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EVALUATION OF PROPOSALS
FOR AN
AUTOMATED DATA PROCESSING SYSTEM
FOR THE
CITY OF GOTHENBURG, NEBRASKA

Center for Applied Urban Research
University of Nebraska at Omaha

July, 1984

AMERICAN FUNDWARE, LTD.

American Fundware, headquartered in Steamboat Springs, CO, has extensive experience in supplying governmental software within that state and has two governmental clients in Nebraska. It has been in business since 1971.

It proposes a Data General DGC/PC30 with 512K of main memory, a single 358K diskette drive, a 30MB hard disk, matrix and letter quality printers, and three Dasher D210 CRT's. A one-quarter inch streamer tape system for backup is proposed. The vendor estimated that four surge protectors will be needed; these have been added to the cost summary.

An additional Dasher 210 work station can be added for $1,210 and will hook up to the CPU memory. Response time for hardware maintenance is four hours.

All of the software requirements are met by this proposal and one proposed module (purchase order/encumbrance, price $1,995) may not be needed. The equipment management software is not immediately available, but the vendor states that it will be available by November, 1984.

The software has a 90-day warranty; telephone and on-site maintenance beyond this period have been included in the cost summary.

The proposal includes two and one-half days of training in Steamboat Springs. Since this appears inadequate, four additional days were added and included in the costs.

RFP Requirements

Hardware

All met   Data General PC 30
                                            512K main memory
                                            15MB disk storage

Software

Financial management	yes
Payroll	yes
Personnel	yes
Utility billing	yes
Word processing	yes (Word Perfect)
Data management inquiry	yes
Special assessments	yes (through general ledger)
Equipment management	available in November

Cost Summary

Purchase

Hardware with operating system		$30,360.00
Software		16,560.00
Other		5,720.00
	Total	$52,640.00

Maintenance/support (annual)

Hardware		$ 3,252.00
Software		1,999.00
	Total per year	$ 5,251.00

Cost Totals

First year	$57,891.00
Three year	68,393.00
Five year	78,895.00
Annual average	15,779.00

Recommendation

This is a good proposal at a reasonable price and should be selected for further consideration.

AUTOMATED SYSTEMS, INC.

Automated Systems is located in Lincoln, NE and Sioux Falls, SD and provides data processing hardware and software to both private and public sector organizations. Automated Systems is currently installing systems in three Nebraska counties.

The proposed hardware is a Plessey 6642 with 256K of main memory, 84MB of disk storage, three CRT's, one 240 cps matrix printer, one 45 cps letter quality printer and a 20MB tape cartridge unit.

The proposed software includes financial management, payroll, personnel, utility billing, word processing, special assessments, and data base programming. Some of this proposed software is not yet written (e.g., only the assets depreciation, accounts payable and receivable, and general ledger modules of the financial management system are currently written, and personnel and special assessments are not yet developed); the payroll package is operating in private businesses but in no governmental entities; and the utility billing system is written but not yet installed. Word processing comes from a third-party vendor.

Both hardware and software support will be provided by Automated Systems out of Lincoln with a three- to six-hour response time. The software has a one-year warranty.

Training will be provided on-site in Gothenburg "as needed" by the vendor as part of his bid price.

The cost of adding a fourth CRT is $1,295 ($15 per month maintenance), and the vendor indicates that no additional memory will be required to add a fourth CRT and still retain a good system response time.

RFP Requirements

Hardware

All met, although 84MB   Plessey 6642
of disk is excessive   256K memory
(however, it may be more   84MB disk
cost-effective than a lesser
configuration) and the adequacy
of 256K of memory will need
to be ensured.

Software

Financial management   yes (mostly written)
Payroll   yes (written but not
                                             running in a local
                                             government)
Personnel   to be written
Utility billing   yes (written but not
                                             installed)
Special assessments   to be written
Word processing   yes (third party)
Data management/inquiry   yes (Easy Base)
Equipment management   to be written

Cost Summary

Purchase

Hardware with operating system		$30,289.00
Software		13,800.00
Other		2,575.00
	Total	$46,664.00

Maintenance/support (annual)

Hardware		3,420.00
Software (after first year)		1,380.00
	Total per year	$ 4,800.00

Cost Totals

First year	$50,084.00
Three year	59,684.00
Five year	69,284.00
Annual average (five year)	13,557.00

Recommendation

This vendor is relatively new to the local government marketplace and is in the process of installing systems under recently awarded contracts in three Nebraska counties. Not all of the software required by Gothenburg is yet written.

