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# Evaluation of Responses Butler County, NE for an Electronic Data Processing System

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**EVALUATION OF RESPONSES  
to the  
Butler County, Nebraska  
RFP for an  
Electronic Data Processing System**

**Prepared by  
Donald F. Norris**



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



**January 19, 1984**

## Anacomp

Anacomp is a large service bureau/OEM located in Indianapolis, IN, primarily serving the banking industry. It has a division that provides data processing systems and software to governmental clients.

The proposed software is from Anacomp and all required systems were proposed. An estimated cost was provided for the vehicle registration and drivers' licenses modules. This cost will have to be confirmed in subsequent discussion with the vendor.

The proposed hardware is a Prime I 2250 with 1MB of main memory and 15MB of disk storage. All required peripherals were proposed.

Software support will be provided by Anacomp via telephone from Indianapolis, IN. Hardware support will be from Prime out of Omaha, NE.

Anacomp's corporate financial health is in some question. Should the county select this vendor, adequate guaranties of performance should be secured.

## RFP Requirements

### Software

All software proposed but prices for developing auto registration and drivers' license packages are estimates.

Major Applications

Integrated financial management	yes
Payroll	yes
Personnel	yes
Voter registration	yes
Motor vehicles (titles and registrations)	yes
Tax billing and collection (real and personal property)	yes
Land transactions	yes
Drivers' licenses	yes
Special assessments	yes
Inquiry for sheriff's department	yes
Data management/inquiry	yes
Word processing (alternate)	yes

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	yes

Cost Summary

Hardware with OS	\$ 80,029
Software <sup>1</sup>	91,500
Other	6,335
Total	<u>\$177,864</u>

Maintenance (monthly)

Hardware	\$ 630
Software	229
Total per month	\$ 859
Total per year	\$ 10,308

Total Costs

First-year cost	\$188,172
Five-year cost	229,404
Average annual cost	45,881

<sup>1</sup>The cost of the drivers' license and motor vehicle registration programs is estimated to be \$15,000. As this is an estimate, it will have to be confirmed with the vendor.

Recommendation

This proposal should be selected for additional consideration.

Automated Systems, Inc.

Automated Systems, Inc., is a software house and turnkey vendor located in Lincoln, NE. At present it has no local government clients.

The proposed hardware is based on a Plessey 6702 CPU and disk system (1MB main memory and 84MB disk storage), one tape drive, three line printers, 11 CRT's, and four matrix printers. All required hardware is proposed; however, the 84MB of storage may be insufficient for Butler County's needs.

Automated Systems indicated that some of the proposed software is currently available but that much of it will have to be developed. Development time is stated as 15 months. No description of the proposed software was contained in the proposal.

RFP Requirements:

Hardware

All met, although disk configuration may be low

Plessey 6702 with 1MB memory 84MB disk storage

Software

All required systems were proposed, but no descriptions were provided in the RFP. The vendor states that much of the proposed software will be developed over 15 months.

Major Applications

Integrated financial management	yes
Payroll	yes
Personnel	yes
Voter registration	yes
Motor vehicles	yes
(titles and registrations)	yes
Tax billing and collection	yes
(real and personal property)	yes
Land transactions	yes
Drivers' licenses	yes
Special assessments	yes

Inquiry for sheriff's department	yes
Data management/inquiry	yes
Word processing (alternate)	yes

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	

Cost Summary

Hardware with OS	\$ 81,275
Software	29,670
Other	3,000
total	<u>\$113,945</u>

Maintenance (monthly)

Hardware	\$ 1,058
Software	247
(after first year)	
	<u>\$ 1,305</u>

First-year cost	\$126,641
Five-year cost	189,281
Average annual cost	37,856

Recommendation

The price of this proposal is very attractive. However, the vendor provided no software descriptions, much of the software is yet to be written, and the vendor's estimated development time is 15 months.

The vendor should be requested to provide additional information on proposed software. Upon analysis of this information, the consultant will make a recommendation to the county regarding this proposal.

