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ANALYSIS OF PROPOSALS
FOR AN
ELECTRONIC DATA PROCESSING SYSTEM
FOR THE
CITY OF NEBRASKA CITY, NE



Center for Applied Urban Research
University of Nebraska at Omaha



November, 1984

List of Proposals

<u>Vender/Location</u>	<u>Software</u>	<u>Hardware</u>
American Fundware, Inc. Steamboat Springs, CO	American Fundware	Data General/PC30
Cameo Software Solutions, Inc. Grand Prairie, TX	Cameo Software Solutions	IBM System/36
Cogebec Montreal, Quebec, Canada	Cogebec	Wang VS-15
Computer Works Bellevue, NE	Computer Works (via Computer Center of Falmouth, ME)	Data General/PC10
IBM Corporation Lincoln, NE office	IBM (via Mentor Systems, Lexington, KY)	IBM System/36
Infocel Computer Corporation Raleigh, NC	Infocel	Microdata R4750
Information Solutions, Inc. North Kansas City, MO	Information Solutions	ADDS Mentor 2233-1
Morse Data Processing, Inc. Hastings, NE	Burroughs	Burroughs B25
NCR Corporation Lincoln, NE office	NCR	NCR I-Tower
Wang Laboratories, Inc. Lincoln, NE office and Data West Corporation Durango, CO	Data West	Wang 2200MVP
Word and Data Processing Products, Inc. Omaha, NE	Burroughs	Burroughs B25

American Fundware, Inc.

American Fundware is a software house/service bureau in Steamboat Springs, CO. It has a number of governmental installations in both Colorado and Nebraska on Data General and IBM PC computers.

Proposed hardware is a Data General/PC 30 with 512K of main memory, a 38.6MB hard disk drive, a 358K floppy disk drive, a 150 cps system printer, a 55 cps letter quality printer, three CRT's, and a streaming tape drive. No modem or surge protectors were proposed.

The application software proposed is by American Fundware except for word processing which is from a third party ("Word Perfect" by SSI). The data base management/inquiry program proposed is limited to the financial management system. (Travel costs for training by American Fundware at its offices have been included in the cost analyses.)

Hardware maintenance will be provided by Data General out of Lincoln or Omaha. Software support will be provided by American Fundware via telecommunications, although a modem is required for such support.

RFP Requirements

Hardware

All met with the exceptions of
surge protectors and a modem.

Data General/PC30
512K main memory
38.6MB disk storage

Software

Financial management	Yes (AFW)
Payroll/personnel	Yes (AFW)
Word processing	Yes (Word Perfect)
Data base management/inquiry	Partially

Purchase

Hardware with operating system	\$28,775.00
Application software	10,575.00
Other	<u>4,120.00</u>
Total	\$43,470.00

Support (monthly)

Hardware maintenance	\$ 354.50
Application software support	<u>125.35</u>
Monthly total	\$ 479.85
Annual total	\$ 5,758.20

Cost Totals

First year	\$49,228.00
Five year	\$72,260.00
Annual average (five year)	\$14,452.00

Recommendation

Due to the high cost of this proposal relative to others received, it should not be selected for additional consideration.

Cameo Software Solutions

Cameo Software Solutions (CSS), located in Grand Prairie, TX, is a software house and value added remarketer for the IBM System/36. CSS has a large number of governmental software products and listed several local governmental clients in Texas, Oklahoma, Arkansas, Illinois, and Michigan.

CSS has proposed an IBM System/36 with 128K of main memory, a 60MB fixed disk drive, a 1.1MB floppy disk drive, a 240 LPM system printer, a 40 cps letter quality printer, and three CRT's. The floppy disk drive apparently would be used for system backup as no magnetic tape system is proposed. Backup using floppy disk could require substantial operator intervention. The proposal did not include a surge protector or modem but did include an estimated cost for cables and connectors. The 60MB disk drive appears excessive.

Proposed software includes financial management and payroll/personnel systems from CSS, word processing (The Letter Resource II) from a third party (Chapman Resources), and data base management (DFU) from IBM. (DFU does not appear to be a user-friendly system that can be used without extensive training.) No software modification charges are anticipated if the city uses the CSS "Forms Format." Otherwise modifications will be billed at \$40.00 per hour plus expenses. CSS's software support policy is a flat \$40.00 per hour plus expenses.