Due to its low price, however, this proposal should be selected for additional consideration.

BURROUGHS CORPORATION

The proposal from Burroughs Corporation (Omaha office) was withdrawn at the request of the vendor.

DATA WEST CORPORATION/WANG LABORATORIES, INC.

The proposal from Data West Corporation (Durango, CO) for software and Wang Laboratories, Inc. (Lincoln, NE office) for hardware failed substantially to meet the requirements of the RFP. None of the required data presentation forms was completed (Sec. 2.2 of the RFP), neither company will be the primary vendor, and a two-contract situation is assumed. Information required by several RFP sections (e.g., 2.12, 2.15, 2.16, 2.17,, 4.1.1, and others) was not provided. In addition, the estimated five-year cost of the proposed system (hardware, hardware maintenance, and software support) is high ($102,854.00).

Recommendation

This bid should be rejected for failing to meet the requirements of the RFP.

INFORMATION SOLUTIONS

Information Solutions is a computer system vendor with several offices nationwide. The proposal for Gothenburg originated in the Kansas City, MO office. The proposal lists several Missouri local governments with installed systems.

Proposed hardware is an ADDS Mentor (ADDS is an NCR subsidiary) with 256K of main memory, 54MB of disk storage, three CRT's, one 1600 BPI tape system, one 150 lpm system printer, one 33 cps letter quality printer, one 1200 baud modem, and a surge protector. Hardware maintenance will be provided by NCR from various Nebraska locations although the vendor recommends "depot" maintenance on some hardware elements.

Most of the application software has been developed by a Kansas City firm, BG EDP, and is marketed by Information Solutions. BG EDP will be responsible for installation and support of the software under its contract with Information Solutions. The special assessment program will have to be written.

RFP Requirements

Hardware
All met

ADDS Mentor
256K memory
54MB disk storage

Software

Financial management	yes (BG EDP)
Payroll	yes payroll/personnel
Personnel	combined (BG EDP)
Utility billing	yes (BG EDP)
Special assessments	to be developed (BG EDP)
Word processing	yes (Mentor operating system)
Data management/inquiry	yes (Mentor operating system)
Equipment management	yes (ISI, $8,000)

Cost Summary

Purchase

Hardware with operating system		$ 33,528.00
Software		25,900.00
Other		8,950.00
	Total	$ 68,378.00

Maintenance/support (annual)

Hardware		$ 3,300.00*
Software		2,220.00
	Total per year	$ 5,520.00

Cost Totals

First year	$ 75,898.00
Three years	84,938.00
Five years	95,978.00
Annual average (five year)	$ 19,196.00

*Plus depot maintenance on CRT's, the letter quality printer, the modem and the surge protector.

Recommendation

Because of high cost relative to other proposals, this proposal should be placed in a secondary category for additional consideration if the city is unable to secure an acceptable system from a lower priced proposal.

INTEGRATED COMPUTER CONCEPTS, INC.

Integrated Computer Concepts, located in Grand Island, NE, provides data processing services and systems primarily to business organizations. It lists no municipal government clients, although individual ICC staff persons have been involved in governmental installations.

Proposed hardware is an NCR I-Tower with 512K of main memory, 46MB of disk storage, three CRT's, one 300 lpm system printer, one 33 cps letter quality printer, and six surge protectors. (Hardware support will be from NCR out of Grand Island and other locations.) Software includes all required systems. Although all programs are from other vendors or sources, ICC will install and support them.

The operating system and financial management program training will be by NCR in NCR schools in Los Angeles and Tampa. Application software training will be provided by ICC on-site in Gothenburg.