## Burroughs Corporation and Morse Data Systems

Burroughs Corporation is one of the country's large computer manufacturers with numerous sales and service locations and installed systems in both governmental and commercial organizations. This proposal originated with the Burroughs Omaha office.

The Burroughs proposal is for hardware only but is presented in conjunction with a software proposal from Morse Data Systems. The hardware proposed is a Burroughs B 930 minicomputer with 1.4MB of main memory and 77MB of disk storage. All required peripherals were proposed, except that the B 930 will support only two line printers, not three as the RFP required. The 77MB of disk storage may not be adequate for the county's requirements.

The Morse Data Systems proposal included most of the software required by the RFP and proposed one system (criminal records) that was not requested. However, the proposal contained no descriptions of these programs. In addition, absent from the proposal were programs for special assessments, drivers' license, word processing and data management/inquiry functions. Furthermore, MDS provided no indication of its continuing software support policy or costs.

The Burroughs/MDS proposal envisions separate contracts between Butler County and the hardware and software vendors. However, Burroughs Corporation indicated its commitment to assist and protect the county "in the unlikely event of a loss of viability by the software supplier."

## RFP Requirements

### Software

Due to the absence of program descriptions determining the completeness and adequacy of the software proposal is impossible. Most systems appear to have been proposed, but their capabilities, limitations, degree of integration, major functions, and other factors are not known.

### Major Applications

Integrated financial management	unclear
Payroll	unclear
Personnel	unclear
Voter registration	unclear
Motor vehicles (titles and registrations)	unclear
Tax billing and collection (real and personal property)	unclear
Land transactions	unclear
Drivers' licenses	unclear
Special assessments	unclear
Inquiry for sheriff's department	unclear
Data management/inquiry	unclear
Word processing (alternate)	unclear

### County Offices

Assessor	unclear
Clerk/register of deeds	unclear
Sheriff	unclear
Treasurer	unclear

### Cost Summary

Hardware <sup>1</sup> with OS	\$ 88,157
Software <sup>1</sup>	35,500
Other	6,667
Total <sup>1</sup>	\$130,324

### Maintenance (monthly)

Hardware	\$ 757
Software	No price proposed
Total per month <sup>2</sup>	\$ 757
Total per year <sup>2</sup>	\$ 9,084

### Total Costs

First-year cost	\$143,408
Five-year cost <sup>3</sup>	195,564
Average annual cost <sup>3</sup>	39,113

<sup>1</sup>The software vendor did not indicate the cost, if any, of custom software modifications or development of additional programming required in the RFP.

<sup>2</sup>No software support price was proposed by the vendor.

<sup>3</sup>For purposes of estimating total costs, a figure of \$20,000 for software support over five years was added by the consultant.



## Recommendation

Additional information, especially descriptions of proposed software and continuing software support costs, is required from the vendor in order for this proposal to be analyzed adequately and a recommendation on it be made to the county. Such information has been requested from the vendor.

Upon receipt of this information, the consultant will complete this analysis and submit a recommendation to the county. At this time, the relative price of the proposal appears quite good, and should other issues be resolved satisfactorily, a recommendation to select this proposal for further consideration may be expected.

Cogebec, Inc.

Cogebec, Inc., is a software house located in Montreal, Quebec, Canada, with local government clients in both Canada and the United States.

The proposed hardware is a Wang VS 45 with 1MB of main memory and 288MB of disk storage. The vendor did not properly configure the hardware proposal so adjustments have been made to bring it within the RFP requirements. The proposed CPU has 1MB maximum memory configuration and upgrading to the next larger CPU currently costs \$30,000.

All required software was proposed. Hardware support will come from Wang out of Lincoln, NE, and software installation and support from either Cogebec or Ernst and Whinney out of St. Louis, MO.

This vendor's installation performance in some locations has been less than exemplary. Hence, caution is advised should the county ultimately select this vendor.

RFP Requirements

Software

All required systems were proposed. However, some software packages, e.g., driving licenses, motor vehicle registrations, will have to be written.

