From: Jean Farris
Sent: Thursday, March 01, 2007 10:10 AM
To: Roger Rousse
Subject: Asset Management - Tabs
Roger:

Attached are the tabulations for the Asset Management RFP. It should be noted that the tabs represent the initial numbers in the proposal, based on GBA's estimate of the City's needs at the time of submittal (i.e., number of seats/licenses we will require). After our meetings and discussions, we have since made changes to the modules and number of seats/licenses that the City believes will be required for the system, the bundled discount has been revised as we are not buying all the modules, implementation hours, etc. Therefore, the dollars amount in the tabulation is not the same as what we are requesting Council to approve.

Jean

RFP TABULATION

Vendor Name	CarteGraph Systems, Inc.	Arcturis	GBA Master Series, Inc.	Electronic Data, Inc. (EDI)	Woolpert/Azteca
Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
				MRO Software, Inc.	
Vendor is Prime Contractor	Yes	Yes	Yes	EDI-Yes MRO - No	No
Year Stated selling EAMS	1995	Archibus-1987/Arcturis-2000	1991/software products 1980's	EDI-1999 MRO 1985	1996
Year Stated Selling EAMS to City/Cty Govt	1995	Archibus-1987/Arcturis-2001	1991	EDI-1999 MRO-1985	1966
Support Facility Location	Dubuque, Iowa	St. Louis, MO	Bristol Tech/Grosse Pte Park	EDI Clearwater,FL MRO Bedford, MA	Sandy, Utah
Sales Office Location	Dubuque, Iowa	St. Louis, MO	Overland Park, KS	EDI-Atlanta GA MRO-Det,MI	South Bend IN/Buffalo, NY
Company Headquarters Location	Dubuque, Iowa	Boston,MA/St. Louis, MO	Overland Park, KS	EDI Clearwater,FL MRO Bedofrd,MA	Sandy, Utah
Vendor's Sales:					
Year 2005	$4,837,485		$2.5M	EDI $3.6M MRO $199.2M	$3,719,320
Year 2004	$4,450,393		$2.6M	EDI $2.4M MRO $185.7M	$3,314,094
Year 2003	$4,833,694		$2.4M	EDI $.8M MRO $176.9M	$3,011,118
Year 2002	$3,754,250		$1.7M	EDI $1.0M MRO $171.9M	$2,130,374
New EAMS installations:					
Year 2005	39 sales		26 sales	399 Maximo installations	55 customers
Year 2004	37 sales		19 sales	370 Maximo installations	40 customers
Year 2003	42 sales		25 sales	366 Maximo installations	35 customers
Total number of employees	50 employees	13 employees	22 employees	EDI 25 MRO 900 employees	37 employees
Employees per category:					
Sales/Marketing	19 employees	2 employees	3 employees	EDI 2 emp MRO 205 emp	7 employees
Management/Administration	7 employees	2 employees	4 employees	EDI 3 emp MRO 95 emp	5 employees
Help Desk Staff	6 employees	5 employees	4 employees	EDI 4 emp MRO 121 emp	6 employees
Implementation Staff	8 employees	5 employees	4 employees	EDI 16 emp MRO 280 emp	5 employees
Development Staff	10 employees	3 employees	5 employees	EDI 0 emp MRO 179 emp	8 employees
Other	0 employees		2 employees	EDI 0 emp MRO 20 emp	6 employees

