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## Evaluation of Proposals for an Electronic Data Processing System for the City of Seward, Nebraska

Center for Public Affairs Research (CPAR)  
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**EVALUATION OF PROPOSALS  
FOR AN  
ELECTRONIC DATA PROCESSING SYSTEM  
FOR THE  
CITY OF SEWARD, NEBRASKA**



**Center for Applied Urban Research  
University of Nebraska at Omaha**



**April, 1984**

## Anacomp

Anacomp is a service bureau and software house located in Indianapolis, IN, primarily serving the banking industry, but with a governmental division. Anacomp has a number of installed governmental systems nationwide.

Proposed hardware includes a Prime Information 2250, 32-bit super minicomputer with 1MB of main memory, a cartridge tape drive, a disk storage of 158MB, a 300 lpm printer, a 160 cps printer and three CRT's. The system is expandable to 32 CRT's.

The vendor has offered all required software and one-time modification costs are included in the basic price of the software. Software support will be provided by Anacomp via telephone from Indianapolis.

Prime Computer Co., with an office in Omaha, will provide support for all hardware except CRT's and printers. No service is proposed for these devices.

Training on hardware and software will be provided by Anacomp in Indianapolis.

## Cost Summary

First year	\$127,658
Five year	\$158,550
Average annual	\$ 31,710

## Recommendation

Due to its relatively high cost this proposal should not be selected for further consideration.

Automated Systems, Inc.

Automated Systems, Inc. is a software house and ERM located in Lincoln, NE with a branch office in Sioux Falls, SD. This vendor's only governmental installation is in Platte County, NE, where development and installation has just begun. ASI has recently won a bid in Butler County, but a contract remains to be negotiated.

Hardware proposed is a Plessey 6742, 16-bit minicomputer, with 512K main memory, a 1600 BPI tape system, 84MB of disk storage, one 300 lpm printer, one 120 cps printer, and three CRT's. According to the vendor, this system is expandable to 30-40 CRT's. However, technical literature does not support this claim. The Plessey 6742 is a packaged version of the DEC 11/23 which has a maximum memory configuration of 512K. Such a memory configuration will not support 30-40 CRT's.

The software proposal is difficult to evaluate. The vendor has stated that the budgetary accounting, personnel, and special assessment programs will be developed and provided when necessary. A spreadsheet package was not proposed. All other software required was proposed. The vendor did not provide any cost data for software modification.

Training will be provided on-site for as long as required. The cost of training is included in price of software.

Support will be provided by the vendor's Lincoln office with a one- to four-hour response time. Software support will be provided from Lincoln and hardware support from both Lincoln and Sioux Falls.

This proposal is incomplete, poorly written, and does not

conform fully to the requirements of the RFP. In addition, the vendor has very limited experience in providing governmental data processing systems and has not yet developed all of the required software.

#### Summary of Costs

First year	\$ 70,832
Five year	\$101,024
Average annual	\$ 20,205

#### Recommendation

Due to the relatively high cost of this proposal, its weaknesses, and the lack of developed software, this proposal should not be selected for further consideration.

### Burroughs Corporation

The Burroughs Corporation is one of the largest suppliers of data processing systems to local governments in Nebraska and the Plains states. This proposal originated with the Burroughs office in Omaha.

Proposed hardware is a Burroughs B96 minicomputer with 512K of main memory, 37.8 MB of disk storage, three CRT's, one 1600 BPI tape drive, a 230 cps system printer, and a 90 cps receipt printer. The system has ample expansion capability to meet Seward's long-range needs.

All required software systems were proposed. However, the vendor's proposal was internally inconsistent, and certain cost data regarding software and software training were impossible to reconcile. For purposes of the cost analysis presented below, data from Figure 8 of the proposal were relied upon exclusively.

Hardware and software support will be provided by Burroughs out of Lincoln and Omaha. Training will be provided on-site by Burroughs for both the hardware and software.

### Cost Summary

First year	\$78,562
Five year	\$93,544
Average annual	\$18,709

### Recommendation

Due to its relatively high cost, this proposal should not be selected for further consideration.

Computoservice, Inc.

Computoservice, Inc. is a service bureau and OEM located in Mankato, MN with several installations in cities and counties in Minnesota and one municipal installation in Nebraska.

Hardware proposed is a Texas Instrument Business System 372 with a 512K of main memory, a tape system, 75.4MB of disk storage, three CRT's, one 75 lpm printer and one 150 cps printer. The system will expand up to seven CRT's.

The vendor has proposed all required software. The one-time software modification charges are unclear and could range as high as \$11,000. A figure of \$5,500 for software modifications was used for the cost estimate provided here.

All training will be conducted in Mankato, MN. The sum of \$1,500 was added to the vendor's cost estimate for training to cover travel, meals, and lodging for city personnel.

