

RFP-RH-17-026		Denovo Ventures, LLC	Cyret Technologies, Inc.	JDEvolution, LLC	GSI, Inc.
Consultant for J.D. Edwards Enterprise One Financial System Tools Upgrade Project		6400 Lookout Road, Suite 101 Boulder, CO 80301	8140 Ashton Ave., Suite 210 Manassas, VA 20109	2201 Long Prairie Road, Suite 107241 Flower Mound, TX 75022	26555 Evergreen Road, Suite 1220 Southfield, MI 48076
Firm Established		2003	2000	2015	2004
Years in Business		14	16+	2	12
Type of Organization		Partnership, LLC	Corporation	Corporation	Corporation
Years providing CNC support for JDE?		14 years working with customers implementing and upgrading oracle products including providing CNC support services for JD Edwards Enterprise One.	Since 2000 has served many industries across all versions of JD Edwards for CNC services. 8 global locations servicing clients in 36 countries in various support models.	Has provided technical and functional support for the JD Edwards ERP for past 18 years, pre and post incorporation.	Has been providing CNC and consulting services to the JD Edwards community for over 12 years.
Capabilities/Knowledge of JDE		Oracle "Platinum" Partner. Authorized Oracle Reseller Specialized in JD Edwards, Cloud and EBS. 600 tools upgrades completed, Over 500 JD Edwards projects completed for the public sector, over 300 JD Edwards consultants with an average of 12 years experience.	Experience spans implementation, upgrade, rollout, application maintenance & support, integration, licensing and consulting services. Evaluate requirements for added JD Edwards modules and functionality, ensuring the latest JDE service packs and updates give the required boost to stay competitive.	Has provided technical and functional support for the JD Edwards ERP for past 18 years, pre and post incorporation.	Certified Oracle Platinum Partner. Specializes in providing a broad spectrum of business, functional, and technical consulting services for Oracle JD Edwards, Oracle Netsuite and Oracle Cloud.
Consulting firm a JDE One Partner? What level?		Yes, Oracle Platinum level partner, software reseller and implementation partner "Specialized in JD Edwards".	Has been Oracle Platinum level partner since 2013.	Currently not an Oracle Business Partner, though they are currently evaluating the feasibility.	Is an Oracle Platinum Partner and Oracle Authorized reseller. As such, GSI is required to be certified in functional, development, CNC, OS, DBMS, and virtualization resources and receive customer references along each of these lines.
Certified Technical Consultant certification?		Yes	Did not respond to question.	No	Yes
How many tools upgrades or CNC related projects for public sector?		Listing Provided.	Has completed many tools release projects for JD Edwards, however they have not done any TR upgrade for a Public Sector Client.	Contributed materially to Enterprise One upgrades for public sector clients in City of Moreno Valley and City of Denton.	Have been involved in six public sector accounts that have required their CNC services. Listing of clients and services performed included in response.
Experience in JDE Financial Tools upgrades.		Extensive experience with tools upgrades. Experience with tools upgrades occurs either as standalone tools upgrade or as part of the application upgrade.	Has 17 years of experience in CNC area of JD Edwards. Consultants are certified. Offers end to end support and maintenance.	Has been involved in several upgrades. Included the resumes of the principal functional, technical and CNC resources in response.	Has developed a proven and highly successful implementation Methodology called gSuccess based on years of consulting experience working with JDE ERP systems. The features of their approach are listed in response.
Outline of hourly estimate for tools upgrade.		Provided	Did not respond to question.	Will require 30-60 hours of functional/project management resources, 30-60 hours of technical/development resources and 60-120 hours of CNC resources.	Detailed time line in response.

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Experience with CNC side of JDE	List provided.	Did not respond to question.	CNC resource has several years of upgrade experience with regard to JDE toolset.	List provided.
How will company ensure a successful, fully functioning financial system after completion?	The tools upgrade is applied to the DV environment where it is surface tested by Denovo. Will test performance to ensure response times are not impacted.	Oracle has awarded them with JD Edwards "Upgrade Champion Award". Project plan that identifies and addresses the critical successes factors such as testing strategies, user training on GUI and mitigation plans for the risks that arise.	Upgrade plan includes installation, testing, and post go-live support. Has an understanding of current challenges as well as those that may arise after the tools upgrades.	During the test and deploy phase of the GSI methodology they work closely with the clients to ensure that all deliverables and milestones are met to everyone's satisfaction.
How many Full-Time Employees?	340	250+	3	100
How many Part-Time Employees?	0	2-4%	2	Network of part time consultants
Telephone Support provided? Describe hours and program.	Normal desk hours are 8 am - 5 pm local time, with expanded emergency support 24/7/365. Help desk is monitored 24 hours a day and calls are taken live and dispatched to appropriate personnel. Detailed descriptions submitted in response.	City will be given a local number to reach any member of the support staff. Cyret will be flexible in terms of timing for offering telephone support.	Available Monday through Friday 8 am - 5 pm. Can be available for off hours support should the need arise.	Provides a wide variety of managed services support offerings through their AppCare offering. AppCare is customizable to meet customers needs. Types of support and plan options detailed in response.
Do consultants have ability to work remotely?	Yes. Can work remotely or on-site as requested by City.	All the consultants have ability to work remotely and execute the tasks/support of any kind. Normally the client provides access for VPN, remote desktop machine and JDE working environments.	Is accustomed to using LogMeIn.com to support the City. May have need of an additional development machine to enable or CNC and Development resources to make the most of their time on the project.	Will work with the City to determine which activities will take place on site and which can be performed remotely. There are specific phases and tasks that require GSI consultants to be on-site.
Is a contract required?	Yes, sample standard contract in response.	Cyret can go ahead executing the City's Master Service Agreement for the project. For support, Cyret has a service level agreement. Sample is attached with response.	No.	Requires that a customary Master Service Agreement along with a non-disclosure agreement, be executed between the parties prior to completing any statement of work.
What are billing procedures?	Stated in master agreement.	Will invoice City at end of each month. City to make payment within 15 days of invoice date. All taxes and levies will be borne by the City at actual and excluded from the offered rate.	Will bill for hours worked on a weekly basis, with payment terms of net 30.	GSI bills bi-weekly with payment due net 15 days from invoicing via ACH payment. For AppCare managed services, contract invoices are generated and due at the beginning of the next quarters coverage period.
Identify any proposed deviations from scope of work in RFP	Exceptions are listed in response. Three exceptions in total.	Exceptions are listed in response.	None.	Outline resumes of individuals qualified to perform the required services, however due to the uncertainty of the project start date, GSI cannot guarantee their availability.