Hardware maintenance would be provided by IBM out of Lincoln, NE.

Software support would be provided by CSS out of its office in Grand Prairie, TX, evidently via telephone and mailed diskettes. CSS will not accept the city written contract unless the standard CSS contract is included in total.

RFP Requirements

Hardware

Met with the following exceptions:

No modem, no surge protectors, no tape drive, possible excessive amount of disk storage

IBM System/36
128K main memory
60MB hard disk storage
1.1MB floppy disk drive

Software

Financial management	Yes (CSS)
Payroll/personnel	Yes (CSS)
Word processing	Yes (Chapman)
Data base management/inquiry	Yes (IBM)

Cost Summary

Purchase

Hardware with operating system	\$36,765.00
Application software	11,900.00
Other ¹	<u>16,005.00</u>
Total	\$64,670.00

Support (monthly)

Hardware maintenance	\$ 207.25
Application software support ²	<u>78.08</u>
Monthly total	\$ 285.33
Annual total	\$ 3,423.96

Cost Totals

First year	\$68,094.00
Five year	\$81,790.00
Annual average (five year)	\$16,358.00

¹Training costs unclear and could be as much as \$4,000 higher. Training appears to be excessive.

²Estimated at 10 percent of purchase cost per year.

Recommendation

Due to its high cost relative to other proposals received and also to the vendor's insistence on its own standard contract, this proposal should not be selected for additional consideration.

Cogebec, Inc.

Cogebec is an OEM located in Montreal, Quebec, Canada, with numerous Canadian and American local government installations. Proposed hardware is a Wang VS-15 with 512K of main memory, 76MB of disk storage, a single 350K floppy disk drive, three CRT's, a 30 IPS tape system, a 200 cps system printer, a 20 cps letter quality printer, and a communication controller. No modem or surge protectors were proposed, the 76MB disk appears excessive, and the 20 cps letter quality printer may be too slow.

All required software, developed by Cogebec, was proposed. Hardware maintenance will be provided by Wang out of Lincoln or Omaha. Cogebec will provide software support via telecommunications from Montreal, although a modem will be required to facilitate such support.

RFP Requirements

Hardware

Not all met--No surge protectors
or modem were proposed. In addition,
76MB of disk appears excessive;
a 20 cps letter quality printer may
be too slow.

Wang VS-15
512K of main memory
76MB disk storage

Software

Financial management	Yes (Cogebec)
Payroll/personnel	Yes (Cogebec)
Word processing	Yes (Cogebec)
Data base management/inquiry	Yes (Cogebec)

Cost Summary

Purchase

Hardware with operating system	\$44,095.00
Application software	16,500.00
Other	<u>2,400.00</u>
Total	\$62,995.00

Support (monthly)

Hardware maintenance	\$ 305.00
Application software support	<u>172.00</u>
Monthly total	\$ 477.00
Annual total	\$ 5,724.00

Cost Totals

First year	\$68,719.00
Five year	\$91,615.00
Annual average (five year)	\$18,323.00

Recommendation

Due to the high cost of this proposal relative to others received, it should not be selected for additional consideration.

The Computer Works

The Computer Works is a microcomputer store located in Bellevue, NE. The company has contracts of an unspecified nature with SAC and Exxon but no local governmental installations.

Proposed hardware is a Data General/PC10 with 512K of main memory, a 15MB disk storage system, a 160 cps system printer, a 45 cps letter quality printer, one console CRT, and two stand-alone CRT's. One surge protector was proposed. No modem was proposed.

Proposed software is a governmental package entitled "Munis" from The Computer Center of Falmouth, ME. At the time this proposal was written, the Computer Works had not reviewed the software, and an inadequate software description was provided in this proposal. No data base management package was proposed. No software modification costs were identified nor were costs for continuing software support after the first year, and only two days of user training were proposed. Hence, the cost analysis that follows must be viewed as incomplete and potentially several thousand dollars low.

RFP Requirements

Hardware

All met, except 15MB of disk storage appears inadequate and no modem was proposed.	Data General/PC10 512K main memory 15MB disk storage
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Software

Financial management	Yes (Munis)
Payroll/personnel	Yes (Munis)
Word processing	Yes (Formatext)
Data base management/inquiry	No

Purchase

Hardware with operating system	\$19,565.00
Application software ¹	7,645.00
Other	<u>1,500.00</u>
Total	\$28,710.00

Support (monthly)

Hardware maintenance	\$ 190.00
Application software support	<u>dk</u>
Monthly total ²	\$ 190.00
Annual total ²	\$ 2,280.00

Cost Totals

First year ²	\$30,990.00
Five year ²	\$40,110.00
Annual average (five year) ²	\$ 8,022.00

¹No costs were proposed for software modifications and an inadequate amount of training was proposed.