Hardware maintenance will be provided by Texas Instruments from Omaha. Guaranteed response time is nine hours; average response time is four hours. Software maintenance will be performed by Computoservice from Mankato, MN. Response time is four hours maximum.

CSI will not sign a city written contract.

Summary of Costs

First year	\$72,284
Five year	\$98,556
Average annual	\$19,712

Recommendation

Due to the vendor's unwillingness to sign a city written contract and the relatively high cost of the proposal, it should not be selected for further consideration.



FACTS Data Service

FDS is a software house located in Des Moines, IA. FDS submitted a software proposal only. Telephone communication with FDS personnel determined that FDS thought NCR would submit a hardware bid to be associated with the FDS software proposal. NCR declined to do so.

Recommendation

This proposal should be rejected for failure to meet the requirements of the RFP for a total system (hardware and software) proposal.

HMS, Inc.

HMS is a software house and OEM located in Marietta, GA, with numerous governmental installations primarily in the southeastern states.

Hardware proposed is a Data General CS-100B, 16-bit minicomputer with 512K of main memory, 50MB of disk storage, a 1600 BPI tape system, a 34 cps printer, a 160 cps printer, and three CRT's. The system is expandable up to eight CRT's.

All required software systems were proposed. However, the vendor provided no firm cost for software modifications. A figure of \$7,500 is estimated to cover per diem and travel costs associated with software modification. Software training is provided by HMS in Marietta, GA.

Hardware support will be provided by Data General from Omaha with a response time of four hours or less. Software support will be provided by HMS via telecommunications from Marietta, GA.

Cost Summary

First year	\$ 78,417
Five year	\$105,105
Average annual	\$ 21,021

Recommendation

Due to its relatively high cost, this proposal should not be selected for further consideration.

Information Solutions, Inc.

Information Solutions, Inc. is a software house and OEM located in Englewood, CO. The ISI branch in North Kansas City, MO is the proposed office to serve Seward. ISI listed a number of installations in cities and counties in Missouri.

Hardware proposed is an ADDS Mentor M4062, 16-bit minicomputer, with 256K of main memory, 60MB of fixed disk storage, a streaming tape system, one 300 lpm printer, one 80 cps printer, and three CRT's/work stations. The maximum main memory capacity on this system is limited to 512K.

The vendor has proposed all required software. The training on hardware and software seems to be vague. A total cost of \$8,800 is indicated, but travel and subsistence are not included in this price, only an indication that they will be billed at actual cost.

Software support will be provided by three separate organizations, BG EDP, ISI, and ADDS Corporations. Hardware service will be provided out of Lincoln, NE by NCR. Response is 20 minutes by phone and on-site is under four hours.

Cost Summary

First year	\$104,639
Five year	\$138,815
Average annual	\$ 27,763

Recommendation:

Due to its high cost, this proposal should not be selected for further consideration.

### Manatron/Current Systems

Manatron/Current Systems is a software house and OEM located in Liberty, MO. MCS listed several city and county installations in Michigan and Missouri.

Hardware proposed is a Burroughs B-22, 16-bit microcomputer with 512K of main memory, 40MB of disk storage, one 250 lpm printer, one 120 cps printer and three CRT's work stations. No tape system was proposed. The Burroughs B-22 can expand to 16 work stations.

The vendor has proposed all the required software including three standard Burroughs B-20 packages and Multiplan. The vendor did not indicate whether Multiplan is integrated into the Burroughs financial management package.

Forty hours of training will be given on-site for both hardware and software for \$1,000.

Support for both software and hardware will be handled by one MCS employee located in Kearney, NE, who will respond within four hours to calls for service.

This proposal was badly written, hard to follow, and did not meet all of the requirements of the RFP. The vendor indicated that he would submit his standard contract for action by the city rather than accept a city-written contract. No information was provided for the city's alternative hardware and software requirements.

### Summary of Costs

First year	\$44,801
Five year	\$61,985
Average annual	\$12,397

Recommendation

The cost of this proposal appears quite attractive. However, the proposal suffers from several weaknesses and fails to conform to the requirements of the RFP. Furthermore, this vendor has recently terminated a contract with a county in Nebraska due to a change in vendor ownership.

For these reasons, additional information regarding the proposed system as well as the vendor's commitment to accept a city-written contract and to provide a performance bond would be necessary before selection of this vendor for additional consideration can be recommended.

### Morse Data Processing

MDP is a small software house and OEM located in Hastings, NE, with several installed governmental data processing systems in Nebraska city and county governments.

Hardware proposed is a Burroughs B22, 16-bit microcomputer, with 768K of main memory, 40MB of disk storage, one 300 lpm system printer, one 120 cps receipt printer, a streaming tape drive, and three CRT's/work stations. (The number of CRT's was reduced to three by the consultant. The vendor had placed four CRT's in his bid.) The hardware is expandable by adding up to a maximum of 16 B-22 work stations.

