

2-1984

Request for and Evaluation of Proposals to Ashland-Greenwood Public Schools for Electronics Data Processing

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Recommended Citation

(CPAR), Center for Public Affairs Research, "Request for and Evaluation of Proposals to Ashland-Greenwood Public Schools for Electronics Data Processing" (1984). *Publications Archives, 1963-2000*. 205.

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DRAFT (For Discussion Only)

EVALUATION OF PROPOSALS TO ASHLAND-GREENWOOD PUBLIC SCHOOLS FOR ELECTRONIC DATA PROCESSING

February, 1984

Prepared by:



Center for Applied Urban Research
University of Nebraska at Omaha



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1. Benchmark Computer Systems, Inc.

Benchmark is a software vendor located in Omaha, Nebraska, employing 15 staff and in operation since 1973. References furnished include one school district (in Iowa), one city office, and two commercial enterprises.

Hardware proposed is a CADO CAT III microcomputer with 48K of memory and 2.4MB of dual floppy disk storage. (Hard disk storage--10 to 30MB--is offered as an option at additional cost.) The CADO CAT III is an 8-bit system. Also included in the system are a green phosphorous monitor (25 x 80 display matrix), diskette backup, and model P-152 matrix printer (125 cps). A two-year lease purchase option is offered.

Hardware maintenance is available from Datatronics of Omaha. Depot (or carry-in) service is available with two- to four-hour response time during regular business hours.

Financial management and payroll software were proposed. In addition, the Just Ask report generator was proposed to create student record and school census files by the school personnel or by Benchmark at additional cost. Word processing is included with the financial management software.

Software support is provided by Benchmark during regular business hours with a one-hour response time. Three varieties of software support are offered at different annual costs.

RFP Requirements:

Hardware

All met

CADO CAT III
48K memory
2.4MB disk storage

Software

Financial management ¹	}	yes
Payroll		
Personnel		not included
Spreadsheet		yes
(BusiPlan, CalcPlan)		
Student records (Just Ask)		self-generated or additional cost
School census (Just Ask)		self-generated or additional cost

Cost Summary

Hardware (with operating system)	\$ 12,500
Software	\$ 8,450
Training (5½ days)	\$ N/C
Annual maintenance	
Hardware	\$ 1,620
Software (full support option)	\$ 2,100
Delivery and installation	\$ 500
Purchase price	\$ 21,450
First-year cost	\$ 25,170
Five-year cost	\$ 40,050
Average annual cost (over five years)	\$ 8,010

¹Includes general ledger, budgetary accounting, accounts payable, accounts receivable, payroll, word processing, student activity and hot lunch, and the Just Ask report generator.

Recommendation

This proposal is not recommended for further consideration due to the relatively high overall five-year cost. In addition the 48K of memory may not be adequate, personnel software is not included, and vendor development of student records programming would increase the costs further.

2. Burroughs Corporation

Burroughs is a large, long established computer vendor. This bid was submitted from Burroughs' Omaha office. Three corporate and three school district users were offered as references.

Hardware proposed is a Burroughs B22-CP minicomputer with 512K of memory, 16.8MB hard disk storage, and 5 $\frac{1}{4}$ inch floppy disk drive. The B-22 is a 16-bit system. Also included in the system are a green-on-black monitor (34 x 80, or 34 x 132 display matrix), floppy disk backup, and matrix printer (120 cps). A direct lease purchase option is not offered.

Hardware maintenance is available on site but at twice the rate of depot service. Depot service is available through Denver, St. Louis, and Chicago with a three-day turnaround time.

A full range of requested software is proposed.

Software support is through Burroughs' Elmhurst, Illinois office for a monthly fee. Support is in the form of telephone assistance and remote diagnosis (for 95 percent of questions) during regular business hours.

RFP Requirements:

Hardware

All met

Burroughs B22-CP
512K memory
16.8MB disk storage

Software

Financial management	yes
Payroll	yes
Personnel	yes
Spreadsheet (Multiplan)	yes
Student records	yes
School census	

Cost Summary

Hardware (with operating system) ¹	\$ 15,246.00
Software	\$ 9,700.00
Training (1 day on operating system, and 2 weeks for other software)	\$ 2,500.00
Annual maintenance	
Hardware	\$ 2,925.00
Software	\$ 1,164.00
Purchase price	\$ 24,946.00
First-year cost	\$ 31,535.00
Five-year cost	\$ 47,891.00
Average annual cost (over five years)	\$ 9,578.20

¹With 10 percent governmental discount.

