

REQUEST FOR PROPOSALS FOR CONSULTANT FOR J.D. EDWARDS ENTERPRISE ONE FINANCIAL SYSTEM UPGRADE PROJECT RFP-RH-13-035
PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Year in Business	10 years	9 years	10 years
Years providing JDE consultant services	Since inception in 2003. Acquired AMX a year ago.	Customer-focused ERP software integration	Founded in 2003; steady growth to 130+
History:	Acquired Leverage Consulting focused exclusively on JDE for public sector & construction. Implemented JDE for over 800 customers; over 325 of JDE projects have been for public sector customers, most have been EnterpriseOne	specialist w/ primary focus on JDE products offering comprehensive suite of project services, support & staffing solutions backed by 100% satisfaction guarantee. JDE premier consulting and integration partner.	employees; offices in Minneapolis (HQ), Milwaukee, Chicago; national practice focused on JDE; consistent award winning track record; low consultant turnover; public sector experience; result driven - 100% client satisfaction, unique ability to cover strategy through execution.
Capabilities/Knowledge relating to JDE	Implemented, upgraded & supported releases back to B7 up to current 9.1 releases, all tools & modules, development, reporting, interefaces, operating systems, hardware, databases, web & complimentary solutions including Optio, third party reporting & bolt-on products; experience w/ utilities is expansive- Utiligy 360 utility billing & customer care solution	Consultants w/ 75 yrs combined experience analyzing, designing & implementing EnterpriseOne. Consultants are certified by Oracle in EnterpriseOne software and have many years of industry exp prior to becoming software consultants. Many consultants have been implementing JDE since before EnterpriseOne was developed.	Well versed in RH requirements for migration from 8.11 to 9.1. Leading Oracle/JDE partner in upper midwest; team of JDE experts w/ right mix of experience, knowledge, communication skills & professionalism for project success. Quality of people, JDE & public sector exp, & approach to partnership offers RH winning combination of a partner.
JDE Enterprise One partner/level	Platinum partner w/ Oracle, authorized reseller of JDE Enterprise One software w/ public sector addendum to sell Oracle products to public sector	Oracle Gold Level Partner. GSI acquired Andrews Consulting in August 2013 & virtually doubled size of JDE consulting staff.	Oracle Gold Partner providing JDE services for E1 and World customers. Not software reseller, but partner w/ Oracle & other 3rd party resellers
Oracle/JDE Enterprise One Certified Financial Management Consultants:	13 listed JDE Enterprise One Certified Financial Management Consultants	3 listed JDE EnterpriseOne Certified Financial Management Consultants	18 listed as certified consultants in Financials, Distribution, Manufacturing, HCM, Project Mgmt, Development and CNC
Oracle/JDE Enterprise One Certified HRMS Consultants:	No official Oracle HRMS certified specialist process for partners; 8 consultants have completed all the most recent training updates		1 listed HCM
Oracle/JDE Enterprise One Certified Technical Consultant:	8 listed JDE Enterprise One Certified Technical Consultants	4 listed JDE EnterpriseOne Certified Technical Consultants	1 listed CNC