RFP TABULATION

| Vendor Name | CarteGraph Systems, Inc. | Arcturis | GBA Master Series, Inc. | Electronic Data, Inc. (EDI) | Woolpert/Azteca |
Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
Duration of current version of software	Version 6 since 10/03 Version 6.3c since 7/05 Version 7 release in mid Mar 06	Version 15.1 - 3 mos.	Version 6.71 in production since July, 2005	Maximo Enterprise Suite in production since 3/05. Available since 1985	Version 4.3 released Fall 2005/ Pipeworks/Cityworks since 1996
Agreement w/ 2-year warranty conditions	Yes	Only their License Agreement	Yes	No	Yes Can pay 2 yrs in advance
If vendor does not agree w/ 2-yr warranty conditions, longest time for on-site warranty	Multi-Yr Maint Agreements 2-5 yrs- required as condition of extended warranty. CarteGraph standard warranty period is 90 days		N/A	Includes 90 day warranty begins when product shipped; Annual maint contract for ongoing maintenance and warranty	
Will provided copy of source code	No	No	No	No	No
Will source code be placed in escrow	Yes	Yes	Yes, if required	Yes	Yes
Cost to place source code in escrow	$500	$1750 registration+$995 per year	Yes, to be determined	$500	$800 in 2006
FOB delivered, freight prepaid & allowed	Yes	Yes	Yes	Yes	No
Toll-free support line	Yes	No	Yes	Yes	Yes
Vendor User Group	Yes	Yes	Yes	Yes	Yes
Periodic Enhancements @ no charge beyond annual support agreement	Yes (See #19)	Yes	Yes	Yes	Yes
Average Telephone Response Time	4 hours	30 minutes	Generally 2 minutes, average is less than 30 minutes	Between 29 seconds to 1:26 minutes	Typically same day M-F normal bus hrs
Maximum Guaranteed Response Time	Within 24 hours	2 hours bus hrs 7am-5:30pm CST	Next business day	No guarantee/critical 1hr/urgent 4 hrs/important 1 business day	Critical problems 4 hrs. off hrs

REQUEST FOR PROPOSALS FOR ENTERPRISE ASSET MANAGEMENT SYSTEM

RFP TABULATION

Vendor Name	CarteGraph Systems, Inc.	Arcturis	GBA Master Series, Inc.	Electronic Data, Inc. (EDI)	Woolpert/Azteca
Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
Product Upgrades automatically/on-demand	W/ Maint Cont free version, maint & enhance software releases. CD or download. Notified but not required to upgrade. Guaranteed standard functionality persist in upgrade Will assist at no charge	On Demand	Approach based on each individual client's request	Maint updates-downloaded New releases-user request form to receive upgrade and product including documentation. Can request email notification	Upgrades are scheduled for periodic release
Third party implementation assistance required for upgrades or enhancements	No	Yes	No	No	No - typically
Percentage of Required Assistance	See #19	15% to 25%	N/A		
Frequency of Upgrades/Enhancements	One major and assorted minor updates/maint throughout year Major releases of Version 5 and Version 6 within past 5 years Many maintenance releases	Every 6-12 months	2 major upgrades each year; Minor enhancements w/ service pack any time-typically every other month	One significant enhance a year w/ product upgrades	Approx one major releae per yr and one intermediate patch
Fully Operational Installations					
Michigan City Government	6	0	5		11
Michigan County Government	2	0	1	1	1
Michigan - Other	1	0	1		
Michigan - Overall	9	0	7	1	12
Nationally City Government	341	4	121	8	176
Nationally County Government	193	4	17	3	11
Nationally - Other	131	5	71	5	
Nationally - Overall	665	13	209	16	187
				*For EDI only,Maximo dozens	
Commitment to City Government Market	Focused on Govt-11 yrs; Client Advisory Bd-govt employees to give direction on new development and pricing	Provide all necessary assistance tech expertise to install and insure proper operating; implement data and train users	20 yrs product development; 14 yrs support & maint of City govt agencies, re-investment 60% of revenues in R&D. Participation in industry assn, authorization as ESRI business partner	Focus City Govt market, represents largest share of revenue stream. Solutions to improve performance, accounta-bility and governance of assets	Azteca since 1986 manage cap assets & infrastructure, ESRI partner-only GIS-centric solution for asset maint mgmt. increase productivity, improve cust serv & lower operat costs