Recommendation

This proposal is not recommended for further consideration due to the relatively high overall total cost.

3. Data Anilas Ltd.

Data Anilas, located in Lawrence, Kansas, is a subsidiary of Development Consultants, Inc. located in Salina, Kansas. The software vendor was founded in 1979 and employs six staff people in Kansas. Nine school districts (all in Kansas), one college, and one small business were provided as references.

Hardware proposed is an IMS 5000IS microcomputer with 64K of memory, a single floppy disk drive, and 12MB hard disk storage. The IMS 5000IS is an 8-bit system. Also included in the system are a monochrome green monitor (25 x 80 display matrix), floppy disk backup, and Anadex 9600 matrix printer (200 cps). A two-year lease/purchase option is offered.

Hardware maintenance is available out of Lawrence, Kansas. Service is available during regular business hours with a two-hour response time. Beyond a two-year parts and six-month labor warranty, maintenance is available by contract.

A full range of requested software is proposed, except that a portion of the personnel software, and student record and school census programming are being developed.

Software support is provided by Data Anilas' Lawrence, Kansas office for an annual fee. Support is by telephone during regular business hours with immediate response.

RFP Requirements:

Hardware

All met

IMS 5000IS
64K memory
12MB disk storage

Software

Financial management ¹	}	yes
Payroll		
Personnel		being developed
Spreadsheet		yes
Student records		being developed
(attendance and grades)		(available May, 1984)
School census		unspecified

Cost Summary

Hardware (with operating system)	\$ 7,135
Software	\$ 8,060
Training (7 days)	\$ 1,575
Annual maintenance	
Hardware	\$ 705
Software	\$ 650
Purchase price	\$ 15,195
First-year cost	\$ 18,125
Five-year cost	\$ 23,545
Average annual cost (over five years)	\$ 4,709

¹Includes general ledger, fund accounting, and payroll modules.

Recommendation

This proposal is recommended for further consideration. Relatively reasonable total costs and active servicing of other school districts are reasons for consideration. The vendor will have to demonstrate the imminent availability of software being developed and the adequacy of the 64K of memory.

4. Database Systems Corporation

Database Systems is located in Omaha, Nebraska. The company has been in operation two years and employs approximately 20 staff. References furnished include two school districts and one educational agency, all in Iowa.

Hardware proposed is an Apple III microcomputer with 256K of memory, dual floppy disk drives, and 20MB Corvus hard disk storage. The Apple III is an 8-bit system. Also included in the system are a green monitor (24 x 80 display matrix), VCR backup, and Epson dot matrix printer (160 cps). A two-year lease/purchase option is available.

Hardware maintenance is available from Database Systems of Omaha. Both on-site and carry-in service are available, with on-site approximately \$400 more per year. Service is provided during regular business hours with a 24-hour response time.

Financial management, payroll, and spreadsheet programming are proposed. In addition, the record-keeping (PFS: File III) is proposed to create student record and school census files by the school personnel or vendor at no additional cost.

Software support is provided by WOS Data Systems, Inc. (Colby, Kansas) for fund accounting and by Database Systems Corp. (Omaha, Nebraska) for VisiCalc and PFS: File III. Support is provided by telephone during regular business hours with immediate response time for a prescribed annual fee.

RFP Requirements:Hardware

All met

Apple III
 256K memory
 20MB Corvus disk storage

Software

Financial management¹ }
 Payroll }

yes

Personnel

partial

Spreadsheet (VisiCalc)

yes

Student records

self or vendor generated
 at no additional cost

(Record-keeping,

PFS: File III)

School census

self or vendor generated
 at no additional cost

(Record-keeping,

PFS: File III)

Cost Summary

Hardware (with operating system)

\$ 11,378.00

Software

\$ 8,070.00

Training (3 days in Kansas,
 1 day locally)

\$ N/C (except
 travel for 2
 to Colby, KS
 for 3 days)

Hardware (carry-in)

\$ 1,294.00

Software

\$ 540.00

Purchase price

\$ 19,448.00

First-year cost

\$ 21,682.00

Five-year cost

\$ 30,618.00

Average annual cost (over five years)

\$ 6,123.60

¹ Includes fund accounting and P/O voucher system.