²Does not include continuing software support.

Recommendation

This was the weakest and least complete proposal reviewed. Numerous questions regarding hardware adequacy, software adequacy and performance, and costs remain. However, owing to its extremely low (and incomplete) cost, it should be selected for additional consideration.

IBM Corporation

IBM is the nation's largest manufacturer of computer hardware. This proposal originated with the IBM office in Lincoln, NE.

Proposed hardware is an IBM System/36 with 256K of main memory, 60MB of hard disk, a 1.1MB/floppy disk drive, three CRT's, a 240 LPM system printer, and a 40 cps letter quality printer. Not proposed were surge protectors and a modem. The floppy disk drive is intended as an alternative to a magnetic tape system.

IBM proposed "PSAS" financial management and payroll/personnel software from Mentor Systems of Lexington, KY (under the IBM label). Basic word processing and data base management/inquiry packages were proposed, but improved versions will be available in July, 1985. No firm cost was provided for software training, and the software bid did not indicate the cost, if any, of one-time modification to these packages.

Hardware maintenance will be provided by IBM out of Lincoln, and software support will be provided by IBM and Mentor.

RFP RequirementsHardware

Mostly met, although 60 MB of disk
may be excessive; also no modem
or surge protector were proposed.

IBM system/36
256K main memory
60MB disk storage

Software

Financial management	Yes (Mentor)
Payroll/personnel	Yes (Mentor)
Word processing	Yes } upgraded versions
Data base management/inquiry	Yes } available July, 1985

Purchase

Hardware with operating system	\$34,027.00
Application software	18,325.00
Other	<u>5,097.00</u>
Total	\$57,449.00

Support (monthly)

Hardware maintenance	\$ 203.25
Application software support ¹	<u>139.00</u>
Monthly total	\$ 342.25
Annual total	\$ 4,107.00

Cost Totals

First year	\$57,449.00
Five year	\$73,877.00
Annual average (five year)	\$14,775.00

¹Mentor provides the first year of its software support at no cost; thereafter, the annual cost is 12 percent of the purchase price of each package.

Recommendation

Due to the high cost of this proposal relative to others recieved, it should not be selected for additional consideration.

Infocel Computer Corporation

Infocel is an OEM located in Raleigh, NC, that has several local governmental installations primarily in Massachusetts and North Carolina.

Proposed hardware is a Microdata R4750 with 128K of main memory, 128MB of disk storage, three CRT's, a streaming tape system, a 150 lpm system printer, a 33 cps letter quality printer, an eight port communications controller, and a 1,200 baud modem. Surge protectors were not proposed.

Proposed application software is from Infocel, and the data base manager is Microdata's "English." All required software was proposed. Hardware maintenance will come from Microdata out of Omaha, and software support will be provided by Infocel from Raleigh via telecommunications.

RFP Requirements

Hardware

All met; although 128 MB of disk storage is excessive

Microdata R4750
128K main memory
128MB disk storage

Software

Financial management	Yes
Payroll/personnel	Yes
Word processing	Yes (Word Mate)
Data base management/inquiry	Yes (English)

Purchase

Hardware with operating system	\$ 44,440.00
Application software	24,795.00
Other	<u>3,125.00</u>

Total \$ 72,360.00

Support (monthly)

Hardware maintenance	\$ 533.00
Application software support	214.00
Application software license ¹	<u>167.00</u>

Monthly total \$ 914.00

Annual total \$ 10,968.00

Cost Totals

First year	\$ 83,324.00
Five year	\$116,232.00
Annual average (five year)	\$ 23,246.00

¹License fee takes effect after first year.

Recommendation

Due to the high cost of this proposal relative to others received, it should not be selected for additional consideration.

Information Solutions, Inc.

Information Solutions is an OEM located with several offices nationwide. This proposal was developed by the ISI office in Kansas City, MO.

