

RFP FOR CONSULTANT FOR WEBSITE REDESIGN, HOSTING AND MANAGEMENT

EVALUATION TABULATION

Name	Logic Solutions, Inc.	Relational Technologies, Inc.	Capitol Consultants, Inc.	Thread	IGD Solutions Corporation	IDEACore, LLC	Municipal Web Services
Address	Ann Arbor, MI	Farmington Hills, MI	Lansing, MI	Toledo, Ohio	Clarkston, MI	Birmingham, MI	Birmingham, MI
Years consulting for websites	8 years	3 years	4 years	17 years	3 1/2 years	10 years	7 years
Government Clients	City of Detroit - W&S	None web development Appl development, network mgmt: State of MI, Grand Rapids Warren, Wayne Cty, Kent Cty	Ann Arbor, DeWitt, Adrian Jackson, Lansing, Gr Rapids, Mt Pleasant, East Lansing Owosso, Gaylord, Berkley	Crimestoppers Alliance/Michigan Toledo Health Dept, Toledo Lucus Cty Port Auth, Toledo PD	Brandon Twp, Independence Twp, Clarkston Schools, Clarkston Chamber of Comm	City of Detroit, IRS, CMU, Un of Mich, NASA, U.S. State Dept, US Air Force, US Army	Northville, Novi, Farm Hills, MPPOA, MML, Battle Creek, Bloomfield Twp, Calhoun Cty
Current Clients	100	20	Maintenances - 3 Current Development - 3	7	120	15	30
References	Marcus & Millichap University of Michigan City of Detroit - W&S Dept	Rochester Reg Chamb of Comm Rochester Redskins Red Door Digital Graphics	City of Berkley DeWitt, Eaton Rapids, Ionia, Lapeer, Wyoming, Grayling Twp	Dana Corporation, Bowling Greer University, GM Marketing Chase Brass & Copper	Visteon, Kmart Clarkston Chamber of Comm Brandon Twp	Dow Chemical, Varcare's, CMU, Quest System's, Adept Group, Quality Assoc	Northville, Novi, Battle Creek, Farmington Hills, Bloomfield Twp Calhoun Cty, DesPlaines, IL
Number of employees	64 employees	12 employees	70 employees	49	6	5	5
Resources/Staff Profiles	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Method of Communication	In person meetings Project collaboration portal	Meetings, cell phones, email	Meetings, Reports, Proj Mgmt Plan	Acct Team - Point Person (2) Weekly Conf Call/Proj Log	In person, telephone	Email, in-person, telephone	In person, email, telephone, Internet Client Workshops
Management of Consultants	Project Managers to COO	Consultants to Mentor/Proj Mgr	Proj Mgr/Progress Reports	No outsourcing - all in-house	Managed by President of Co	Managed by President and Microsoft Project	No consultant/Strategic Partners
Methodology	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Deliverables	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Estimated Timeline	6 weeks	150 days	2-3 months	On time - (not stated)	6 months	6 months	4 months
Development Platforms	WMS & Web Server applications supported on Microsoft 2000 server platform	Windows 2000 Advanced Server Apache HTTP, HTML, PHP, JavaScript, MySQL	DreamWeaver, Visual Basic, etc Oracle, Microsoft Access, SQL JavaScript, XML, HTML, PHP	Visual Studio, DreamWeaver, ColdFusion, Java Servlets, JSP, C++, Oracle, ASP, XML	Visual Studio, HTML, PHP, Perl Windows 2000, SQL 2000	PHP, C++, ASP.NET, NET, Microsoft Internet Info Server, MySQL, Visual Basic, Adobe	MS Windows, SQL Server Technology, FrontPage, CMS
Security Measures	Strict firewall policies	Managed firewall services	No hosting services	Tiered firewalls, back-ups	Frequently change passwords, 24-hour monitoring, firewalls	Monitoring, firewalls	Microsoft NT Security, Access Security, Monitor system
Resolution of Security Breaches	Yes	Work with SBC	No hosting services	Assessment, Isolation, Solution Prevention	Back-up Daily - prevention If breach - isolate/patch/rebuild	Audit trails, system back-up, anti-virus software, updates	Backups
Security Platform	Yes	Yes	Can be set up through content mgmt	Yes	Yes	Not answered	Yes