RFP Requirements

Hardware

All required	NCR I-Tower
	512K memory
	46MB disk storage

Software

Financial management	yes (NCR)
Payroll	yes (NCR)
Personnel	yes (to be written by ICC)
Utility billing	yes (Dialogic)
Special assessments	yes (City of McCook)
Word processing	yes (Computer Center, Inc.)
Data management/inquiry	yes (Datamate)
Equipment management	yes (various packages available)

Cost Summary

Purchase

Hardware with operating system	$ 47,713.00
Software	23,536.00
Other	22,923.00
Total	$ 94,172.00

Maintenance/support (annual)

Hardware	$ 5,448.00
Software	288.00*
Total per year	$ 5,736.00

Cost Totals

First year	$ 99,908.00
Three years	111,380.00
Five years	122,852.00
Annual average (five years)	$ 24,570.00

*Fee includes support for financial management and utility billing only. Add $48.00 per hour for support for all application software.

Recommendation

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

MIDWEST COMPUTER SYSTEMS

Midwest Compter Systems, an office equipment firm located in North Platte, NE, has only recently entered the data processing business. It is almost brand new to the government marketplace with one system installation in Holyoke, Colorado and one in Geneva, NE.

This company proposes a CADO Tiger 16 with 512K of main memory, one 36MB disk drive, and three C301 work stations. Backup is by a 90 IPS streamer tape cartridge. Also included are a 150 cps matrix printer and one 33 cps letter quality printer. A fourth work station can be added for an additional $2,495. The vendor recommends one surge protector that costs $595. Hardware support response time is estimated at two to four hours.

The software requirements are met, with the exception of a cost accounting module in financial management. Special assessments and equipment management software will be written by the vendor.

Software maintenance is provided at no additional cost during the first six months. After that, maintenance can be provided on all software for $75 per month. Support is by telephone or on-site within two to four hours.

Ten days of on-site training is proposed.

RFP Requirements

Hardware

All met

One CADO Tiger 16
512K main memory
Three C301 work stations
One 36M disk

Software
Financial management   yes, (except cost
                                                    accounting)

Payroll   yes ⎞ Sources, descriptions
Personnel   yes ⎟ installed location,
Utility billing   yes ⎟ major functions are
Word processing   yes ⎬ not known due to
Data management inquiry   yes ⎟ proposal deficiencies.
Special assessments   yes ⎟
Equipment management   yes ⎠

Cost Summary

Hardware with operating system $39,070.00
Software   11,000.00
Other   500.00

                              Total $50,570.00

Maintenance/support (annual)

Hardware $ 3,747.00
Software   900.00*

                    Total per year $ 4,647.00

First year $54,767.00
Three year   64,511.00
Five year   73,805.00

Annual average (based on five-year cost) $14,761.00

*After initial six months

Recommendation

This vendor has virtually no experience in local government and conversations with vendor representatives suggest uncertainty about the software included in this proposal. The proposal failed substantially to meet RFP requirements (e.g., only the mandatory forms were completed, no software descriptions were provided, and numerous points raised in the RFP were unanswered). However, due to its price, this proposal should be selected for additional consideration.

MORSE DATA PROCESSING

This company is headquartered in Hastings, NE and provides software and software services for numerous Nebraska county offices.

Proposed hardware includes a Burroughs XE520 (Megaframe) system with one MB of memory, 42.5 MB of disk storage, two Burroughs B21-1 and one B25 work stations, a 230 cps matrix printer, and a 40 cps letter quality printer. Backup is provided by a 5MB cartridge tape. An additional B21-1 work station can be added for $3,255 (including 384K of memory) plus $75 added cost for cables. A surge protector is not included in the cost estimate provided by the vendor but is estimated at $100. The cost summary has been adjusted to reflect this additional item. On-site hardware support will be provided within four to eight hours.

The proposed software appears to meet the requirements of the RFP. The source of each software package is unclear from the proposal. Some programs are from Burroughs, others from third-party vendors, and still others from Morse. If selected, this vendor will need to provide clarification regarding the source(s) of the programming. Software maintenance can be provided on-site within two to three hours or via telephone. Training is also provided on-site as part of the software cost.

