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

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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



February, 1985

## Introduction

In February, 1984, the city of Seward released a request for proposal (RFP) for an electronic data processing system to automate certain city functions. The RFP was based on an information management requirements analysis undertaken in the fall of 1983. The RFP produced a response by eleven (11) data processing system vendors. These proposals ranged in price from nearly \$62,000.00 to over \$158,000.00 in five-year costs. Many of these proposals were incomplete.

Consequently, the city rejected all proposals and chose to wait a few months and resubmit a slightly modified RFP in the hope of securing more complete and more competitively priced proposals.

The second RFP was released on December 18, 1984 with a submittal deadline of 4:00 p. m., January 25, 1985. By that deadline thirteen (13) proposals were received. One proposal arrived after the deadline and was not accepted (Data Management Design, Inc., Reston, VA), and three firms submitted "no bid" letters. These were IBM (Lincoln, NE), Infocel (Raleigh, NC), and NCR (Lincoln, NE).

This report presents a summary evaluation of the 13 proposals submitted to the city by the RFP deadline. In alphabetical order by vendor, those proposals are:

<u>Vendor</u>	<u>Principal Software Supplier</u>	<u>Hardware</u>
Automated Systems, Inc. Lincoln, NE	Automated Systems	Plessey (6342)
Benchmark Computer Systems, Inc. Omaha, NE	Benchmark	CADO Tiger 16
CWI Business Systems Kansas City, MO	Big Sky Data Systems (Billings, MT)	Alpha Micro (AM 1042E)

Data West Corporation Durango, CO	Data West	Wang (2200MVP)
Foresight Solutions, Inc. Kansas City, MO	Micro Arazala Ann Arbor, MI	IBM (PC AT and PC)
Donald R. Frey and Co. Fort Thomas, KY	Donald R. Frey	Radio Shack (Model 6000)
Information Development Consultants, Inc. Chicago, IL	Information Development Consultants	Wang (VS 15)
Information Solutions, Inc. Kansas City, MO	Information Solutions	ADDS Mentor (2533-I)
Jones National Bank and Trust Company Seward, NE	No Software Proposed	IBM (Time-share on bank's System/34)
Manatron, Inc. Kansas City, MO	Burroughs and Manatron	Burroughs (B-22 and B-25)
Morse Data Processing, Inc. Hastings, NE	Burroughs	Burroughs (B-25)
Nelson Data Resources, Inc. Omaha, NE	Nelson Data Resources	No hardware proposed
Word and Data Processing Products Omaha, NE	Burroughs	Burroughs (B-25)

Automated Systems, Inc. (ASI)

Automated Systems is a vendor located in Lincoln, NE with an office in Sioux Falls, SD. Governmental clients include four Nebraska counties in which system installations are currently underway.

Proposed hardware is a Plessey 6342 with 512K of main memory, a 41.6MB disk drive, a 180 cps system printer, three CRT's, and a cartridge tape unit. No surge protector was proposed although the cost of one has been added to this evaluation. The system is adequately expandable to meet projected city requirements.

All software is from Automated Systems. Except for the budgetary accounting module, the financial management system is written and ready to install. Budgetary accounting is scheduled for completion in June, 1985. Utility billing and payroll programs are also ready to install. ASI will write a personnel program for the city using a data base management program.

For future consideration, word processing (Saturn) and data base management software (Saturn Base) will be provided by ASI from third party vendors, and ASI plans to have a special assessment program available in the fourth quarter of 1985.

Hardware and software support will be provided on site by ASI. First year software support cost is bundled with the price of the software. Training will be provided on-site by ASI.

## RFP REQUIREMENTS

Hardware

All Met

Plessey 6342  
 512K memory  
 41.6MB disk drive  
 Cartridge tape drive

Software

Budgetary accounting ready in June, 1985  
 Special assessment ready in 4th quarter, 1985  
 Personnel to be written as required  
 All other software ready to be installed

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$28,157.00
Application software	10,900.00
Other	<u>2,335.00</u>
Total	41,392.00

Support (monthly)

Hardware maintenance (after first 90 days)	\$ 270.00
Application software support (after first year)	<u>\$ 90.85</u>
Total	\$ 360.85

(\$ 4,330.20 annual)

Cost Totals

First year	\$43,822.00
Five-year	\$61,142.80
Annual average (five-year)	\$12,228.56

## FUTURE CONSIDERATION

Hardware

Two GRT's	\$ 2,790.00
Four-port adaptor	600.00
LQ printer	<u>1,895.00</u>
Total	\$ 5,285.00

Software

Special assessments	\$ 1,500.00
Word processing	1,500.00
Data base manager	<u>2,500.00</u>
Total	\$ 5,500.00

Total

Hardware	\$ 5,285.00
Software	<u>5,500.00</u>
Total	\$10,785.00

## RECOMMENDATION

This proposal meets all of the city's current and future requirements, although certain of the software modules are not yet written.