Major Applications<sup>1</sup>

Integrated financial management	yes
Payroll	yes
Personnel	yes
Voter registration	yes
Motor vehicles (titles and registrations)	yes
Tax billing and collection (real and personal property)	yes
Land transactions	yes
Drivers' licenses	yes
Special assessments	yes
Inquiry for sheriff's department	yes
Data management/inquiry	yes
Word processing (alternate)	yes

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	yes

Cost Summary

Hardware with OS	\$133,637
Software	51,920
Other	4,000
Total <sup>1</sup>	<u>\$189,557</u>

Maintenance (monthly)

Hardware	\$ 1,081
Software	458
Total per month	\$ 1,539
Total per year	\$ 18,468

Total Costs

First-year cost	\$208,025
Five-year cost	281,897
Average annual cost	56,379

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<sup>1</sup>Wang's WP software was substituted for Cogebec's. Cogebec will have to develop programming for land transactions and drivers' licenses.

Recommendation

Select this proposal for further consideration.

### Computer Network, Ltd.

Computer Network, Ltd., is a computer service bureau and software house located in Farmington, MO., that serves governmental, nonprofit, and commercial organizations.

The proposed hardware is an IBM System/36 minicomputer with 256K of main memory, 200MB of disk storage, one tape drive, 11 CRT's, one line printer, and one character printer. (The RFP called for three line printers and four character printers.)

The proposed software does not fully meet the RFP requirements, and the vendor did not provide a bid price for developing the additional required software. Instead, an unspecified time, materials, and travel charge would be levied for all such work.

The vendor proposed a total of 120 hours in his price for combined installation, training, software modifications, and software maintenance. This is deemed inadequate. In addition, no provision was made nor a price established for continuing software maintenance.

### Recommendation

The deficiencies of this proposal, namely, incomplete software proposal, no price quotation for developing required software, and no provision or price quotation for software maintenance, made financial analysis of it impossible. As a result, this proposal should not be selected for further consideration.

### Current Systems

Current Systems is a software house and data processing consulting firm located in Liberty, MO.

The proposal was for software only, and the vendor indicated in his cover letter that it should be considered in conjunction with a hardware proposal from IBM.

Subsequent to Current Systems' submittal, IBM chose not to submit a hardware proposal. Thus, the Current Systems' proposal does not meet the requirements of the RFP for a hardware and software proposal and single vendor responsibility.

### Recommendation

Due to the deficiencies noted above, this proposal should not be selected for further consideration.

## Data Management Design

Data Management Design is a software house located in Reston, VA, serving the local government marketplace with several installed systems primarily in east coast cities and counties.

All required software has been proposed. The proposed hardware is a Wang 2200 based system with 384K of main memory and 80.4MB of disk storage. Although the peripheral configuration was not consistent with the RFP (four line printers instead of three, one WP printer where none was required, and three matrix printers instead of four), discussion with the vendor resulted in corrections so that all required peripherals have now been proposed.

Software support will be provided by Data Management Design and hardware support by Wang.

The proposed CPU has a memory configuration limit of 512K and a limit of 16 terminals. This configuration is adequate for the county's initial needs but may limit future growth of the system. The 80.4MB disk may present similar limitations. Upward configuration is possible by adding an additional CPU (\$10,000-\$15,000) and an additional disk drive (\$16,500) or by converting to a Wang VS system. Conversion to a VS system is complicated, not only because of additional hardware costs but also because software written for the Wang 2200 is not compatible with the Wang VS. Hence, the vendor has supplied an alternate hardware configuration.

Alternate 1: Wang 2200

Software

All required software proposed.

Major Applications

Integrated financial managemen	yes	
Payroll	yes	
Personnel	yes	
Voter registration	yes	
Motor vehicles	yes	(via special
(titles and registrations)	yes	licenses program)
Tax billing and collection	yes	
(real and personal property	yes	
Land transactions	yes	(via real estate
		package)
Drivers' licenses	yes	(via special
		licenses program)
Special assessments	yes	
Inquiry for sheriff's department	yes	(police records
		program dropped)
Data management/inquiry	yes	
Word processing (alternate)	yes	

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	

Cost Summary

Hardware with OS	\$ 68,821
Software	33,000
Other	4,716
Total	<u>\$106,537</u>

Maintenance (monthly)

Hardware	\$ 903
Software	497
Total per month	<u>\$ 1,400</u>
Total per year	\$ 16,800

Total Costs

First-year cost	\$123,337
Five-year cost	190,537
Average annual cost	38,107

Alternative 2: Wang VS

Software

All required software proposed.