The vendor proposed all required software systems. Some systems have been developed by MDP, others by Burroughs, and still others by a firm called R&D Systems. However, no descriptions of the software were provided as required by the RFP. Hence, evaluation of this element of this vendor's proposal is difficult. Training on the hardware and software will be provided on-site by the vendor. The cost of training is included in the bid price.

The vendor proposed alternate software as required by the RFP but did not provide the information regarding alternate hardware or the cost or system configuration impact of adding the alternate hardware and software. However, adding the alternate hardware and software can be assumed to have definite cost and configuration impacts.

Hardware maintenance will be provided with a two-day maximum response time, although the vendor did not indicate who would provide hardware maintenance. Software support will be provided by MDP via telephone.

Cost Summary

First year	\$ 75,485
Five year	\$103,373
Average annual	\$ 20,675

Recommendation

Due to its relatively high cost, this proposal should not be selected for further consideration.

NCR

NCR is a major supplier of computer systems to local governments in Nebraska and the Plain states. The NCR branch in Lincoln, NE submitted this proposal for Seward.

Hardware proposed is an NCR I-Tower, 32-bit, multi-user microcomputer, with 512K of main memory, 46MB of disk storage, one 125 lpm printer, one 63 lpm printer, a streaming tape system, and three CRT's/work stations.

The vendor's proposed software is difficult to evaluate. No spreadsheet and no personnel package were proposed. The utility billing package is from the city of Beatrice, NE, and the financial management and payroll packages are from NCR. No costs are provided for software modification. No alternative software or hardware was proposed as required by the RFP; hence, determining the impact or cost of expanding the configuration of the system is impossible.

Maintenance and support of both hardware and software will be provided by NCR via telecommunications from Scripps Ranch, CA, and on-site support by NCR from Lincoln. Maximum response time for on-site maintenance is four hours.

Cost Summary

First year	\$57,811
Five year	\$72,643
Average annual	\$14,528

Recommendation

Due to the failure to meet the requirements of the RFP and its relatively high cost, this proposal should not be selected for further consideration.



### Precision Computer Systems

Precision Computer Systems is a software house and OEM located in Sioux Falls, SD. PCS has installations in a number of cities in Iowa.

Hardware proposed is a Burroughs B-22, 16-bit microcomputer with 512K of main memory, 40MB of disk storage, a streaming tape system, one 350 cps printer, one 120 cps printer, and three CRT's/work stations. The system can expand to include up to 16 work stations.

The vendor proposed all required software systems. Training on the software and hardware will be done on-site with no additional cost for training on the initial software programs.

The vendor will respond to service calls on the hardware within 48 hours and within three hours on operating system and software. Financial Products Company of Omaha will service the hardware. PCS will service the operating system and software.

### Cost Summary

First year	\$58,043
Five year	\$83,867
Average annual	\$16,773

### Recommendation

Due to its relatively high cost, this proposal should not be selected for additional consideration.

Cost Summary

<u>Vendor</u>	<u>First year</u>	<u>Five year</u>	<u>Average Annual</u>	<u>Recommendation</u>
Anacomp	\$127,658	\$158,550	\$ 31,710	Do not select. (Cost)
Automated Systems	\$ 70,832	\$101,024	\$ 20,205	Do not select. (Cost, lack of software, fails to meet RFP requirements.)
Burroughs	\$ 78,562	\$ 93,544	\$ 18,709	Do not select. (Cost)
Computoservice	\$ 72,284	\$ 98,556	\$ 19,712	Do not select. (Cost)
Facts Data Service	Cannot determine cost.....			Do not select.
HMS	\$ 78,417	\$105,105	\$ 21,021	Do not select. (Cost)
Information Solutions	\$104,639	\$138,815	\$ 27,763	Do not select. (Cost)
Manatron/ Current Systems	\$ 44,801	\$ 61,985	\$ 12,397	Require additional information and vendor assurances if selected for additional consideration.
Morse Data Processing	\$ 75,485	\$103,373	\$ 20,675	Do not select. (Cost, fails to meet RFP requirements.)
NCR	\$ 57,811	\$ 72,643	\$ 14,528	Do not select. (Cost, fails to meet RFP requirements.)
Precision Computer Systems	\$ 58,043	\$ 83,867	\$ 16,773	Do not select. (Cost)

Recommendation

Due to the inadequacies of several proposals and the high costs of most of them, the city should reject all proposals and issue a second RFP. This RFP should restate the city's immediate and second phase requirements and state a maximum acceptable price on first-year and annual maintenance costs for all bids. These maximum acceptable costs should be \$50,000 first-year costs and \$5,000 annual maintenance. Vendors should also be advised in the strongest terms that failure to meet the requirements of the RFP will result in the rejection of their proposals.