However, due to its price relative to other proposals, it should be selected for secondary consideration if lower priced proposals on further examination fail to meet city requirements.

Benchmark Computer Systems, Inc.

Benchmark is a vendor located in Omaha primarily serving business clients. Three governmental installations are listed, although one of the three was installed by a former Benchmark employee who currently operates his own business.

The proposed hardware is a CADO Tiger 16 with 512K of main memory, a 36MB disk drive, a cartridge tape with a 150 cps matrix printer, three CRT's and a surge protector. The system is adequately expandable to meet projected city requirements.

All required software has been proposed, and all but the personnel package is written and ready for installation. Benchmark will use a data base manager to write the personnel package.

Word processing and data base management software for future requirements are available, and Benchmark will write a special assessments program.

Hardware and software support as well as training will be provided on site by Benchmark. Up to 80 hours of training for all user personnel is included at no additional cost.



## RFP REQUIREMENTS

Hardware

All met

CADO Tiger 16  
 512K memory  
 36MB disk drive  
 Cartridge tape unit

Software

All met. Personnel and  
 special assessments to be written

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$35,245.00
Application software	10,500.00
Other	3,420.00
Total	<u>\$49,165.00</u>

Support (monthly)

Hardware maintenance	\$ 288.51
Application software support	125.00
Total	<u>\$ 413.51</u>
	(\$ 4,962.12 annual)

Cost Totals

First year	\$53,377.12
Five-year	\$73,225.60
Annual average (five-year)	\$14,645.12

## FUTURE CONSIDERATION

Hardware

Three CRT's	\$ 7,500.00
LQ printer	3,750.00
Four port board	1,500.00
Total	<u>\$12,750.00</u>

Software

Word processing	\$ 1,000.00
Data base manager	1,000.00
Special assessment	1,000.00
Total	<u>\$ 3,000.00</u>

Total

Hardware	\$12,750.00
Software	3,000.00
Total	<u>\$15,750.00</u>

## RECOMMENDATION

This proposal meets all of the city's current and future requirements, although the personnel program remains to be written.

However, due to its price relative to other proposals it should be selected for secondary consideration if lower priced proposals on further examination fail to meet city requirements.

CWI Business Systems (CWI)

CWI is a vendor located in Kansas City, MO. The proposal provided no information about this vendor nor did it include the required list of governmental installations supported by the vendor.

Proposed hardware is an Alpha Micro AM 1042E with 1MB of main memory, a 60MB disk drive, three CRT's, a VCR for backup, a 350 cps matrix printer, a modem, and a surge protector. The system is adequately expandable to meet projected city requirements. The 60MB disk drive appears excessive. Hardware support will be provided by Digitronix from Omaha.

All proposed application software is from Big Sky Data Systems (Billings, MT). Software support will be provided via modem by CWI. Three days of application software training will be provided by CWI in Seward. After that, training is billed at \$480.00 per day. The vendor recommends that the city's system operator be trained in Billings, MT for a minimum of one week and preferably two weeks. (Estimated travel costs for this training have been included in the cost estimate provided here.)

Required software (word processing and data base management) for future consideration is available from a third party vendor via Big Sky Data Systems.

## RFP REQUIREMENTS

Hardware

All Met

Alpha Micro AM 1042E  
1MB memory  
60MB disk drive  
VCR unit for backupSoftware

All Met

## PHASE I COST SUMMARY

PurchaseHardware with operating system  
Application software  
Other\$30,170.00  
14,500.00  
4,400.00  
\$49,070.00

Total

Support (monthly)Hardware maintenance  
Application software support\$ 319.63  
140.00

Total

\$ 459.63  
(\$ 5,575.56 annual)Cost TotalsFirst year  
Five-year  
Annual average (five-year)\$54,585.56  
\$76,647.80  
\$15,329.56