Major Applications

Integrated financial managemen	yes	
Payroll	yes	
Personnel	yes	
Voter registration	yes	
Motor vehicles	yes	(via special
(titles and registrations)	yes	licenses program)
Tax billing and collection	yes	
(real and personal property	yes	
Land transactions	yes	(via real estate
		package)
Drivers' licenses	yes	(via special
		licenses program)
Special assessments	yes	
Inquiry for sheriff's department	yes	(police records
		program dropped)
Data management/inquiry	yes	
Word processing (alternate)	yes	

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	

Cost Summary

Hardware with OS	\$120,075
Software	68,000
Other	4,716
Total	\$192,791

Maintenance (monthly)

Hardware	\$ 985
Software	711
Total per month	\$ 1,696
Total per year	\$ 20,352

Total Costs

First-year cost	\$213,143
Five-year cost	294,551
Average annual cost	58,910

Recommendation

Alternative 1 of the proposal should be selected for further consideration.



HMS, Inc.

HMS, Inc., is a software organization located in Atlanta, GA, serving local governments primarily in the southeastern United States.

The proposed hardware is a Data General MV/4000 with 2MB of main memory and 354MB of disk storage. It also includes two line printers of 300 LPM and 600 LPM speed and four matrix printers when the county's requirement was for three line printers of lower speed and one matrix printer. In addition the 2MB of main memory may be excessive.

The software proposal is the most complete of all of the proposals reviewed. In fact, more software than required by the RFP (e.g., POSSE) was proposed. Software support will be provided by HMS and hardware maintenance by Data General.

RFP Requirements

Software

All software was proposed. Software price should be reduced \$10,000 with the elimination of the POSSE package.

Major Applications

Integrated financial management	yes
Payroll	yes
Personnel	yes
Voter registration	yes
Motor vehicles	yes
(titles and registrations)	yes
Tax billing and collection	yes
(real and personal property)	yes
Land transactions	yes
Drivers' licenses	yes
Special assessments	yes
Inquiry for sheriff's department	yes
Data management/inquiry	yes
Word processing (alternate)	yes

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	

Cost Summary

Hardware with OS	\$150,985
Software	70,000
Other	11,850
Total	<u>\$232,835</u>

Maintenance (monthly)

Hardware	\$ 1,380
Software	833
Total per month	<u>\$ 2,213</u>
Total per year	\$ 26,556

Total Costs

First-year cost <sup>1</sup>	\$252,752
Five-year cost	358,976
Average annual cost	71,795
Monthly average (60 mos.)	5,983

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<sup>1</sup> Assumes nine months' hardware and software support costs during first year.

Recommendation

This is a very complete proposal based on good hardware and software. However, its price is quite high.

The county should consider requesting an alternate configuration and cost from this vendor and, after evaluation of the alternate, should decide whether to select this proposal for further consideration.

NCR Corporation

NCR is one of the nation's large computer firms with numerous sales and service locations and commercial and governmental installations. This proposal originated with NCR's Lincoln, NE, office. The proposed hardware is an NCR 9300 system with 2MB of main memory and 216MB of disk storage. With the addition of one receipt printer, all peripheral devices were proposed.

All required software has been proposed, some being NCR packages and some applications being provided by Integrated Computer Concepts of Grand Island, NE. Certain of the packages are yet to be developed by Integrated Computer Concepts and the ICC software and NCR's IFMS must be integrated. NCR will support all hardware and software.

RFP Requirements

Software

All required software was proposed.