REQUEST FOR PROPOSALS FOR CONSULTANT FOR J.D. EDWARDS ENTERPRISE ONE FINANCIAL SYSTEM UPGRADE PROJECT RFP-RH-13-035
PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Public Sector Clients	Over 325 JDE projects for over 200 public sector customers.	Polk County, IA Jefferson County, CO	Washington County, MN-World to E1 9.1 upgrade Metro Airports Commission-multiple engagements
	Cook County - Chicago, IL Ft Collins, CO	Washington County, MN	Sault Tribe of Chippewa Indians (MI) A7.3 to A9.3 upgrade in progress
	Albany GA/Dougherty County GA Montgomery County, Dayton, OH Sheboygan County, WI Pittsburgh, PA Independence, MO		City & County of Waukesa, WI Non-JDE clients: MN Office of Enterprise Technology, Dept of Trans, Dept of Admin, Human Services, Public Safety, Nat Resources, Employment & Econ Dev, University of MN, City of Minneapolis
Public Sector Upgrades JDE Enterprise One to 9.1.x or higher	As of 6/30/2013 completed 13 Enterprise One 9.1 upgrades with several additional in process.	Polk County, IA Jefferson County, CO	Washington County, MN - World A7.3 to E1 9.1 Upgrade (2013-13)
	Albany, GA Kent WA Thornton CO Dougherty County GA Douglas County CO Orange County Sanitation District, CA Sheboygan County, WI University of Washington	Washington County, MN If selected will provide reference information. GSI has successfully conducted over 100 JDE upgrades in the private sector. CJ Hescheles current GSI employee assisted RH with initial install & upgrade to 8.11, SQL Server upgrade and tools release upgrade, including knowledge transfer.	
	In process: Bellevue, WA; Ft Collins, CO; Huntington Beach, CA; Lakewood, CO, Cook County, IL, Honolulu Board of Water Supply; Montgomery County, OH	Jake Ballard, current project manager for GSI, worked for RH and performed most of CNC functions for RH (1997-2004)	
JDE Enterprise One upgrade packages (9.1.x and higher) installed w/ successful implementation	Since 3/12 release, 20% of JDE E1 customers upgraded to 9.1.x release; several completed 3-4 mos; features include E1 pages, Carousel, one click printing, user saveable queries, system performance; real time reporting and analytics tools.	In past 2 years completed 25 JDE upgrades to 9.0 & 9.1. Currently 9 upgrades to E1 9.1 in progress; completed 2 World to E1 9.1 direct migrations in 2012; many 9.1.x tools upgrades,including one of first after General Availability.	Washington County, MN - World A7.3 to E1 9.1 upgrade (2012-13) Focal Point Lighting, Chicago, IL (in progress) - full JDE E1 Implementation of Financials, Distribution and Manufacturing modules

PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Experience w/ application types implemented in RH/cross-module and integration expertise	Experience w/ integrated 3rd party software, bank reconciliation, positive pay, ACH, cash receipting systems, mail merge, pcards, generation of W2s, 1099s & other forms in Optio now embedded in	Functional consultants w/ 15-20 yrs of industry and JDE implementation exp. Presently executing Financial & HR JDE upgrades. Professionals hold JDE certifications and all are cross-functional	Exp in all releases of JDE E1 from XE to E1 9.1; have consultants focused on all functional areas of RH
	BI Publisher solution; utility billing. Consultants have functional experience across additional EnterpriseOne modules	experienced to handle integration of 3rd Party software to their JDE modules of expertise & embedded integration between module suites	& full installation & CNC work; perform all required interfaces from other City systems. In Washington County upgraded all base modules mentioned plus many of the optional modules noted in RFP.
Experience installing and implementing software in general	Host & support numerous 3rd party solutions, including ERP products (SAP), Microsoft Outlook/Exchange, SharePoint, People Soft, EBS, Fusion, SunGard, Sage, Tyler Munis, Workday, Primavera, Projects, Timberline, G4, Utiligy 360, custom grant solutions, etc.	Specializes in implementing, upgrading and extending Oracle ERP systems w/ strong emphasis on technology; developed effective & repeatable implementation methodology that follow PMI guidelines for project & change mgmt & follows recently established 100-Day Upgrade Program from Oracle. Expertise as a premier partner for Oracle & very active in Oracle Performance Task Force group. GSI is well-known as trusted advisor in advancement of technical knowledge relative to Oracle JDE and add-on products.	Not only experienced with JDE E1 but have extensive experience with JDE World and other ERP systems such as IBM MAPICS, SSA-BPCS, Oracle-EBS and SAP.

PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Major Differences between 8.11 and 9.1.x that would create significant rework and added costs	Process for upgrading from 8.11 to 9.1 is straight-forward & rework could be minimized. Rework may be required to make discrete changes to the application configuration to take advantage of new functionality & improve processes, modification of menus to take advantage of EnterpriseOne Pages & other user interface improvements, implementation of new modules & functionality that adds value to the organization.	Custom objects brought over during the upgrade via spec merge process. IF RH does not have any custom standard JDE programs then nothing to retrofit in regards to customizations (excluding interfaces).	Do not see major differences. Most important elements are the new User Interface and the update of the Tools Release to the 9.1 Level.
Experience developing specifications for hardware; install and implementation of hardware	Typically in scope of work of every implementation and upgrade project; will system audit & identify recommendations for improvement; assist w/ hardware questionnaires & review vendor recommendations; assist in proper installation by hardware vendor or customer; ensure download of very latest MTRs & loaded latest database & operating system releases;; review City's use of WebSphere and may recommend technology change.	GSI works collaboratively w/ clients when sizing hardware. We offer input based on field observations at other clients. The Minimum Technical Requirements (MTRs) are often a starting point. Pinnacle Performance Practice leveraged to perform stress testing & optimization. Has staff experienced w/ installation of hardware.	Will work with your IT Team to gather information on existing system processing levels, current capacity and expected future growth. With this information we will make a hardware recommendation for the new JDE system. Happy to work with current hardware vendor on the hardware selection and installation.
Experience implementing JDE Enterprise One in both physical and virtual server environment; Recommendation/reason	Over 75% of our EnterpriseOne upgrades and new installations over the last year have been completed using virtual servers and nearly all of our upcoming projects are likewise going to be on virtual servers. All of our Denovo cloud EnterpriseOne customers are relying on virtual server technologies.	Almost every GSI project has a virtual server component; experience w/ JDE EnterpriseOne in virtual environment; recommends virtual servers due to scaleability and flexibility, especially for presentation layer (web). GSI has encountered performance issues w/ customers who have chosen to virtualize the database. Excepting this most JDE servers can be virtualized.	Have seen & recommend use of both in common installations. Oracle officially does not certify any virtualization software other than their own product. Use of VMWare, Citrix & ESX have become very common & successful with JDE clients. Virtualization is possible for all tiers of application, but not always best option. Works well for presentation & application layer of JDE. Virtualization of enterprise database is feasible but not recommended in most cases.

REQUEST FOR PROPOSALS FOR CONSULTANT FOR J.D. EDWARDS ENTERPRISE ONE FINANCIAL SYSTEM UPGRADE PROJECT RFP-RH-13-035
PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Necessary certifications and experience to work in a VM Ware Vsphere V5.0 virtualization environment	Yes, cloud hosting & managed services team and consultants have the necessary Microsoft certifications and experience w/ VM Ware. Have completed over 100 EnterpriseOne installations and upgrades using VM Ware and several others using Oracle VM.	Has staff certified on VMWare & experience w/ installing/configuring all components of JDE on VMWare & other virtualization software packages.	Does not perform any installation or administration of VMWare. Many years experience performing installations and maintaining JDE software in these environments.
Necessary certifications and experience to work in an HP Server and HP 4300 SAN environment	Yes. Cloud hosting and managed services team and consultants have the necessary HP Server and HP P4300 SAN environment certifications and experience to ensure success for the City's EnterpriseOne 9.1 upgrade project.	All GSI's CNC professionals are Oracle certified as "Oracle Certified JDE EnterpriseOne 9.0 CNC Implementation Specialists." Any hardware/operating system that is certified to support JDE EnterpriseOne can be supported by GSI's CNC professionals. Since GSI does not sell hardware, we do not pursue hardware specific certifications.	Trissential is not a hardware vendor but do partner with vendors that specialize in hardware servers that would be certified on HP equipment.
Outline of the hourly estimate for upgrade implementation including CNC/installation and each application	Base Hours: 1840 hours Optional Hours: 1360 hours Additional Products Hours: 4200 hours Total Estimated Effort Hours: 7400 hours	Base Hours: 3225 hours* Optional Hours: Additional Products Hours: 700 hours* *Hours do not include all implementation task categories.	Estimated Total Hours: 4,623 hours* (Engagemt Mgr-98 hrs; Lead Proj Mgr-1020 hrs; Sr Fin Lead-820 hrs; Sr Distribution Lead-820 hrs; Sr Payroll/HCM Lead-820 hrs; Sr CNC Lead-545 hrs; Sr Tech Lead-140 hrs; Sr Tech Developer-360 hrs) *Hours do not include hardware installation. *Unclear as to inclusiveness/additional software
Experience w/ CNC side of JDE Enterprise One (9.1.x and higher)	CNC consultants have completed 13 EnterpriseOne 9.1 upgrade projects; another 20 in process; another 15 in planning for next 6 mos. Also completed 5 new EnterpriseOne 9.1 implementations and another 8 in planning stage. Over 30 of these projects will be on virtual servers w/ a wide range of Oracle-support hardware & database platform & operating system configurations and both WebLogic and Web-Sphere web technologies.	GSI specializes in CNC upgrades, assessments, implementations & migrations. Consultants average 15 yrs experience. Select upgrades include Archers Daniel Midland, ABC, BearCom, Media News Group, Jefferson Couty, MWH, Erdman, PAR, TCP, Ralcorp, Anderson DuBose, Barnes Distribution, Dermalogica	Trissential has provided CNC support for multiple installations & upgrades; almost 14 yrs experience working w/ JDE; actively support 3 customers running 9.1.x; 2 Trissential performed installation & upgrade to 9.1.x. First project went live in Feb 2013 and second is scheduled to go-live in Dec 2013.

PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Staff profiles/resources	Over 175 highly exp JDE Enterprise One professionals in North America. Proposed Team: Rob Marotta, Proj Sponsor) Qa/QC; involved in over 20 9.1 releases Jeff Crossman (Proj Mgr), based in Det area, local govt exp, guides EnterpriseOne upgrades, incl 9.1 Bill Frisco (Financials Lead Consultant), over 20 yrs JDE, 15 local govt projects Renny Zajac (Distribution Lead Consultant)20 yrs JDE , 9.1 upgrade; local govt. Steve Bradnam (Sr HCM Consultant) over 25 yrs JDE, municipal exp, HR & Payroll, HR Self Services Beth Green (Sr CAN/Tech Consultant) 25 yrs JDE products, virtualization, VMWare, WebSphere Babu Amidaala (Sr Dev Consultant) JDE dev tools incld BI Publisher, OneView Reporting, over 15 yrs	Lou Gansky (Sr Business Analyst/Financial) 18 yrs-project leader JDE Financial Team - financial & JDE experience CJ Hescheles, Principal Solution Architect-over 40 client EnterpriseOne installs, upgrades, configurations; technical project mgmt exp-large public sector Michael Johnson-Principal Solution Developer - Technical/Functional project Mgr & Consultant over 20 yrs enterprise software systems Jean McDaniel-Client Manager-managed many upgrades & new implementation projects; supported sales cycles while in ERP & CRM software industries and related professional services Dan Schultheis, Sr Business Analyst/Distribution-Proj Mgr/Proj Leader/Distribution Consultant	Dan Eidsmo-Project Mgr- 33 yrs industry exp, 15 yrs JDE exp, JDE practice leader, PM successful World to E1 9.1 migration Washington County; PMP certified. Bill Wilson-Finance Lead-26 yrs industry finance, 15 yrs JDE exp, certified JDE Financial Impl Champion Tim Stauffer-Functional Lead-36 yrs industry exp & 14 yrs JDE, JDE Distribution Expert, Cert JDE Impl Mike Monear-Maint Lead-36 yrs industry, 14 yrs JDE, JDE Manufacturing expert Dennis Cassar-Functional Lead-36 yrs industry, 15 yrs JDE, Expert JDE Distribution, Work Order/Service Billing, certified JDE Implementation Champion Jack Uhrick-Tech Lead-29 yrs industry exp, 22 yrs JDE, Expert JDE Tech architecture E1, Certified JDE E1 Lynette Wise-Technical Developer- 34 yrs industry 16 yrs JDE exp; city govt exp, expert programmer/dev Tim Walker-Tech Architect, 20 yrs industry, 14 yrs JDE, National JDE Technology Architecture expert
Work Plan/Estimate of hour to complete project	Ph 1: Core functionality implemented today and optional expanded functionality -5 mos. Ph II: Additional integrated software - 7 mos - could be concurrent w/ Ph 1. Base Hours: 1840 hours Optional Hours: 1360 hours Additional Products Hours: 4200 hours Total Estimated Effort Hours: 7400 hours Note in Additional Product Hours 100 is for Budgeting & Planning module and 1200 for Hyperion Public Sector Planning & Budgeting Solution.	I- Discover (Business Case, software licensing, audit, plans. II-Design (Procure software, procure/install hardware, DB copies, application design. III- Build (Installation servers, conversion, ESU's, issue resolution, test environments, CNC knowledge transer. IV-Test (integrity testing/training) V- Deploy (stress test, cut-over, go-live). VI- Refine (post go-live). Timeline: 164 days	Assess, plan & implement agreed upon improvements; perform technology platform assessment, install & setup new technology stack/platform, run Oracle upgrade process to E1 9.1, validate migrated data and assist in resolving issues, perform technical development assessment, assist in development of test scripts, provide net change core team training, lead user acceptance testing, provide user acceptance and go-live support; post go-live support. Timeline: approximatly 6 months

PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Number of staff members assigned to RH; Staff assigned per module or staff knowledgeable in multiple areas	8 consultants for base & options (up to 11 if the additional integrated sotware is included in scope) w/ varying percentages of participation. CNC Consultant, Distribution Consultant, Financials Consultant, HCM Consultant, Project Manager, Project Sponsor/QA/QC Consultant, Sr Developer (could required 2nd developer), UPK Consultant, Active Network Cashiering Consultant, Hyperion Planning & Budgeting Consultant, Utility Billing Consultant. One scope of work is finalized and the specific software to be implemented, may consolidate the number of consultants to reduce costs and improve efficiencies.	Approximately 5 consultants and one project manager including 2 financial consultants, 1 distribution, 1 HR/Payroll and 1 Project Manager. The 4 function consultants are all cross-module knowledgeable and will implement several modules each. This allows for collaboration on issues and assistance should additional work be required.	Plan to assign a Project Manager, Tech Lead CNC, Tech Lead Development and functional consultants in Finance, Distribution, PEM and HCM. Functional consultants will handle suite of products for given disciplines. Only exception is if client has a seldom used module requiring a consultant with this skill set.
Company plan to insure upon completion a successful, fully functioning financial system	Implementation methodologies include steps to ensure solution is meeting objectives & company criteria for quality, comprehensive & adherence to software & industry best practices. QA/QC review for red flags. Organization change mgmt to ensure organization is ready for system go-live; final go-live assessment meeting; system turnover meeting for knowledge transfer to City stakeholders and ensure all issues addressed to City's satisfaction.	GSI has designed an implementation methodology that has been tested and proven over many years. Discover, Design, Building, Test, Deploy and Refine. Applied to Functional, Development and Technology aspects of project.	Process plans for multiple testing opportunities throughout the project so only minimal issue possible at go-live. Plan a 2-4 week post go live support period to make sure that all processes are working and that RH team is knowledgeable in their area of focus.

PROPOSALS TABULATION

NAME	Denovo Venures LLC	Global Systems Integration (GSI)	Trissential, LLC
ADDRESS	Niwot, CO	Canton, GA	Minneapolis, MN
Management of consultants	Classical matrix prof services organization; resources shared across business lines, industry segments & projects. Mgmt by Resources Director & managed services staff for tech & CNC. PMO office provides oversight & mgmt for functional & dev resources & managed by the project mgr. Tech resources also assigned a Proj Mgr.	All consultants report to GSI Client Manager assigned to RH upgrade project. Consultants provide weekly status report that is reviewed with and approved by RH project manager.	All JDE consultants report to JDE Practice Director. Also have a dotted line relationship w/ a staff resource manager for standard Trissential info, time & expense entry, annual reviews, PTO & benefits administration. When part of a project consultants report to Trissential Project Manager who is leading the project.
Telephone support/program/hours	Enterprise Service Desk - 24/7/365 service desk operations, ITIL compliant support application & telephone support. Self-Help portal; 1st & 2nd Level Support-logging, tracking, resolution & reporting of help desk incidents & service requests; Service Request Mgmt-all activities associated w/ service requests.	GSI has AppCare Services program (JDE Managed Services) that covers CNC, Development & Functional JDE system support. Various options available for JDE phone support to allow clients to choose the option that best fits their needs.	Do not provide managed help desk as process is meant to make client team self sufficient. Do allow telephone calls to consultants for questions if something that can be answered quickly, but if more complex it may require a SOW to be created and a resource assigned.
Ability to work remotely/process	Yes. Approximately 75% of services are performed on site.	GSI consultants all trained to work remotely; a great deal of GSI business is done remotely for some clients.	Yes. Most client allow remote work and provide VPN access.
Contract	Contract provided	Contract provided	Contract provided
Billing procedures	Every two weeks - time & materials; sent electronic through email	Semi-monthly invoices on 1st-15th, then 16th-month end. Electronic invoices with electronic or ACH payment; net 30 days. Software due upon receipt of invoice	Bi-weekly billing, but can accommodate invoicing schedule of weekly or monthly.
Financial Statement	Yes	No	
Deviations/Exceptions to RFP	Denovo has not identified any proposed deviations from the scope of work in the Cty's RFP		