Reports	Yes - list provided	Yes - list provided		WebTrends	Yes - list provided	Yes - list provided	Available, outsourced maint & website modifications
Litigation	No	No	One, resolved in their favor	No	No	No	No

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Contracts	Copy attached	Copy attached	Copy attached	No - Sign Proposal	Terms outlined in RFP	No contract required	PO
Billing Procedures	Fixed bid - Bill at mid-point and final acceptance	25% proj approval; 25% at 250 hrs; Remainder at final complete	Time & materials, billed monthly	Net 30 days	Bill monthly - either T&M, proj basis or regular basis	Net 30 - bill at milestones	Monthly. Lg Proj: 50% upon delivery/50% completion
Cost Proposal	\$19,670 - Fixed Bid	\$39,330			\$29,500 - \$48,000	\$87,000 plus mileage & meals	\$45/hour
Web Development/Design	Hourly \$50-\$100	Hourly \$65-\$115 First Year: all \$69/hr	Hourly \$53.75-\$142.50	Hourly: \$125	Hourly: \$55 - \$85	Hourly: \$75 - \$200	Hourly: \$20-\$100
Maximum % increase	6%	15%	5%	10%		15%	
Annual Web Hosting	\$1800/yr includes content mgmt No content maintenance service charges as City can easily maintain their pages via web management suite OPT: web page migration to new site (1.3 pgs/hr-180 hrs @ \$50=\$9,000; WMS opt modules: Job postings: \$1500 FAQ Module: \$1500 Calendar of Events: \$2,000	\$600/mo w/ 36 mo contract or \$7200 a year Website Maint: \$475/mo for 8 hrs/Additional \$69/hr		\$7000/yr Database Maint:\$100-\$500/mo Set Up Database driven \$1500 Site Security \$750 1st yr/\$500/yr Reporting \$500, \$30/mo Website disaster recovery (from back up tapes) \$125/hr File Transfer Protocol \$50/\$200 Monthly usage \$50/125/mo Email box \$5/mo for one Help Desk Support \$125/hr Website Updating \$100/hr	Updating & Maint: \$1000/mo Update Minutes & News \$600/mc then \$75/hr OPT: Staff Update \$3600/templ plus \$10/mo plus hosting web-site \$250 one time & \$50/mo Calendar \$4800 one time & \$50/mo Keyword Search \$900 one time Marketing \$125 one time/\$100/m Database driven feedback form \$1800 one time & \$10/mo ListServ \$2800 1-time/\$10/mo	\$250/mo Maint: \$100/hr. After 10 hours then \$75/hr	Base Hosting: \$30/mo Hosting SQL: \$45/mo Add Storage \$1/Meg 10-50 meg \$.75 50-110 meg plus Authentix \$35/mo ListServe \$20/mo to 250 memb \$30/mo to 750 members Streaming Video \$10/mo Licensing CMS \$6500 \$3000 2-day training course Annual Maint: 15% of first year license fee
Maximum % increase	5%	10%		10%		15%	5%

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Name	Icon Enterprises, Inc.	ZenaComp Incorporated	Vision Internet	Technology Integration Group	WebLinc	Analysts Internat/Sequoia	Executone
Address	Manhattan, KS (CivicPlus)	Livonia, MI	Santa Monica, CA	Rochester, MI	Philadelphia, PA	Auburn Hills, MI	Livonia, MI
Years consulting for websites	9 years	6 years	7 years	9 years	9 years	10 years	7 years
Government Clients	Numerous cities in AZ, KS, CO, CA, MO, OR, TX, WY	Sterling Heights, Warren, Mad Hgts, Livonia, Dundee, Lenawee County	Citrus Hgths, CA; College Station, TX; Diamond Bar, CA; Evansville, IN, Longview WA, Lynchburg, VA	Shelby Twp, Lapeer, Macomb County, Berkley	Trizec Properties, Turner Investments, Roberts Schools, N Wales Water Assn, Greater Philadelphia Venture Group	Auburn Hills, Birmingham, Dearborn, Fenton, Jackson, Livonia, Oak Park, Ster Hgths, Roch Hills, Troy, Warren	Southgate, Melvindale, Trenton, Warren, Royal Oak, Troy, Wayne, Flat Rock, Det Zoo, Detroit W & S
Current Clients	60	30	11 current projects	30		1000	9
