)

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Secure Choice Retirement Savings Investment Board  
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**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Marty Morgenstern)

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Secure Choice Retirement Savings Investment Board  
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**Proposer (Finalist): Overture Financial**

INTERVIEW SCORE SHEET

(Board Member: Cynthia Pollard)

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