## FUTURE CONSIDERATION

HardwareTwo CRT's  
LQ printer\$ 1,500.00  
2,500.00 (est.)  
\$ 4,000.00

Total

SoftwareWord processing  
Special Assessment  
DM/Inquiry\$ 2,000.00  
dk  
1,000.00  
\$ 3,000.00 (not  
including special  
assessments)

Total

TotalHardware  
Software\$ 4,000.00  
3,000.00  
\$ 7,000.00 (not  
including special  
assessments, software,  
and estimated cost of LQ  
printer)

Total

## RECOMMENDATION

This proposal was not adequately responsive to the RFP. Moreover, both first and five-year costs exceed the maximum cost ceilings established in the RFP. As a result, this proposal should not be selected for additional consideration.

Data West Corporation (DWC)

Data West is a vendor located in Durango, CO, with a number of installed local government sites in several states. The DWC proposal was made in conjunction with a proposal from Wang Laboratories, Inc.

Proposed hardware is a Wang 2200 MVP P-12 with 128K of main memory, a 30MB fixed disk drive with a 320K floppy disk drive, three CRT's, a cartridge tape unit, a 220 cps matrix printer, a modem, and a surge protector. Hardware support will be from the Wang office in Lincoln, NE. The hardware is adequately expandable to meet projected city requirements.

The initial configuration of 128K of memory and 30MB of disk may be too limited for Phase I requirements. If this proposal is selected for further consideration, the vendor should respond in writing to this concern.

Proposed application software is from DWC and meets the RFP requirements. Up to 66 hours of software modification is included in the software cost. Software support will be provided by DWC via modem. Up to 40 hours of application software training will be provided by DWC in the city's offices. Wang will provide system operator training, but no information was provided regarding location, cost, duration, or content of this training.

Third party software for word processing and data management is available for future consideration from DWC. DWC also supports "Utilicorder" which is a remote, hand-held utility meter reading device.

Both vendors have indicated that they will have to review the city's proposed contract before signing. Also, these proposals contemplate the city's executing two contracts, one for hardware and one for software.

## RFP REQUIREMENTS

Hardware

All met, although initial  
memory and disk configuration  
may be inadequate

Wang 2200 MVP P-12  
128K memory  
30MB disk drive  
Cartridge tape unit

## PHASE I COST SUMMARY

Purchase

Hardware with operating system  
Application software  
Other

\$21,180.75  
12,300.00  
1,600.00  
\$35,080.75

Total

Support (monthly)

Hardware maintenance  
Application software support

\$ 248.00  
100.00

Total

\$ 348.00  
(\$ 4,176.00 annual)

Cost Totals

First year  
Five-year  
Annual average (five-year)

\$39,256.75  
\$55,960.75  
\$11,192.15

FUTURE CONSIDERATIONHardware

Two CRT's  
One LQ printer

\$ 3,390.00  
2,695.00

Total

\$ 6,085.00

Software

Word processing  
Data base management  
Special assessment

\$ 2,100.00  
2,100.00  
2,100.00

Total

\$ 6,300.00

Total

Hardware  
Software

\$ 6,085.00  
6,300.00

Total

\$12,385.00

## RECOMMENDATION

Due to its completeness and relatively reasonable cost, this proposal should be selected for additional consideration. Clarification should be requested from the vendor regarding the adequacy of the hardware configuration and the cost of training provided by the hardware vendor as these could result in additional costs for this proposal. Also, the vendors should respond in writing regarding their willingness to sign a city written contract.



Foresight Solutions, Inc. (FSI)

Foresight Solutions, Inc., is a vendor located in Lawrence, KS. No information about the firm was provided in the proposal. Several local governments were listed as references for either FSI or the software vendor who is supplying the programming for this proposal.

Proposed hardware is an IBM PC AT with 512K of memory, a 40MB hard disk drive and a 1.2MB floppy disk drive, three Amdek video display monitors, a streaming tape unit, a 350 cps matrix printer, and three surge protectors.

FSI proposes to use the MS DOS 3.0 operating on the PC AT and DOS 2.1 on the two PC's and the PC Net networking system to interconnect the PC AT and the two PC's. Hardware support will be by Sorbus from Lincoln, NE.

Proposed software is from MicroArizala of Ann Arbor, MI, a firm that has numerous governmental installations. Software support will be provided by MicroArizala via telecommunication. (However, no modem was included in the hardware proposal so the type of telecommunication support is unclear.)