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Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
Plans to Re-write or merge application software	No major re-write; major release every 18 mos; planning stages of incorporating .NET technology to software applications	No plans to re-write or merge software	Major re-write future Version 7- web based appl; production in 2008. Clients will be transitioned as w/ any upgrade	No plans major re-write or merge 2003 $75M rearchitecting to a web architecture	No - writing new products but will support Citysworks Desktop solution
Interfaces with Other Systems	JDE has explored but not performed GovPartner/E-Gov Gas Boy/Fuel System New World/Financial		EDEN - Tyler Technologies, Sungard H T E, Lagan Frontlink, Banner ACS	SAP, Oracle, Peoplesoft, JD Edwards Enterpirse One via Maximo MEA	Export/Import data from JDE H T E, BS&A, GIS, Tidemark Permitting, Govern Permitting, USL, Peoplesoft, Oracle,SCADA
Hardware Platform of Proposed EAMS	Windows based; Data Platform of SQL, Oracle & ESRI Geodatabase	Windows-compatible hardware	Microsoft Windows PC & Windows CE capable devices	Microsoft Windows 2000 or XP Internet explorer 6.0 browser, Adobe Reader 6.0, 512 MB RAM	Intel platform
Number of Installations using supported hardware platform(s)	665 current maint/1500 not on software maintenance		Windows PC - 209 Windows CE - 6	over 10,000	100 percent
Operating System of Proposed EAMS	Windows XP, NT4 & 2000. Data Platform of SQL 2000-2005, Oracle 8.x & 9.x & testing 10.x, and ESRI's Geodatabase	Windows NT, Windows 2000, Windows XP	Servers: Windows 2003 Server, Windows 2000, Windows NT (SP6a). Wk Stats: Windows XP Prof, Windows 2000 Prof, Windows NT(SP6a), Unix, Linux	Microsoft Window 2000 or XP, HP-UX 11i, IBM AIX 5.2 or 5.3, Microsoft Windows Server 2000 or 2003, Sun Solaris 8 or 9	Windows 2000 or XP Pro
Number of Installations using supported operating system(s)	665 current maint/1500 not on software maintenance		Windows OS - 209	2005-Windows 363, Solaris 26, HP 4, AIX 6; 2004-Windows 338, Solaris 11, HP 7, AIX 614; 2003 Windows 216, Solaris 18, HP 10 AIX 4	95%
Database environment of proposed EAMS software	SQL, Oracle and Geodatabase	Oracle, Microsoft SQL Server, SyBase	Microsoft SQL Server 2000 and 7.0 (SP4) Oracle 8i and 9i Microsoft Access 2000	Microsoft SQL Server 2000 SP4, Standard or Enterprise Edition Oracle 9.2.0.6 or Oracle 10.1.0.3 Standard or Enterprise Edition	Oracle, Windows SQL Server

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Number of Installations using supported database(s)	665 current maint/1500 not on software maintenance		Microsoft SQL Server-76 Oracle-16; Access-117	6500 Oracle verisions 3500 SQL Server versions	50% Oracle/50% Windows SQL
Vendor commitment to supporting operating system, database & hardware platform(s)	Yes	Yes	Yes	Yes	Yes
Guarantee system operation at 98% during first 2 years of operation	Yes	Yes	Yes, limited to performance of EAMS products only	No. Solely dependent on customer IT environment	Conditional
Proposed Query Toolset/Report Writer	Filter Builder is query tool; Active Reports is report writer - Both built into system	ARCHIBUS/FM has built-in Ad-Hoc report writing tool	Provides inherent query tool & standard on-line reports that are compatible to Crystal Reports Version XI. For custom report Crystal Reports is the required report writer	Actuate's e.Reporting Suite-part of Maximo cost. Can also use Crystal, MS Excel, etc. 75 canned reports, new or modifed created w/ Actuate's e.Reporting Designer Maximo Query	Cityworks built in query and report tools and/or Crystal Reports
Rates for Additional Implementation Assistance					
Hrly Rate/Skill Set	CarteGraph Consultant - $175/hr	Senior Principal - $190/hr	Project Manager/EAMS	Project Manager $145/hr	Project Manager $166/hr
Hrly Rate/Skill Set		Principal - $150/hr	Specialist $115/hr remote	Sr. System Analyst $245/hr	Systems Designer $149/hr
Hrly Rate/Skill Set		Sr Project Leader - $120/hr	$1,725/day on-site	Sr. Training Specialist $140/hr	Programmer $132/hr
Hrly Rate/Skill Set		Project Leader - $105/hr		Sr. Systems Specialist $135/hr	GIS Technician $92/hr
Hrly Rate/Skill Set		Programmer/Developer - $105/hr			*Implementation assistance will be provided by Woolpert
		Systems Analyst $ 95/hr			
		Administrative - $ 50/hr			
As primary vendor can provide true turnkey solution including:					
EAMS Software	Yes	Yes	Yes	Yes	Yes
Hardware	No	Yes	No	Yes	Yes
Training	Yes	Yes	Yes	Yes	Yes
Data Conversion	Yes	Yes	Yes	Yes	Yes
System & Operation Procedure Dev	Yes	Yes	Yes	Yes	Yes
Report Development	Yes	Yes	Yes	Yes	Yes
Integrations & Interfaces Development	Yes	Yes	Yes	Yes	Yes
Documentation Development	Yes	Yes	Yes	Yes	Yes
Involvement in Process Redesign	Yes	Yes	Yes	Yes	Yes

