

**Roger Wittenberg**

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**From:** Diane Gibson [dianeg@keysbank.com]  
**Sent:** Thursday, February 24, 2011 5:00 PM  
**To:** Roger Wittenberg  
**Subject:** City of Key West RFP

Good afternoon Roger:

Thank you for giving First State Bank of the Florida Keys the opportunity to match the bid submitted by eGov..

However, First State Bank has been a long time partner of the City of Key West and we only do business locally and in Monroe County. We feel that being off .4 basis points is NOT an equal representation as parts of the evaluation process is subjective and close enough for you to consider the time and effort that we have done over the years consulting and assisting with terminal crashes and switching in and out equipment on demand and when needed. This is the local touch of locals doing business with locals and is worth way more than .4 basis points and the free supplies that we also support. We also beat them in 4 categories and tied them in one category.

First State Bank of the Florida Keys stands by our original RFP as presented. We always offer competitive pricing to our Florida Keys community. Again as a local community bank who reinvests back into our Florida Keys economy we value our long standing relationship with the City of Key West.

We feel that you know what you get with us and have a proven track record and that you can't put a price on all of the special assistance and ancillary services that we provide to you at no charge 24/7.

We hope you and the city commissioner's take that into consideration when making the final decision and weigh in what is not in the RFP and pricing. We also encourage that regardless that you sign only a 1 year commitment so if the service is NOT up to par as promise you have an out.

Again thank you for the opportunity!

**Diane Gibson**  
Vice President/Corporate Services  
**First State Bank of the Florida Keys**  
3406 N Roosevelt Blvd Key West FL 33040  
W: (305) 293-6800 C: (305) 923-1689 Fax: (305) 293-0482  
dgibson@keysbank.com [www.KeysBank.com](http://www.KeysBank.com)



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