Recommendation

This proposal is recommended for secondary consideration should the other systems considered prove to be insufficient. The system costs are moderately high, but hardware servicing is nearby, and student records software will be developed at no additional cost.

5. Northwest Systems, Ltd.

Northwest Systems is a software vendor located in Steamboat Springs, Colorado. The vendor employs approximately 10 persons and has been in operation since 1971. Two cities, four counties, six corporations, and one college user were offered as references.

Hardware proposed is an IBM-PC microcomputer with 128K of memory, one floppy disk drive, and 20MB Tallgrass hard disk storage. The IBM-PC is a 16-bit system. Also included in the system are a monochrome monitor (25 x 80 display matrix), cartridge tape backup, and Epson MX-100 matrix printer (100 cps). Lease purchase is not offered as an option.

Hardware maintenance is available from IBM, Computerland, or Sears. Service is carry-in, but service hours and response time are unspecified. A maintenance contract is available beyond the initial 90-day warranty. While costs are unspecified in the proposal, estimated costs are available from IBM.

A full range of software is proposed.

Software support is provided by Northwest Systems by telephone during regular business hours and with immediate or call back response time. The first year of support is included in the price of the software and 10 percent of purchase price annually thereafter.

RFP Requirements:Hardware

All met

IBM-PC

128K memory

20MB Tallgrass disk storage

SoftwareFinancial management¹ }

Payroll }

Personnel }

yes

Spreadsheet (Multiplan)

yes

Student records

yes

(school executive)

School census

yes

(school executive)

Cost Summary

Hardware (with operating system)

\$ 8,140.00

Software

\$ 7,384.00

Training (3½ days)

\$ 1,000 if in

Ashland

(N/C if in

Colorado,

except travel)

Annual maintenance

Hardware

\$ 570.00

Software

\$ 738.40

Purchase price

\$ 15,524.00

First-year cost

\$ 17,094.00

Five-year cost

\$ 22,327.60

Average annual cost (over five years)

\$ 4,465.52

¹Includes general ledger, budget forecast, accounts payable, purchase order/encumbrance, payroll/personnel.

Recommendation

This proposal is recommended for further consideration. Total costs are relatively reasonable, and a full complement of requested software is available.

6. Platte Systems, Ltd.

Platte Systems is a software vendor located in Ashland, Nebraska. In operation one year, Platte Systems employs seven staff. No references are provided.

Hardware proposed is a Franklin 1200 OMS microcomputer with 64K of memory, dual floppy disk drives, and 12.1MB Corvus Model II hard disk storage. The Franklin 1200 OMS is an 8-bit system. Also included in the system are a green phosphorous monitor (24 x 80 display matrix), VHS backup, and Data Gemini dot matrix printer (120 cps). No mention is made of a lease purchase option.

Information on hardware maintenance is sketchy. Response time is unspecified, although replacement of the purchased system is promised with a "loaner." The warranty period is 90 days; thereafter, maintenance is offered at a rate of \$16 per hour.

The International Micro-Systems School Management System is specified as the software to be provided, but the software system is not described fully in the proposal. According to the vendor, all functions requested in the RFP are fulfilled by the software specified.

Software support is not addressed by the proposal, but telephone communication with the vendor indicated that maintenance will be provided as needed at no cost.

RFP Requirements:

Hardware

All met

Franklin 1200 OMS
64K memory
12.1MB Corvus Model II
disk storage

Software

Financial management	}	yes
Payroll		
Personnel		
Spreadsheet (version of VisiCalc)		yes
Student records		yes
School census		yes

Cost Summary

Hardware (with operating system)	\$ 5,275	
Software	\$ 2,000	
Training (14 days estimated, more if needed)	\$ N/C	
Annual maintenance		
Hardware (\$16 per hour)	\$ hourly rate	
Software	\$ N/C	
Purchase price	\$ 7,275	
First-year cost ¹	\$	[\$1,500]
Five-year cost ²	\$ 7,275	
Average annual cost (over five years) ²	\$ 1,455	

¹Trial offer made of \$1,500 for first year of use. If pleased with the system at the end of the first year, the school district would pay the balance for system costs. If displeased, the school district could return the system to the vendor at no additional cost at the end of the first year.