The software proposal did not provide adequate information regarding which MicroArizala software modules were bid. For the purposes of this evaluation the following modules were selected: general ledger/budgetary accounting, accounts payable, payroll/personnel, and water, sewer, and electric billing.

Proposed training was limited to two days in Seward and two days in Ann Arbor plus expenses (for vendor personnel to travel to Seward and Seward personnel to travel to Ann Arbor). Additional training is charged at \$400.00 per day (plus the vendor's expenses in Seward) and \$300.00 per day in Ann Arbor (plus expenses for city personnel). Software modification costs were not supplied but were to be "negotiated as a per request basis."

Insufficient information was provided in the proposal to ascertain whether this system will meet the city's requirement for a multi-user computer

system. In addition, certain aspects of the proposed configuration would seem to suggest otherwise. The MS DOS 3.0 and 2.1 operating systems are single user systems, PC Net is not known to have file and record locking capability, and a multi-user capability for the MicroArizala software was not described.

This was a poorly prepared and incomplete proposal. Whether this is a single or multiple vendor proposal is unclear. Neither vendor executed Form 10, the non-collusion affidavit.

## RFP REQUIREMENTS

Hardware

Unclear whether hardware requirement for a multi-user system was met.

One IBM PC AT with 512K memory each  
Two IBM PC's with 384K memory each  
40MB disk drive  
PC net network  
Streaming tape unit

Software

Unclear whether application software will operate in a multi-user environment

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$21,867.00
Application software (without software modifications)	6,195.00
Other	4,400.00
Total	<u>\$32,462.00</u>

Support (monthly)

Hardware maintenance (12% purchase although no supporting information provided; AT unit warranted for one year)	\$ 216.72
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Application software support (after first year; no cost provided thereafter-- 10% used here)	51.63
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Total

\$ 268.35
(\$ 3,220.20 annual)

Cost Totals

First year	\$34,330.64
Five-year	\$47,211.44
Annual average (five-year)	\$ 9,442.29

FUTURE CONSIDERATION

<u>Hardware</u>		
Two IBM PC's		\$ 7,143.00
Network boards		dk
LQ printer		<u>2,000.00</u>
(estimated)		\$ 9,143.00
<u>Software</u>		
Special assessment		not available
Word processing and		
Data base management		<u>\$ 1,295.00</u>
		\$ 1,295.00
		(special assessment
		software not available)
<u>Total</u>		
Hardware		\$ 9,143.00
Software		<u>1,295.00</u>
	Total	\$10,438.00
		(special assessment
		software not available)

RECOMMENDATION

Based on its cost and the possibility that it may meet Seward's requirements, this proposal should be selected for additional consideration. However, the vendor should be asked to respond in writing to the questions about hardware and software raised in this evaluation including the networking and multi-user capabilities of the hardware and the multi-user capabilities of the software. Moreover, these should be demonstrated to the city's satisfaction.

Donald R. Frey and Company

This vendor is located in Fort Thomas, KY and lists several local governmental installations.

Proposed hardware is a Radio Shack Model 6000 based system, and software is from Frey and Company or through third parties.

The proposal is incomplete, fails to meet essential RFP requirements, fails to integrate software and hardware sections, and provides inadequate information with which to undertake a cost analysis.

For these reasons, the proposal should not be selected for additional consideration.

Information Development Consultants, Inc. (IDC)

This vendor is located in Chicago, IL and lists a number of local government installations. Proposed hardware is a Wang VS 15 based system, and software is from IDC. The proposal is not well prepared and is incomplete in several important respects.

In addition, the cost of the system exceeds the maximum price ceilings established in the RFP. The hardware price is over \$29,000, and the minimum software cost is \$28,000.00. Thus, the basic purchase price would be between \$57,000 and \$61,000. Annual maintenance costs are: hardware--\$2,748, software--\$4,500, for a minimum annual total of \$7,248 and a minimum five-year maintenance cost of \$36,240. This brings the five-year system cost (exclusive of training and custom software modification changes) to more than \$93,000 with a five-year annual average cost of over \$18,600.

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

Information Solutions, Inc. (ISI)

Information Solutions, Inc. is a vendor with a national office in Englewood, CO and a regional office in Kansas City, MO that serves the Omaha area. ISI lists several governmental clients.