References	Adrian, MI;; Flagstaff, AZ, Keamey, NE Maryland Heights, MO	Sterling Heights, Mad Hgths, Weight Watchers, Dart Appraisal, Clayton Group	Santa Clarita, College Station, Longview, Diamond Bar, Wood Cty, OH; CA Jr. Cham of Comm	US Autogroup, Rose Hill Ctr, Macomb County, Lapeer, Parks Production	Urban Outfitters, Revell- Monogram, Lilly Pulitzer, Nyman Group, PathVision	Huron Valley Schools, Aub Hls, YMCA, Kirin Co, Baseball Hall of Fame, Mich Virtual University	Southgate, Detroit Zoo, Melvindale, Trenton, Rochester NY, Oklahoma
Number of employees	7 (CivicPlus) 25 (Networks Plus)	15	8	20	18	3500	75
Resources/Staff Profiles	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Method of Communication	On Site Meetings, Phone, Email	Acct Mgr, telephone, cell phone, email, Log, Maint process	Available 24/7, cell phone, telephone, email, in perscn	Telephone, fax, e-mail and in person meetings	Productivity Tools Extranet WorkArea.com, Microsoft Project	Acct Executive, Project Mgr	WWNET.COM, customer serv area, toll free telephone number
Management of Consultants	Project Manager	Lead Consult, Quick-Start Map, Complete Delivery Guide	President, Proj Mgr, Team Meetings, regular updates	Internal digital repository	Not Applicable - internal staff	Managed from AH Office Project Mgmt Office	No consultants/75 staff
Methodology	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Deliverables	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Estimated Timeline	45 - 60 days	45 days	15-26 weeks	6 months	17 weeks	3 months (89 days)	16 weeks
Development Platforms	Microsoft SQL 2000, ASP, XML Javascript, HTML	Microsoft Technologies - ASP, SQL, SiteSage, Microsoft.Net	Microsoft ASP & SQL	Javascript, Active Server Pages Windows NT/2000/XP	ASP, net, Perl, ColdFusion, Java PHP, XML, Oracle, MS SQL Server, My SQL, Windows, Unix	Microsoft ASP.Net, SQL Server 2000, Sharepoint Services version 2	Red Hat Linux, Apache, Perl
Security Measures	Patches, Router monitoring, firewalls, password security	CheckPoint Firewall, Separation of Respon, Security Rep Proces	Windows 2000 servers security patches, updates, sec connect	Multiple firewalls, monitored 24/7 Domain policies, min access	firewall, secured VPN connection. Servers locked down	Dual Cisco PIX 515-JR Firewalls Internet Secur Assess Monthly	Latest patches, monitor logs, nightly validation server file sys
Resolution of Security Breaches	Identify, Islate, Restrict Access	Internal Resources will address or netwk partner, Huntington	Emerg. Procedures defined Safeguards	Identify, Exam, Fix	Remove machine fr network, back up, test, patch	Security Incident Mgmt Ctr in Lansing	Restore customer data & configuration
Security Platform	Yes	SiteSage, roles assigned,	40 bit encryption vis SSL backups, archives, version cont	Yes	Appl Level Security, Ind user separate rights	Authentication/Authorization role based security	Min access, CVS control system, identifies access
Reports	WebTrends	WebTrends reports	WebTrends	Goal sheets	WebLinc	Usage reports	Report list provided
Litigation	No	Yes - Once ruled in Zena's favor	None in last 5 years	No	None in last 5 years	No	None

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Contracts	Copy attached	Copy attached, but not required	Copy attached	PO	Copy attached	Copy attached	Yes
Billing Procedures	1/3 at contract acceptance; 2/3 upon setup completion	Time billed against project tasks	Bill per project steps	25% downpayment w/ balance monthly	15% due when contract signed Invoice monthly	Monthly invoices, fixed fee or time and materials	25% down, 25% delivery proto-type site, 50% delivery final site