Vendor Name	CarteGraph Systems, Inc.	Arcturis	GBA Master Series, Inc.	Electronic Data, Inc. (EDI)	Woolpert/Azteca
Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
On-going Support	Yes	Yes	Yes	Yes	Yes
Project Management	Yes	Yes	Yes	Yes	Yes
Testing	Yes	Yes	Yes	Yes	Yes
Implementation services by third party partners	No	No	Yes	Yes	Yes
Services by Third Party Vendors	N/A		Will utilize BTSI in a lead role for process design and in support role for all other components	tieBridge, Inc. exp in water/ wastewater environment and stormwater tieBridge, Inc., Falls Church, VA	Woolpert, Inc. has been an Azteca bus partner since 1998
Vendor's system Internet-enabled	No	Yes	Yes	Yes	Yes
Functions that are not internet-enabled	Through thin client or Citrix server, CarteGraph applications can and have been internet-enabled		All internet enabled when deployed in terminal services environment	All Maximo functions are internet architected and enabled	Cityworks Desktop is client-server architecture
Description of multiple environments	Will create a test database for training & trial run through of application, if changes new test database, new database for test and development; production database	Production and test environments run on same Appl/File/Database and Web Server. Ideal is two separate database servers and web server	Multiple environment may be set up for production & testing. City responsible for duplicating prod environment within testing environment w/ respect to hard-ware involved.	Appl server, database,Actuate environment: Production, Test, Development, Sandbox, Training (physical environments or virtual servers)	3 unique environments - Develop ment, Test (for training) both on same server. Fully function-al production environment created after testing As city has acquired SQL server, no additional software tools are required to manage the environments.
Vendor will contractually agree to:					
Provide on-site staff for training and implementation	Yes	Yes	Yes	Yes	Yes
Meet insurance requirements	Yes	Yes	Yes	Yes	Yes
Meet bond requirements	No (nego at City's cost)	Yes	Yes	Yes	No - will discuss

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Payment hold-backs until fully operational and formally accepted/non-performance holdbacks	Yes	Yes	Yes	Yes	No - will discuss
Allow City to approve vendor staff assigned to help w/ implementation	Yes	Yes	Yes	Yes	Yes
Two-year warranty, during which annual support conditions apply. First annual support payment occurs after the warranty period expires	Yes	Yes - License Agreement states limited warranty - 90 days	Yes	No	Yes
Vendor agrees to contractual terms	No	Yes	Yes	Yes	No
Proposed Revisions	No professional liability insurance No performance bond Both to be negotiated and built into contract. No included in cost proposal		Software used governed by provisions of software license agreement		Perf Bond at 100% 20% penalty for breach Hold Harmless provision for subs Additional insured provision Pay for satisfact performed services 10% retainage paid in 30 days Plus 5 others re: language
Software Brand Name	CarteGraph Software Suite	ARCHIBUS/FM	GBA Master Series	Maximo Enterprise Suite	Cityworks
Available Software Modules	Work Mgmt Modules: WORK director (work order) CALL director (citizen call) Infrastructure Inventory Modules: SEWERview (wastewater) WATERview (water distribution) STORMview (drainage) PAVEMENTview(pavemt segmts) PAVEMENTview Plus(pvmt+CIP) SIGNview (traffic signage) SIGNALview (traffic signals) LIGHTview (street lighting) MARKINGview (pvmt markings)	Space Management Module Strategic Master Planning Module Cable/Telecom Mgmt Module Design Mgmt w/overlay AutoCAD Real Prop/Lease Mgmt Fleet Mgmt Room Reservations Activity Hotelling Activity Condition Assessment Activity	GBA Mobile Manager GBA GIS Viewer GBA Pavement Manager GBA Accident Manager GBA Traffic Volume Mnager External TV Import Program for GBA Sewer Master External TV Import Program for GBA Storm Master External Fueling Import Program for GBA Equipment Master GBA Master Series API	Maximo Desktop Requisitions Maximo Calibration Maximo change Manager Maximo Contract & Procure Mgr Maximo e-commerce adapter Maximo Enterprise Adapter Maximo Ent Adapter for Oracle Maximo Ent Adapter Oracle add Maximo Ent Adapter for SAP Maximo Fusion Adapter(generic) Maximo Fusion Adapt Altiris Inv Maximo Fusion Adapter Discover Maximo Fusion Adapter HP radia	Storeroom Call Center Equipment Manager Performance for Pavement