Proposed hardware is from ADDS, a subsidiary of NCR, and the proposed system is an ADDS Mentor 2533-1 with 256K of main memory, a 24MB disk drive, a cartridge tape unit, three CRT's, a 240 cps matrix printer, a surge protector, and a modem. (The cost of cables to install the system was also included.) The 24MB disk drive seems underconfigured for the city's requirements. The hardware is adequately expandable for projected city requirements.

Proposed software is from BG EDP Services (financial management, utility billing, payroll/personnel) and ISI and ADDS (operating system software and office automation). Office automation, word processing, and spreadsheet programs are bundled with the operating system software at no additional cost. Data management/inquiry software is available through ISI, but the proposal did not address the Phase 2 requirement for special assessment programming.

Application software training will be provided by BG EDP on-site in Seward. Training for city personnel on word processing and spreadsheet programs will be by ISI in Kansas City. Additional costs to cover BG EDP expenses associated with training in Seward and city expenses associated with training in Kansas City have been included in the cost estimate provided here.

With the inclusion of travel expenses and costs associated with system implementation and training, the cost of this proposal exceeds the maximum cost ceilings established by the city in its RFP.

RFP RequirementsHardware

All met, although the disk capacity appears underconfigured

ADDS Mentor 2533-1  
256K memory  
24MB disk drive  
cartridge tape unit

Software

All met, although special assessment software does not appear available for Phase 2. OA software is bundled at no additional cost.

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$22,192.00
Application software	19,500.00
Other	16,410.00
Total	<u>\$58,102.00</u>

Support (monthly)

Hardware maintenance	220.00
Application software support	130.00
Total	<u>\$ 350.00</u>

(\$ 4,200.00 annual)

Cost Totals

First year	\$62,302.00
Five-year	\$79,102.00
Annual average (five-year)	\$15,820.00

FUTURE CONSIDERATIONHardware

Two CRT's	\$ 1,098.00
LQ Printer	2,500.00 (est.)
Additional 256K memory	2,000.00
Total	<u>\$ 5,598.00</u>

Software

Special assessments	1,500.00 (est.)
Data base management	1,500.00 (est.)
Total	<u>\$ 3,000.00</u>

Total

Hardware	\$ 5,598.00
Software	3,000.00
Total	<u>\$ 8,598.00</u>



## RECOMMENDATION

Because the cost of this proposal exceeds the city's maximum price ceilings, it should not be selected for additional consideration.

Jones National Bank and Trust Company

Jones National Bank and Trust Company is located in Seward, NE. The proposal submitted is for remote time-sharing on the bank's IBM System/34 minicomputer. No application software was proposed.

For the city either to locate, modify, and install acceptable existing municipal software on the bank's hardware or to have the required software custom written would be excessively time-consuming and unnecessarily expensive. For example, to purchase "packaged" software, training to operate the hardware and software, and five years of software support would cost an estimated \$24,000. This would result in a total five-year cost for the city to use the bank's computer for time-sharing of approximately \$65,235. This figure is derived as follows:

Hardware, facility preparation, initial supplies	\$21,330.00
Five years hardware maintenance (ownership of three CRT's and a dot matrix printer)	10,755.00
Application software (avg. of the proposals)	12,900.00
Five years software support	6,500.00
Initial training	5,000.00
Five years time-sharing costs	<u>9,150.00</u>
Total	\$65,635.00

To have the software custom written would be far more expensive, e.g., from \$125,000 to \$200,000.

Because of the high cost estimated for this proposal relative to other proposals received, the uncertainty surrounding the question of finding and installing the required software, and the length of time and potential additional costs associated with such an approach, this proposal should not be selected for further consideration.

Manatron, Incorporated

Manatron, Inc., is a vendor located in Kalamazoo, MI with offices in other locations including Kansas City, MO. The Kansas City office serves the Omaha area. Several local government client references were listed.

Proposed hardware is a Burroughs B-22 desktop computer with 640K of memory and two B-25 workstations, each with 512K of memory, an 80MB disk drive, a cartridge tape system, a 200 cps matrix printer, three surge protectors, and cables for system implementation. The disk drive is excessively configured. The system is adequately expandable for projected city requirements. Hardware support will be provided by Burroughs from Lincoln or Omaha. A 90-day warranty is provided on all hardware.

Proposed software is from Manatron (payroll and budgetary accounting) and Burroughs (utility billing, spreadsheet, word processing, and data manager). Manatron proposes that the city's personnel programming requirement be met by using the word processing package. Special assessment programming is available for \$3,500.