Major Applications<sup>1</sup>

Integrated financial management	yes
Payroll	yes
Personnel	yes
Voter registration	yes
Motor vehicles	yes
(titles and registrations)	
Tax billing and collection	yes
(real and personal property)	
Land transactions	yes
Drivers' licenses	yes
Special assessments	yes
Inquiry for sheriff's department	yes
Data management/inquiry	yes
Word processing (alternate)	yes

County Offices

Assessor	yes
Clerk/register of deeds	yes
Sheriff	yes
Treasurer	yes

Cost Summary

Hardware with OS		\$132,959
Software		49,190
Other		8,840
	Total <sup>1</sup>	<u>\$190,989</u>

Maintenance (monthly)

Hardware		\$ 1,054
Software <sup>2</sup>		318
	Total per month	\$ 1,372
	Total per year	\$ 16,464

Total Costs

First-year cost		\$207,453
Five-year cost		273,309
Average annual cost		54,691

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<sup>1</sup>Descriptions were not provided for all software and some applications are to be developed. ICC software to be integrated with NCR's IFMS.

<sup>2</sup>No costs for continuing support for ICC software were provided. The consultant estimated this cost to be \$15,000 over five years (\$250 per month).

Recommendation

This is a complete proposal, although its cost is high relative to other proposals and certain software packages must yet be developed and/or integrated. It should be selected for additional consideration.

Peat Marwick Mitchell & Co.

Peat Marwick Mitchell & Co. is one of the nation's large public accounting firms. It also has a division that installs and supports data processing systems in governmental organizations.

The PMM proposal suffers from several major deficiencies, including:

- 1) Not all required software was proposed.
- 2) PMM suggested that Butler County staff develop programming using a DBMS for some applications (i.e., personnel, motor vehicle titles, land transactions, drivers' licenses).
- 3) Some application programs are from a third party software house (KMK Enterprises), and support for these programs would come from that organization.
- 4) PMM provided no cost estimate for software modifications.
- 5) PMM will not be the primary vendor and instead proposes two contracts, one for hardware and one for software. Furthermore, the hardware (a DEC PDP 11/25 system) is to be purchased through a third party organization (Norco Data Systems) with hardware maintenance from DEC.
- 6) Finally, deliveries of DEC hardware during the past several months have been plagued with service delays.

Recommendation

This proposal should not be selected for further consideration.

Butler County  
Summary of EDP Proposals

<u>Vendor</u>	<u>Estimated Five-Year Costs</u>	<u>Recommendation</u>
Anacomp, Inc.	\$229,404	Select for further consideration.
Automated Systems, Inc.	189,281	Prior to a decision regarding this proposal, additional information is required. Software descriptions were not provided, and much of the proposed software is yet to be developed.
Burroughs Corporation/ Morse Data Processing	195,564	Prior to a decision regarding this proposal, additional information is required. Software descriptions were not provided, and some proposed software is yet to be written.
Cogebec, Inc.	281,897	Select for further consideration.
Computer Network, Ltd.	-----	Reject this proposal as it fails to meet RFP requirements and system costs cannot be calculated.
Current Systems	-----	Reject this proposal. It was a software proposal only and the hardware vendor did not submit a proposal.
Data Management Design	190,537 (Alt.1) 294,551 (Alt.2)	Select Alternative 1 for further consideration.
HMS, Inc.	358,976	Reject this proposal due to its high cost.
NCR Corporation	273,309	Select this proposal for additional consideration.
Northwest Systems, Ltd.	-----	Withdrawn by vendor.
Peat Marwick Mitchell & Co.	-----	Reject this proposal as it fails to meet RFP requirements and system costs cannot be calculated.

Select for Additional Consideration

Anacomp	\$229,404
Cogebec	281,987
Data Management Design	190,537
NCR	273,309

Request Additional Information

Automated Systems, Inc.	189,281
Burroughs/MDS Data Processing	195,564

Reject

Computer Network, Ltd.	-----
Current Systems	-----
HMS, Inc.	358,976
Peat Marwick Mitchell & Co.	-----
Cogebec	-----

Withdrawn by Vendor

Northwest Systems, Ltd.