²Does not include hardware maintenance beyond 90 days.

Recommendation

This proposal did not follow the required proposal format, and written specifications were sketchy. However, oral communication did result in the adequate determination of specifications.

This proposal is recommended for consideration on the basis of the very reasonable cost of the trial offer specified by the vendor.

In addition, the proximity of the vendor to the school system may be a distinct advantage for servicing. Confirmation of oral commitments will be necessary, and hardware maintenance costs will need to be considered. In addition, the adequacy of memory capacity will have to be verified.

7. Third Party Software, Inc.

Third Party is a vendor located in Council Bluffs, Iowa. A staff of five are employed by the two-year old company. No references are provided.

Hardware proposed is a NCR Decision Mate V microcomputer with 256K of memory, a single floppy disk drive, and 10.32MB hard disk storage. The Decision Mate V is a 16-bit system. Also included in the system are green monitor (24 x 80 display matrix), floppy disk backup, and NCR 6442-0102 matrix printer (325/80 cps). A lease/purchase option is not offered.

Hardware maintenance is available from the NCR Corporation in Omaha, Nebraska. Carry-in service with two-day turnaround is available during regular business hours with loaners available during repair.

Proposed software includes TCS systems for finance and payroll. Personnel, student records, and school census must be developed.

Software support is provided by Third Party. Telephone service is available during regular business hours with eight-hour response time. Custom software is warranted for six months. Maintenance beyond six months is charged by the hour as required.

RFP Requirements:Hardware

All met

NCR Decision Mate V
 256K memory
 10.32MB disk storage

Software

Financial management {
 Payroll
 Personnel
 Spreadsheet
 Student records
 School census

yes
 to be written (in 3 weeks)
 unspecified
 to be modified
 to be written

Cost Summary

Hardware (with operating system)	\$ 9,980
Software	\$ 9,400
Training (7 days on-site)	\$ 1,160
Annual maintenance	
Hardware	\$ 880
Software (\$35 per hour)	\$ hourly rate
Purchase price	\$ 19,380
First-year cost	\$ 21,420
Five-year cost ¹	\$ 24,940
Average annual cost (over five years) ¹	\$ 4,988

¹Does not include software maintenance.

Recommendation

This proposal is recommended for secondary consideration should the other systems considered prove to be insufficient. Though system costs appear reasonable, they do not include software maintenance (which could prove to be costly), and certain software must still be developed.

RECOMMENDATIONS

<u>Vendor</u>	<u>Hardware</u>	<u>Purchase Price</u>	<u>Total (5 year) Cost</u>	<u>Cost Per Year Over 5 Years</u>	<u>Recommendation</u>
Benchmark	CADO CAT III (48K/24MB)	\$21,450	\$40,050	\$8,010	No further consideration
Burroughs	Burroughs B22-CP (512K/16.8MB)	\$24,946	\$47,891	\$9,578.20	No further consideration
Data Anilas	IMS 5000IS (64K/12MB)	\$15,195	\$23,525	\$4,709	Select for further consideration
Database Systems	Apple III (256K/20MB)	\$19,448	\$30,618	\$6,123	Hold for secondary consideration
Northwest Systems	IBM-PC (128K/20MB)	\$15,524	\$22,327.60	\$4,465.52	Select for further consideration
Platte Systems	Franklin 1200 OMS (64K/12.1MB)	\$7,275	\$7,275	\$1,500	Select for further consideration. ¹
Third Party	NCR Decision Mate V (256K/10.32MB)	\$19,380	\$24,940	\$4,988	Hold for secondary consideration

¹See individual evaluation for complete discussion of this bid. Several items need further clarification in order to evaluate the prices quoted adequately; these include costs of software, software maintenance, and hardware maintenance, and size of memory unit.