Six days of application programming training are included in the proposal. As presented in the proposal, this is inadequate. An additional four days of training was factored into this evaluation (at a cost of \$224.00 per day). The proposal was unclear whether expenses would be charged for training and installation.

RFP RequirementsHardware

All met, the disk drive is  
excessively configured

One Burroughs B-22  
with 640K memory  
Two Burroughs B-25's  
with 512K memory each  
80MB disk drive  
Cartridge tape  
200 cps printer

Software

All met, although personnel  
program to be developed  
using word processing, and  
word processing and data  
base management software  
included in Phase 1.

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$34,895.00
Application software	9,200.00
Other	3,740.00
Total	<u>\$48,835.00</u>

Support (monthly)

Hardware maintenance (after first 90 days)	328.00
Application software support	63.00
Total	<u>\$ 391.00</u>
	(\$ 4,692.00 annual)

Cost Totals

First year	\$51,787.00
Five-year	\$70,555.00
Annual average (five-year)	\$14,111.00

FUTURE CONSIDERATIONHardware

Two B 25's	\$ 7,300.00
LQ printer	2,500.00 (est.)
Total	<u>\$ 9,800.00</u>

Software

Special assessment	3,500.00
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Total

Hardware	9,800.00
Software	3,500.00
Total	<u>\$13,300.00</u>

## RECOMMENDATION

The principal weaknesses of this proposal are the excessively configured disk drive which has probably added an unnecessary cost to the proposal and the vendor's recommendation that the city use word processing to create an automated personnel system. However, due to its relatively low cost, this proposal should be selected for secondary consideration if lower priced proposals on further examination fail to meet city requirements.

Morse Data Processing, Inc. (MDP)

Morse Data Processing is a vendor located in Hastings, NE with a large number of county government clients in Nebraska.

Proposed hardware is a Burroughs B-25 based system including three B-25 work stations with 512K of memory each. A single 630K floppy disk drive (for backup), a total of 50MB of hard disk storage, a 200 cps printer, and a surge protector. The hardware is adequately expandable for projected city requirements. Hardware support will be by Burroughs from Lincoln and Omaha. MDP will provide a \$1,000 trade-in on Seward's Burroughs L-9000.

Proposed software is from Burroughs except for the personnel system which will be developed by MDP. MDP will provide software support. Software training, also from MDP, is included without regard to time. Word processing and data management software are available through MDP from Burroughs, and MDP will write the special assessment package for the city.

RFP RequirementsHardware

All met

Three Burroughs B-25's  
 512K memory each  
 50MB disk drive  
 630K floppy disk drive  
 for backup  
 200 cps matrix printer

Software

All met; personnel package to  
 be written by MDP using a data  
 base management package which  
 has been included in Phase I  
 (\$1,500.00).

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$23,250.00
Application software	10,250.00
Other (less \$1,000 allowance for L-9000)	<u>1,700.00</u>
Total	\$35,200.00

Support (monthly)

Hardware maintenance (after first 90 days)	207.59
Application software support	<u>56.50</u>
Total	\$ 264.09
	(\$ 3,169.08 annual)

Cost Totals

First year	\$37,746.00
Five-year	\$50,422.63
Annual average (five-year)	\$10,084.53

FUTURE CONSIDERATIONHardware

Two B-25's	\$ 7,300.00
LQ printer	2,500.00
Total	<u>\$ 9,800.00</u>

Software

Special assessment	\$ 1,000.00
Word processing	650.00 (est)
Total	<u>\$ 1,650.00</u>

Total

Hardware	\$ 9,800.00
Software	1,650.00
Total	<u>\$11,450.00</u>

## RECOMMENDATION

Due to its completeness and cost, this proposal should be selected for additional consideration. The city should ask the vendor to provide information on a larger capacity, faster backup system.



Nelson Data Resources, Inc. (NDR)

Nelson Data Resources, Inc. is a vendor in Omaha, NE. The proposal was incomplete and did not meet the requirements of the RFP. Moreover, NDR's proposal was for software only; no hardware proposal was received.

Because it failed to meet the requirements of the RFP, this proposal should not be selected for further consideration.

Word and Data Processing Products, Inc. (WDP)

Word and Data Processing Products, Inc. is a vendor in Omaha, NE, primarily serving business clients. WDP also lists several local government clients for itself and its dealer, Precision Computer Systems. The three installations that are strictly WDP's are in initial stages of implementation.