REQUEST FOR PROPOSALS FOR ENTERPRISE ASSET MANAGEMENT SYSTEM

RFP TABULATION

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Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
	BRIDGEview (bridge mgmt)			Maximo Fusoin Adapt Maincontrol	
	VERSAtools (inventory appl)			Maximo Fusion Adapter Microsft	
	GIS Modules:			Maximo Fusion Adapter Tivolia	
	GEODATAconnect(bring info from			Maximo incident & problem mgr	
	geodatabase into Cartegraph view			Maximo mobile inventory	
	and edit)			Maximo mobile rapid dispatch	
	GISdirector (view & edit)			Maximo mobile wk mgmt	
				Maximo mobile inbox	
				Maximo mobile auditor	
				Maximo mobile invnetory Mgr	
				Maximo mobile wk mgr w/calibra	
				Maximo Navigator	
				Maximo OCS	
				Maximo SLA Mgr	
				Validation Package	
				Maximo Nuclear	
				Maximo Oil and Gas	
				Maximo Pharmaceuticals	
				Maximo Transmission & distribu	
				Maximo transportation	
				Maximo field control	
				Maximo Monitor	
				Maximo Primavera Integration	
				Intermat Stand Modifier Dictionary	
				Intermat Struxure	
				Intermat Struxure.net	
Staff Qualifications/Primary Contact	Dolson-Proj serv mgr-city exp	Castruccio-Prin-Tech Team-	Kramer-Proj Mgr	EDI's consulting team	Kimas-Proj Director
	Holthaus-proj mgr-tech & it support	netwk,database, dev & admin,	Schultz-EAMS Specialist-		McCoy, Proj Mgr
	Pregler-Eng Ser Mgr-implement	programming, appl dev	prior Stantec Info Tech		Sushka, Morey & Berlingieri -
	Hawkins-Sr Implem Consultant	State of Missouri	Bristol-Proj Consultant-wk flow		System Configuration
	McAndrew Sr terr mgr	Ward-Sr Proj Leader-Tech Team-	Tuttle-Acct Mgr-support/maint		Downey, Kelly, LaCombe - system
	Steffen-Assoc terr mgr	netwk,database, dev & admin,	Knight-Region Mgr-continued		integration
	Wells-Inside sales mgr	programming, State of Missouri	satisfaction responsibility		Mastakas, Hansen, Thomas -
			Graham-Prin in Chrg		Liaison/Training

RFP TABULATION

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Location	Dubuque, IA	St Louis, MO	Overland Park, KS	Clearwater, FL	Dayton, Ohio
Exceptions, issues or alternatives to City's requirements	None	No answer		None	Exceptions to Contract
Warranty Information	CarteGraph Standard Software License Agreement & Warranty	No answer	Software License Fees included a 2-year warranty; software maintenance fees become effective at conclusion of the warranty period	Limited Warranty and Limitation of Liability	1-year warranty by Azteca
References	City of Santa Barbara, CA	State of Missouri	Southfield, MI	Wayne County Airport Authority	Naperville, IL
	United Govt of WyCo/KCK	Johnson County, Kansas	Kalamazoo, MI	Las Vegas McCarran Int Airport	Newport News Public Works Dept
	City of Livonia MI	Orlando, FL	Hampton, VA	Department of Navy	Grand Rapids, MI
	City of Hudson, OH	Hamilton County, OH	Augusta, GA	DC Water & Sewer Authority I	Horry County IT/GIS,SC
	City of West Des Moines, IA	Collier County, FL	Overland Park, KS	DC Water & Sewer Authority II	Waterford Twp, MI
		Hamilton, Ontario			
		Edward Jones			
		Lincoln Property Company			
		Nestle Purina PetCare Company			