Cost Proposal	\$27,700 total set-up/1 time fees		\$64,720 + 3 mos free hosting,	\$72,000	\$121,095	\$54,450 (444 hours)	\$61,000 first year
Web Development/Design	Hourly: Varies Training: \$125/hr (\$1200/day at City offices)	Hourly: \$45 - \$150 (\$75/hr design \$95 or \$125/hr web appl devel	3 mos free maint & 1 yr warranty OPT: Photo Gallery \$2500, RFP Mgr \$2500, Staff Dir \$2500	Hourly: \$75 SSL Certificate \$449/yr	Hourly \$135 ActivEdit Software \$100/yr	Hourly \$90	Add years \$6,000 Hourly \$100
Maximum % increase	5%	5%	5%	10%	5%	10%	
Annual Web Hosting	\$9600 includes maintenance Website Update: up to 20 hrs per month \$800/mo Website updates up to 10 hrs per month \$500/mo Programming & graphic design services \$125/hr.	\$95/Mo includes maintenance \$45/hr website updating SiteSage Web Content Mgt Tool \$1495 & \$75/mo - 1 user Purchase \$4995 & \$900 annual or \$275/month	\$200/mo \$1800/yr Website Maint \$500 for 5 hrs/mo Maint Pricing: graphic design \$100/hr Custom Programming \$125/hr HTML Prog/Tech Supp \$75/hr	\$169.95/month 5 additional mailboxes \$5/mo Mailbox set up \$2.50/ea Maintenance Options: #1 4 hrs/mo, unused hrs accrue 6 month commitment Payment 3 mos advance \$300 per month & \$75/hourly #2 6 hrs/mo, unused hrs accrue 6 month commitment Payment 3 most advance/\$420 per month & \$75/hourly Website Updating \$70/hr	\$500/mo - pd quarterly	Intent would be to make RH self-sufficienc t w/ maint. Typical updates \$90/hr Hosting Contracts: 12 Mo \$776/mo 24 Mo \$465/mo 36 Mo \$328/mo	Options: Online Water bill lookup \$4500 Online Water bill paym \$9000 Online permit appl \$2160 Online Tax lookup \$9000 Online help ticket sys \$900
Maximum % increase	3%	5%	5%	10%	5%	10%	

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Name	ICON Creative Tech Group	Burns & McDonnell	Sites & Sounds	Jawood Mgmt Assoc	Edict Inc.	Fourmation Technologies	OAS Group, Inc.
Address	Ann Arbor, MI	Kansas City, MO	Ann Arbor, MI	Troy, MI (plus Wall St Prod & Biznet)	Rochester, MI	Southfield, MI	Troy, MI
Years consulting for websites	9 years	3 - 15 years	6 years	14 years	8 years	4 years	5 - 7 years
Government Clients	Detroit Metro Conv & Visitors, MichBio, US Army TACOM, Ypsilanti Conv & Visitors	Kansas City Aviation, Ft Leonard Wood Dakota, Minnesota Eastern Railroad (hundreds)	Rochester Hills, Lansing Water Treat, Wyandotte Water Treat, Midland Ctr Arts, Det Hist, Arizona Parks and Recreation	Lansing Comm College, Oakland County, Deaborn, Blue Cross Blue Shield	Ingham Schools, Det Academy Arts, Roch DDA, Roch Cham of Commerce, GreenCom Proj	Attorney General Mike Cox, PayKids Foundation	City of Detroit, Hazel Park, Pontiac Housing Commission
Current Clients	50	18	200	20	20	34	7
References	AAA, Dupont, Siemens VDO, Toyota, Pentastar Aviation, Rehab Institute of Michigan	Ft Leonard Wood Army, Kansas City Aviation Dept, Dakota, Minn & Eastern RR, KC Water Serv.	Auto.Internet Ech, Hillers Mkts, Biography Software Corp	Berkley DDA, Compass Comm, Blue Cross, Johnson Controls, Kmart, Ford Design Institute	Comm Found SE Mich, Roch DDA, RCMA Americas, Green Com, Precision Twist Drill, Appraiser's Paradise	Attorneys Title Agency, Atty Gen Mike Cox, JCS Construct, PayKids Foundation	MASCO Corp, Royal Oak Credit Union, Det W&S, Hazel Park, RSIG Security, Detroit Housing
Number of employees	12	1700	6	101	7	12	20
Resources/Staff Profiles	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Method of Communication	Meetings, in person, phone, email, Trouble Ticket System	Status mtgs, phone, email, voice- mail, proj collaboration websites	In person client mtgs, phone, fax, email, on-line task trackers	Email, conf calls, site visits, mail	Calendars, TaskLists, Web- based conference technology	Phone, Fax, Email, instant messenger, In person mtgs, project mgmt tools	Email, cell, web chats, web- based project updates, mtgs