RFP Requirements

Hardware

All met   One Burroughs XE520
                                           (Megaframe)
                                           1 MB memory
                                           42.5 MB disk storage
                                           Two Burroughs B21-1 and one
                                               B-25 work stations
                                               384K memory each

Software

Financial management	yes	Software sources
Payroll	yes	require clarification.
Personnel	yes	
Utility billing	yes	
Word processing	yes	
Data management/inquiry	yes	
Special assessments	yes	
Equipment management	yes	

Cost Summary

Hardware with operating system		$44,355.00
Software		16,150.00
Other		2,750.00
	Total	$63,255.00

Maintenance/support (annual)

Hardware		$ 4,076.00
Software		1,326.00
	Total per year	$ 5,402.00
First year		$68,657.00
Three year		78,381.00
Five year		88,465.00
Annual average		17,693.00

Recommendation

This proposal includes all required hardware and software and should be selected for additional consideration.

WORD AND DATA PROCESSING

This company is located in Omaha but lists only one governmental installation it supports directly.

The hardware proposed is a Burroughs XE 520 with 512K of main memory, a 37.6MB fixed disk system, and a 5MB cartridge tape drive. Also included are three Burroughs B25 work stations, a matrix printer, and a letter quality printer.

On-site hardware support is available within three and one-half hours out of Kearney, NE.

Standard Burroughs software is proposed to meet most of the RFP requirements. The equipment management software, available in the fall of 1984, will be from a third party vendor.

Software support is via telephone with a response time of one hour.

Ten days of on-site training, in addition to self-paced computer assisted training, is proposed.

RFP Requirements

Hardware

All met	Burroughs XE 520
	512K main memory
	Three Burroughs B25 work
	stations with 256K
	memory each
	37.6MB disk storage

Software

Financial management	yes
Payroll	yes

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Personnel                          yes
Utility billing                    yes
Word processing                    yes
Data management inquiry            yes
Special assessments                yes
Equipment management               (available fall, 1984)
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Cost Summary

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Hardware with operating system                    $37,143.00
Software                                           14,640.00
Other                                               4,472.00

                         Total                     $56,255.00
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Maintenance/support (annual)

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Hardware                                            4,214.00
Software                                            2,177.00

                         Total per year            $ 6,391.00

First year                                        $62,646.00
Three year                                         75,428.00
Five year                                          88,210.00
Annual average                                     17,642.00
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Recommendation

This proposal includes all required hardware and software and should be selected for additional consideration.

EVALUATION SUMMARY

Vendor	Hardware	First Year Cost	Five Year Cost	Annual Average	Recommendation
American Fundware	Data General PC30	$57,891	$78,895	$15,779	Select for additional consideration.
Automated Systems	Plessey 6642	50,084	69,284	13,557	Select for additional consideration. Note that some software is not written and that the vendor is new to the governmental marketplace.
Data West	Wang 2200	—	—	—	Reject. Fails to meet RFP requirements.
Information Solutions	ADDS Mentor	75,898	95,978	19,196	Select for secondary consideration; cost is relatively high.
Integrated Computer Concepts	NCR I-Tower	99,908	122,852	24,570	Do not select; cost is too high.
Midwest Computer Systems	CADO Tiger 16	54,767	73,805	14,761	Select for additional consideration. Note that the proposal failed substantially to meet RFP requirements, that vendor is new to the marketplace, and that software sources and descriptions were not provided.
Morse Data Processing	Burroughs XE 520	68,657	88,465	17,693	Select for additional consideration. Software source clarification required.
Word and Data Processing	Burroughs XE 520	62,646	88,210	17,642	Select for additional consideration.

RECOMMENDATION SUMMARY

	Five Year Cost	Average Annual Cost
Select for additional consideration.		
American Fundware	$78,895	$15,779
Automated Systems	69,284	13,557
(Note: vendor and software concerns.)		
Midwest Computer Systems	73,805	14,761
(Note: vendor and software concerns and failure to meet several RFP requirements.)		
Morse Data Processing	88,465	17,693
Word and Data Processing	88,210	17,642
Select for secondary consideration.		
Information Solutions	95,978	19,196
Do not select for additional consideration.		
Integrated Computer Concepts	122,852	24,570

Reject

Data West fails to meet RFP requirements.

Proposal withdrawn

Burroughs