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
Hardware/Expansion	.	.	.	.	.
Primary Server - Quantity/Price		App & Data $25,000 ea		Application Server	Primary Server
Extended Price		$50,000		$7,500	$13,925
Annual Maintenance Cost		$5000 ea = $10,000		$250	
Other - Quantity/Price		Web (prod)/Data(dev) $15,000ea		Database Server	
Extended Price		15,000 ea = $30,000		$7,500	
Annual Maintenance Cost		$3000 ea = $ 6,000		$250	
Other - Quantity/Price		Web (dev) $10,000		Report Server $5000	
Extended Price		1 @ $10,000		$250	
Annual Maintenance Cost		$2,000			
Other - Quantity/Price		25 handheld units $800 ea			
Extended Price		$800 ea = $20,000			
Annual Maintenance Cost					
Subtotal: Hardware		**$110,000**		**$20,000**	**$13,925**
		w/o annual maintenance		**Annual maintenance $ 750**	**0 annual maintenace cost**
		Total annual maint $22,000		**w/annual maintenance $20,750**	
		w/annual maint $132,000			
Software					
Application Software Module	WORKdirector	Infrast Connect Pts Authoring	GBA Work Master	Maximo Enterprise(10 prime users)	Cityworks Desktop-10 users
Server Licen Price - 10 concurrent users	$60,000	25 users $49,875	10 users $32800	10 users $35,000	$79,950
Each additional concurrent user	$6,000	$1,995	$3,200	$3,550	$5,995
Manager Software License-30 named users			($60,000 site license)		$91,350
Annual Software Support Cost	$12,000	$239 ea $5975		$7,100	$37,525
Application Software Module	WORKdirector (view only)	Furniture & Equipmt Mgmt	GBA Warehouse Master	Maximo Enterprise(40 2nd users)	*Option- less expensive w/ more
Server Licen Price - 10 concurrent users		25 users $64,875	5 seats $8400	49 users $71,000	concurrent licensing & fewer
Each additional concurrent user		$2,595	$1,600	$1,775	named users
Manager Software License-30 named users	$60,000				**Annual software support cost
Annual Software Support Cost	$12,000	$311 ea $7775		$14,200	for the first year is $19,975
Application Software Module		Building Operations Mgmt	GBA Water Master	Maximo Project Manager	
Server Licen Price - 10 concurrent users		25 users $64,875	2 seats $7200	$15,750	
Each additional concurrent user		$2,595	$3,200	$525	
Manager Software License-30 named users					
Annual Software Support Cost		$311 ea $7775		$3,150	

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS		edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO			Clearwater, FL	Dayton, Ohio
Application Software Module		Web Central Core Program	GBA Sewer Master			
Server Licen Price - 10 concurrent users		$4,995	2 seats	$8100		
Each additional concurrent user				$3,600		
Manager Software License-30 named users						
Annual Software Support Cost		$599				
Application Software Module		Web Central Activity-Bldg Oper	GBA Storm Master			
Server Licen Price - 10 concurrent users		$995	2 seats	$5400		
Each additional concurrent user				$2,400		
Manager Software License-30 named users						
Annual Software Support Cost		$119				
Application Software Module		Web Central Activity-asset mgmt	GBA Street Master			
Server Licen Price - 10 concurrent users		$595	2 seats	$3600		
Each additional concurrent user				$1,600		
Manager Software License-30 named users						
Annual Software Support Cost		$71				
Application Software Module		Web Central Web ICPs	GBA Bridge Master			
Server Licen Price - 10 concurrent users		100 users $17,995	2 seats	$5400		
Each additional concurrent user				$2,400		
Manager Software License-30 named users						
Annual Software Support Cost		$2,159				
Application Software Module			GBA Sign Master			
Server Licen Price - 10 concurrent users			2 seats	$5400		
Each additional concurrent user				$2,400		
Manager Software License-30 named users						
Annual Software Support Cost						
Application Software Module			GBA Signal Master			
Server Licen Price - 10 concurrent users			2 seats	$5400		
Each additional concurrent user				$2,400		
Manager Software License-30 named users						
Annual Software Support Cost						
Application Software Module			GBA Street Light Master			
Server Licen Price - 10 concurrent users			2 seats	$3600		
Each additional concurrent user				$1,600		
Manager Software License-30 named users						
Annual Software Support Cost						