Proposed hardware is an ADDS Mentor 2533-1 with 256K of main memory, three CRT's, a 24MB fixed disk, a 90 IPS streaming tape drive, a 200 cps system printer, a 33 cps letter quality printer, a surge protector, a 1,200 baud modem, and cables for system installation. (ADDS is a wholly owned subsidiary of NCR.) The hardware configuration appears adequate with the possible exception of the 24MB of disk storage which may be too small.

All required software was proposed. The software was developed by BG EDP Services, Inc., and will be installed and supported jointly by ISI and BG EDP. Hardware maintenance will be provided by NCR out of Lincoln or Omaha, NE, and software support will be provided via telecommunications by BG EDP from Kansas City.

RFP RequirementsHardware

All met, although the 24MB
disk system may not be adequate

ADDS Mentor 2533-1
256K main memory
24MB disk storage

Software

Financial management	Yes (BG EDP)
Payroll/personnel	Yes (BG EDP)
Word processing	Yes (Mentor)
Data base management/inquiry	Yes (Mentor)

Cost SummaryPurchase

Hardware with operating system	\$26,355.00
Application software	21,600.00
Other	<u>1,900.00</u>

Total	\$49,855.00
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Support (monthly)

Hardware maintenance	\$ 214.00
Application software support	<u>83.35</u>

Monthly total	\$ 297.35
Annual total	\$ 3,568.20

Cost Totals

First year	\$53,423.00
Five year	\$67,696.00
Annual average (five year)	\$13,539.00

Recommendation

This is a fairly complete proposal at a reasonable cost. However, as other proposals were substantially less expensive, this proposal should be laid aside for secondary consideration in the event the city does not select a less expensive alternative.

Morse Data Processing, Inc.

Morse Data Processing, Inc., is a software house in Hastings, NE with numerous local governmental installations in Nebraska. Proposed hardware is a Burroughs B-25 system consisting of three B-25 work stations, each with 512K of memory, a 30MB hard disk drive, a 630K floppy disk drive, a 200 cps system printer, a 35 cps letter quality printer, and surge protectors included in the power supplies for the work stations.

All required software is proposed. Hardware maintenance will be from Burroughs out of Lincoln or Omaha, and software support will be provided by Morse Data Processing via telephone and on-site at the city office.

RFP Requirements

Hardware

All met.

Burroughs B-25
3 B-25 work stations
30MB disk storage

Software

Financial management	Yes (Burroughs)
Payroll/personnel	Yes (Burroughs)
Word processing	Yes (Burroughs)
Data base management/inquiry	Yes (Adept II)

Cost Summary

Purchase

Hardware with operating system	\$26,795.00
Application software	8,900.00
Other	<u>6,134.00</u>
Total	\$41,829.00

Support (monthly)

Hardware maintenance	\$ 223.59
Application software support	<u>62.50</u>
Monthly total	\$ 286.09
Annual total	\$ 3,433.08

Cost Totals

First year	\$45,262.00
Five year	\$58,994.00
Annual average (five year)	\$11,799.00

Recommendation

This proposal should be selected for additional consideration.

NCR

NCR is one of the nation's larger computer companies. It has numerous governmental installations on a variety of hardware products in Nebraska. This proposal originated with the NCR office in Lincoln, NE.

Proposed hardware is an NCR I-Tower with 512K of main memory, a 46MB hard disk drive, three CRT's, a 125 lpm system printer, an 80 cps letter quality printer, and a modem. No surge protector was proposed nor was a tape drive.

All required application software was proposed. The software packages are NCR products. Hardware maintenance and software support will be provided by NCR.

RFP RequirementsHardware

All met, except for a tape drive
and surge protector

NCR I-Tower
512K main memory
46MB disk storage

Software

Financial management	Yes (NCR)
Payroll/personnel	Yes (NCR)
Word processing	Yes (NCR)
Data base management/inquiry	Yes (NCR)

Purchase

Hardware with operating system	\$25,012.00
Application software	14,955.00
Other	<u>4,160.00</u>
Total	\$44,167.00

Support (monthly)

Hardware maintenance	\$ 295.00
Application software support	<u>73.00</u>
Monthly total	\$ 368.00
Annual total	\$ 4,416.00

Cost Totals

First year	\$48,583.00
Five year	\$66,247.00
Annual average (five year)	\$13,249.00

Recommendation

This is a fairly complete proposal at a reasonable cost. However, as other proposals were substantially less expensive, this proposal should be laid aside for secondary consideration in the event the city does not select a less expensive alternative.

