



Government Finance Officers Association

GROUP
INTERNET-BASED
COURSE

Considerations When Selecting Treasury Financial Services

NEW!

Rescheduled for: **March 14, 2018** | **2:00pm to 4:00pm EDT**

LEVEL: Basic

CPE CREDITS: 2 (based on a 50-minute hour)

FIELD OF STUDY: Finance

PREREQUISITE: None

Who Will Benefit:

This training is intended for finance officers who are involved in selecting financial services related to their government's treasury operations.

Program Description:

Governments rely on a variety of vendors to provide essential financial services, including banking services, trustees/custodians, securities broker/dealer, merchant services, and investment advisory services. Because of the changing market environment and new regulations, technologies, and practices, governments must conduct thorough due diligence of all financial service providers, including the use of requests for proposals and securing competitive bids. GFOA's recently approved best practice instructs governments to review their financial services contracts every five years and use a competitive process for the procurement of financial services. Participants will learn how to determine their scope of services when developing an RFP, identify specific evaluation criteria, prepare a strategy to evaluate responses, have policies in place to implement, and maintain relationships with outside vendors.

Seminar Objectives:

Those completing this seminar will be able to:

- Evaluate treasury services needs within a government to be provided by outside vendors
- Develop an RFP process and content to solicit vendors, including regulatory issues, capital requirements, and operating history
- Determine evaluation criteria for various service providers and RFP responses, including experience with peer governments
- Appropriately determine costs included in proposals, which can include consideration of potential future price escalations
- Manage current and ongoing relationships with financial services providers

Recommended GFOA Reading:

For further study

[GFOA Best Practice on Procurement of Financial Services](#)

[GFOA Best Practice on Procurement of Banking Services](#)

[GFOA Best Practice on Due Diligence on Bank and Treasury Management Providers](#)

[GFOA Best Practice on Government Relationships with Securities Dealers](#)

[GFOA Best Practice on Selection and Review of Investment Advisors](#)

Instructors:

Please check www.gfoa.org for a faculty listing of GFOA staff and/or practitioners as it becomes available.

It's Easy to Participate

- GFOA's Internet training is delivered to attendees via a secure website and audio conferencing service.

Equipment Needed

- A computer with a Web browser to view the presentation. If you have speakers for your computer, you will be able to listen to the training using them.
- If you do not have speakers for your computer, you will need a phone to listen to the presentation. (Speaker phone recommended, but not required.)

How It Works

- Participants will receive an e-mail invitation containing a link with instructions at the beginning of the week the course will be taking place from the e-mail address **messenger@webex.com**. (Please add this e-mail address to your "allowed senders list.")
- Materials can be viewed on a secure Internet site.
- Questions can be asked at any time during the course, and interactive exercises will test your mastery of the material.
- To join the event more quickly, you can set up Event Manager before the event starts.
Go to: <https://gfoa.webex.com/gfoa/ecsetup.php?frommail=1>.

To learn more or register for this event, visit www.gfoa.org