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
Application Software Module			GBA Right of Way Master		
Server Licen Price - 10 concurrent users			2 seats $7,200		
Each additional concurrent user			$3,200		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA Parks Master		
Server Licen Price - 10 concurrent users			2 seats $7200		
Each additional concurrent user			$3,200		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA Tree Master		
Server Licen Price - 10 concurrent users			2 seats $3600		
Each additional concurrent user			$1,600		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA Equipment Master		
Server Licen Price - 10 concurrent users			4 seats $10,200		
Each additional concurrent user			$2,400		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA Facility Master		
Server Licen Price - 10 concurrent users			4 seats $10,200		
Each additional concurrent user			$2,400		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA GIS Manager		
Server Licen Price - 10 concurrent users			2 seats $7200		
Each additional concurrent user			$3,200		
Manager Software License-30 named users					
Annual Software Support Cost					
Application Software Module			GBA GIS Analyst		
Server Licen Price - 10 concurrent users			10 seats $16400		
Each additional concurrent user			$1,600		
Manager Software License-30 named users			(Site License $30,000)		
Annual Software Support Cost					

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
Application Software Module - SUBTOTALS					
Server Licen Price - 10 concurrent users	Subtotal $60,000		Subtotal $147,300		
Each additional concurrent user	Subtotal		Less Bundled Disct $ 33,000		
Manager Software License-30 named users	Subtotal $60,000				
Annual Software Support Cost	Subtotal $24,000				
Subtotal Application Software	**w/o annual support $120,000**	**w/o annual maint $228,678**	**$114,300**	**w/o annual maint $122,250**	
	annual maint $ 24,000	**annual maint $ 24,473**	***2 yr warranty. Annual fees for**	**annual maint $ 24,450**	**$171,300**
	w/ annual support $144,000	**w/ annual maint $253,151**	**tech support & software maint**	**w/ annual maint $146,700**	
Other Software Pricing			**at conclusion of warranty at 20%**		
Other Software	CALLdirector (optional)	Work Order Mgmt Form	**of software license cost**		None Required
Req'd Quantity/Unit Pricing	$1,500	25 @ $995			
Purchase or License Price		$24,875			
Annual Support/License	$300.00	0			
Other Software	SEWERview (optioinal)	Pocket PC WO/Asset Mgmt			
Req'd Quantity/Unit Pricing	$5,000	1 @ $995			
Purchase or License Price		$995			
Annual Support/License	$1,000	$119.40			
Other Software	PAVEMENTview (optional)	Pocket PC Activity			
Req'd Quantity/Unit Pricing	$5,000	25 @ $295			
Purchase or License Price		$8,260			
Annual Support/License	$1,000	$35.40 ea x 25 $ 885			
Other Software	PAVEMENTview Plus (optional)				
Req'd Quantity/Unit Pricing	$10,000				
Purchase or License Price					
Annual Support/License	$2,000				
Other Software	VERSAtools (optional)				
Req'd Quantity/Unit Pricing	$5,000				
Purchase or License Price					
Annual Support/License	$1,000				
Other Software	WATERview (optional)				
Req'd Quantity/Unit Pricing	$5,000				
Purchase or License Price					
Annual Support/License	$1,000				

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
Other Software	GEODATAconnect (optional)				
Req'd Quantity/Unit Pricing	$10,000				
Purchase or License Price					
Annual Support/License	$2,000				
Other Software	GISdirector				
Req'd Quantity/Unit Pricing	$5,000				
Purchase or License Price					
Annual Support/License	$1,000				
Other Software					
Req'd Quantity/Unit Pricing					
Purchase or License Price					
Annual Support/License					
Other Software					
Req'd Quantity/Unit Pricing					
Purchase or License Price					
Annual Support/License					
Other Software					
Req'd Quantity/Unit Pricing					
Purchase or License Price					
Annual Support/License					
Subtotal - Other Software		**w/o annual maint $34,249.40**			
		annual maint $ 1,004.40			
		w/ annual maint $35,253.80			
Implementation Services					
Implementation Service	Application Installation Services	Software Installation/Implement		Kickoff/hardwr&softwr coordination/	Install software & hardware
Estimated Hours/Hourly Rate	Fixed			360 hrs @ $145	75 hrs @ $150
Extended Cost	$500	$231,600		$52,200	$11,250
Implementation Service	Database Security Services			hierarchies, build location, WO,	Define existing workflows
Estimated Hours/Hourly Rate	Fixed			1150 hrs @ $135 and $145	157 hrs @ $165
Extended Cost	$1,500			$156,750	$25,905
Implementation Service	Database Security Support			Preventative Maintenance	Configure Cityworks software
Estimated Hours/Hourly Rate	Fixed			870 hrs @ $135 and $145	280 hrs @ $150
Extended Cost	$5,000			$118,650	$42,000