Wang and Data West

Wang is one of the nation's larger manufacturers of minicomputer systems. Data West is a software house in Durango, CO, with several governmental installations, principally in the southwestern United States.

Proposed hardware is a Wang 2200 MVP with 128K of main memory, a 30MB hard disk drive, a 320K floppy disk drive, 3 CRT's, a 222 cps system printer, a 30 cps letter quality printer, and a surge protector. No modem was proposed.

All required software was proposed, but only 35 hours of software modifications are provided at no extra charge. Additional modifications will be billed at \$40.00 per hour. Software support will be provided by Data West via telecommunication although no modem was proposed with the hardware.

RFP Requirements

Hardware

All met, except no modem was proposed	Wang 2200 MVP 128K main memory 30MB disk storage
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Software

Financial management	Yes (Data West)
Payroll/personnel	Yes (Data West)
Word processing	Yes (TOM)
Data base management/inquiry	Yes (TOM)

Purchase

Hardware with operating system	\$33,125.00
Application software	14,200.00
Other	<u>1,500.00</u>
	\$48,825.00

Support (monthly)

Hardware maintenance	\$ 433.00
Application software support	<u>70.00</u>
	Monthly total \$ 503.00
	Annual total \$ 6,036.00

Cost Totals

First year	\$54,861.00
Five year	\$79,005.00
Annual average (five year)	\$15,801.00

Recommendation

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

Word and Data Processing Products, Inc.

Word and Data Processing Products is an Omaha company primarily serving the business sector. It is also a dealer for Burroughs desktop computer systems.

Proposed hardware is a Burroughs B25 system with three B25 work stations (each with 512K of memory), 40MB of disk storage (increased from 10 in the proposal), a 1MB floppy disk drive, a 150 cps system printer, and a 35 cps letter quality printer (increased from 20 cps in the proposal). Surge protectors are built into the power supplies for the work stations. No modem was proposed.

All required software was proposed after discussion with the vendor. Hardware maintenance will come from Burroughs out of Omaha and software support will be provided via telephone and on-site at the city office by Word and Data Processing Products.

COST SUMMARY

<u>Vendor</u>	<u>Hardware</u>	<u>Purchase Cost</u>	<u>Five-Year Cost</u>	<u>Annual Average Cost</u>
American Fundware	Data General/ PC 30	\$43,470.00	\$ 72,260.00	\$14,452.00
Cameo Software Solutions	IBM System/ 36	64,670.00	81,790.00	16,385.00
Cogebec	Wang VS 15	62,995.00	91,615.00	18,323.00
Computer Works (proposal incomplete)	Data General/ PC 10	28,710.00	40,110.00	8,022.00
IBM	IBM System/ 36	57,449.00	73,877.00	14,775.00
Infocel	Microdata R4750	72,360.00	116,232.00	23,246.00
Information Solutions	ADDS Mentor 2533-1	49,855.00	67,696.00	13,539.00
Morse Data Processing	Burroughs B25	41,829.00	58,994.00	11,799.00
NCR	NCR I-Tower	44,167.00	48,583.00	13,249.00
Wang/Data West	Wang 2200 MVP	48,825.00	79,005.00	15,801.00
Word and Data Processing Products	Burroughs B25	35,159.00	50,099.00	10,020.00

RECOMMENDATION SYMMARY
(in order of cost)

Select for additional consideration

<u>Vendor</u>	<u>Purchase Cost</u>	<u>Five-Year Cost</u>	<u>Annual Average Cost</u>
Computer Works (proposal incomplete)	\$28,710.00	\$ 40,110.00	\$ 8,022.00
Word and Data Processing Products	35,159.00	50,099.00	10,020.00
Morse Data Processing	41,829.00	58,994.00	11,799.00

Select for Secondary Consideration

NCR	44,167.00	48,583.00	13,249.00
Information Solutions	49,855.00	67,696.00	13,539.00

Do Not Select

American Fundware	43,470.00	72,260.00	14,452.00
IBM	57,449.00	73,877.00	14,775.00
Wang/Data West	48,825.00	79,005.00	15,801.00
Cameo Software Solutions	64,670.00	81,790.00	16,358.00
Cogebec	62,995.00	91,615.00	18,323.00
Infocel	72,360.00	116,232.00	23,246.00