Management of Consultants	Project Manager, Internal meetings, logs	Work team structure/proj mgr project lead	Project Manager	Acct Mgr/Service Mgr	Cross-trained personel, Technology, Teaming	Proj mgr - Microsoft Project	Job Tracker System, Screening, training
Methodology	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Deliverables	Yes	Yes	Yes	Yes	TBD by City and Edict	Yes	Yes
Estimated Timeline	12-16 weeks	3 months	15-25 weeks	4 - 5 months	16 weeks	5-6 months	8 weeks
Development Platforms	HTML, Flash, XML, PHP, ASPx Linux, MYSQL, Post GreSQL Oracle, C++, Windows CE	.NET Framework, SQL database, Macromedia, Oracle, Lotus, Domino, Linny	Microsoft Windows 2000, Dream- weaver, Flash, Coldfusion, ASP, JSP, SQL, PHP, CFM	.NetFrame, Access, SQL, XML, Windows 2000	Visual Studio, sourcesafe, SQL Microsoft 2000/2003	Visual Studio, Windows 2000, SQL	LAMP, Windows, Access, ASP, Pear DB, VIM, Flash, Smarty, XML, HTML
Security Measures	ICON CTG's web cluster site security & monitoring systems	3-tier firewall, server, appl security	Dedicated switch & firewalls; backups	Watchguard Firewall, Windows Security	Firewalls, virus scanner, logs backups	Cisco Firewall, SSL Certificates Back-up daily	Firewalls, back-ups
Resolution of Security Breaches	24/7 monitoring will shut down system, back up, dis recovery	Identify, log and report to City	System restored through back- ups	Virus/Server removed and cleaned	Immediate response	Back up servers	Containment, fix
Security Platform	Security levels	Customized security levels; dept content	Administration log-in system	Security by user or group	Security levels, daily archives	Security levels, passwords	Check point firewall w/ applica- tion intelligence
Reports	Reports listed	Montly status reports on progress	WebTrends Download database	Flashstats Livestats	WebTrends Custom Reports	Reports listed	Report listed
Litigation	No	No	One- Judgement for Sites & Sounds	No	No	No	No

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Contracts	Project Brief/No contract	Copy attached	Copy Attached	Not required	Not Required	Copy Attached	Copy attached PO acceptable
Billing Procedures	50% upon signing brief, prior 4 wks invoices	Monthly Time and Materials or Lump Sum	Monthly - Time and Materials		Deposit/Progress Payments/ Time Box	Monthly - time and materials	Net 30 - time and materials
Cost Proposal	\$24,300	\$29,050	\$35,000 - \$50,000	\$124,900	\$47,750	Hourly: \$75 - \$125	\$21,100
Web Development/Design	Hourly \$135 Travel, expenses, shipping	Hourly: \$48.50 - \$157	Hourly: \$35 - \$95 Travel time - portal to portal			\$350 one-time fee for SSL Certificate	(134 hours @ \$150/hr)
Maximum % increase	10%	2%		10%	5%	3%	2%
Annual Web Hosting	Hosting 12 mos - no charge \$600 yr Add: \$135/hr Content Mgmt: \$6480/yr Change History Opt \$5400 Toolset Report Opt \$4320 Bank of Support Hrs \$5400	\$414 annually (\$36/mo)		\$1,680 Hourly website updating \$65/hr HMTL updates 10 hrs - \$74/hr Program Changes 20 hrs - \$126/hr	Hosting \$6000/yr (\$500 per month) Application support \$4800/yr (\$400 per month) Edict Spaces Annual License \$2,500	\$119.95/mo (\$1439.40/yr) On-going maintenance \$75/hr	\$150/mo w/ 12 month contract (\$1800/yr) One-time set-up \$500 SQL database add-on \$10/mo Basic Web Traffic add-on \$5/mo Website updating \$50/hr One-time set-up \$500
Maximum % increase	10%	2%		10%	5%	3%	10%