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
Implementation Service	Operation Consultation				Develop JDE interface
Estimated Hours/Hourly Rate	Fixed				233 hrs @ $155
Extended Cost	$21,800				$36,115
Implementation Service	Application Modification Services				Test software & integration elemt
Estimated Hours/Hourly Rate	7 days @ $1,450/day				140 hrs @ $150
Extended Cost	$10,150				$21,000
Implementation Service	Implementation Services				Design reports
Estimated Hours/Hourly Rate	10 days @ $1,450/day				98 hrs @ $160
Extended Cost	$14,500				$15,680
Implementation Service	Project Management				Project Management
Estimated Hours/Hourly Rate	Fixed				234 hrs @ $165
Extended Cost	$6,500				$38,610
Subtotal - Implementation Services	**$59,950**	**$231,600**	**$44,505**	**$327,600**	**$190,560**
Training Services					
General Requirements of Software & modules, Report Writer and Relational Database				Training Admin, report writing, Gen User, Mgmt	Gen requirements of software & modules, report writer and relational database
Estimates Hours/Hourly Rate	9 days @$1,450/day	28 hrs @ $175		40 hrs @ $145=$5800	160 hrs @ $164=$26,240
Extended Cost	$13,050	$4,900		300 hrs @$140 = $42,000	
	Internet Training 2 sessions @ $500/session = $ 1,000				
Subtotal - Training Services	**$14,050**	**$4,900**	**$47,610**	**$47,800**	**$26,240**

COST PROPOSALS

Name	CarteGraph	Arcturis	gbaMS	edi/MRO	Woolpert/Azteca
Address	Dubuque, IA	St. Louis, MO		Clearwater, FL	Dayton, Ohio
COST SUMMARY:					
Vendor Name	CarteGraph Systems, Inc.	Arcturis	GBA Master Series, Inc.	EDI/MRO Software Inc.	Woolpert, Inc
Subtotal - Hardware	NA	$110,000		$20,000	$13,925
Subtotal - Application Software	$120,000	$228,678	$114,300	$122,250	$171,300
Subtotal - Other Software	($46,500 - Optional)	$34,249			
Subtotal - Implementation Services	$59,950	$231,600	$44,505	$327,600	$190,560
Subtotal - Training Services	$14,050	$4,900	$47,610	$47,800	$26,240
Travel and Lodging	$14,000	$50,000	$10,950	$73,030	$9,270
GRAND TOTAL	$208,000	$659,427	$217,365	$590,680	$411,295
	opt software (46,500) $254,500	Yrly maint after 90 days	2 year warranty	Yrly maint after 90 dys $ 25,200	First Year Maint $ 19,975
	Yrly Maint aft 90 days $ 24,000	(22,000+24,473+1004.40/yr)		Plus other softwre for required	Computer Charges $10/hr =
	Yrly Maint Opt Software $9300	$47,477.40		functionality -Maximo Enterprise	Estimates for Project $30,120
	Total Yrly Maint $33,300	Escrow Registration $1,750		Adaptor & Fusion-No $ provided	
	Yrly Escrow Cost $500	Yrly Escrow $ 995	Yrly Escrow - TBD	Yrly Escrow $ 500	2006 Escrow $ 800
ADJUSTED GRAND TOTAL - FIRST YEAR	Adj Grand Total $288,300	Adj Grand Total $709,649.40	Adj Grand Total $217,365	Adj Grand Total $616,380	Adj Grand Total $462,190
Provide detail for any other expenses not included above	For customization required, a scope of function and cost estimate would be required		None After 2-yr warranty, maint & support 20% of cost- estimate $23,000/yr	None	Subsequent yrs maint negotiable $37,525 *Req'd workstation upgrades
Reimbursables + Administrative Overhead	Travel, lodging, meals are only a cost estimate - will be billed at actual costs	Transportation, living expenses, phone, fax, copies, postage, delivery, spec & outside services add insurance City requests, computer discs, renderings & models	Travel and lodging expenses will be charged at actual cost without mark-up	None	Travel expenses at cost