Proposed hardware is a Burroughs B-25 based system with three B-25 work stations, each with 512K of memory, a 1.1MB single floppy disk system for backup, a total of 50MB of hard disk storage, and a 350 cps matrix printer. The system is adequately expandable for projected city requirements.

Proposed software is from Burroughs and other vendors and will be installed and supported by WDP. The personnel system will be written by WDP. A total of 44 hours of structured training (either on-site or at WDP's offices) plus modules of self paced training is included in the bid price.

Hardware support will be provided by Burroughs from Omaha and Lincoln, and WDP will provide software support. The vendor has orally offered a \$300.00 trade-in on the city's L-9000.

RFP RequirementsHardware

All met

Three Burroughs B-25's  
512K memory each  
50MB disk storageSoftwareAll met; WDP will write  
personnel system

## PHASE I COST SUMMARY

Purchase

Hardware with operating system	\$22,825.00
Application software	8,445.00
Other	1,584.00
<b>Total</b>	<b>\$32,854.00</b>

Support (monthly)

Hardware maintenance (after first 90 days)	\$ 217.67
Application software support	54.59
<b>Total</b>	<b>\$ 272.26</b>

(\$ 3,267.12 annual)

Cost Totals

First year	\$35,468.11
Five-year	\$48,536.59
Annual average (five-year)	\$ 9,707.32

FUTURE CONSIDERATIONHardware

Two B-25's	\$ 7,450.00
LQ printer	2,500.00 (est.)
<b>Total</b>	<b>\$ 9,950.00</b>

Software

Special assessments	\$ 1,500.00
Word processing	650.00
DMI Inquiry	795.00
<b>Total</b>	<b>\$ 2,945.00</b>

Total

Hardware	\$ 9,950.00
Software	2,945.00
<b>Total</b>	<b>\$12,895.00</b>

RECOMMENDATION

Due to its completeness and cost, this proposal should be selected for further consideration.

Table 1  
Summary by Vendor

<u>Vendor</u>	<u>First Year Cost</u>	<u>Five- Year Cost</u>	<u>Average Annual Cost</u>
Automated Systems, Inc. (Plessey)	\$43,822.00	\$61,142.80	\$12,228.52
Benchmark Computer Systems, Inc. (CADO)	53,377.12	73,225.60	14,645.12
CWI Business Systems (Alpha Micro)	54,585.56	76,647.80	15,329.56
Data West Corporation (Wang)	39,256.75	55,960.75	11,192.15
Foresight Solutions, Inc. (IBM AT and PC)	34,330.64	47,211.44	9,442.29
Donald R. Frey and Company (Radio Shack)	Cost Analysis not undertaken due to deficiencies of this proposal.		
Information Development Consultants, Inc. (Wang)	61,000.00+	93,000.00+	18,600.00+
Information Solutions, Inc. (ADDS Mentor) (IBM)	62,302.00	79,102.00	15,820.00
Jones National Bank and Trust Company	No software proposed; hence proposal could not be evaluated		
Manatron, Inc. (Burroughs)	51,787.00	70,555.00	14,111.00
Morse Data Processing Inc. (Burroughs)	37,746.00	50,422.63	10,084.53
Nelson Data Resources Inc.	No hardware proposed; hence proposal could not be evaluated.		
Word and Data Processing Products, Inc. (Burroughs)	35,468.11	48,536.59	9,707.32

Table 2  
Rank by Cost

<u>Vendor</u>	<u>Five-Year Cost</u>	<u>Average Annual Cost</u>
Foresight Solutions, Inc.	\$47,211.44	\$9,442.29
Word and Data Processing Products, Inc.	48,536.59	9,707.32
Morse Data Processing, Inc.	50,422.63	10,084.53
Data West Corporation	55,960.75	11,192.15
Automated Systems, Inc.	61,142.80	12,228.56
Manatron, Inc.	70,555.00	14,111.00
Benchmark Computer Systems, Inc.	73,225.60	14,645.12
CWI Business Systems	76,647.80	15,329.56
Information Solutions, Inc.	79,102.00	15,820.00
Information Development Consultants, Inc.	93,000.00+	18,600.00+
Donald R. Frey and Company -- Cost analysis not undertaken due to proposal deficiencies.		
Jones National Bank and Trust Company -- No software proposed.		
Nelson Data Resources, Inc. -- No hardware proposed.		