Sewer Camera Inspection Software
RFP-RH-23-047

	Cues, Inc. 3600 Rio Visa Avenue Orlando, FL 32805	Industrial Technology Group 3196 Kraft Ave, Ste 305 Grand Rapids, MI 49512	Itpipes OpCO LLC 1407B 33rd St. Seattle, WA 98122
Firm established:	1964	2010 (Formally Peninsular Tech for 24 years)	2009
Years in business:	59	13	14
Type of organization:	Corporation	Corporation	Corporation
How many employees does your company employ?	300 Full time & 20 Part time	10 Full time & 3 Part time	29 Full time
Client references:	City of Plano, TX City of Salem, OR Sangamon County Water Reclamation, IL	City of Cincinnati MSD SAK Construction Rogue Valley Sewer	City of Mercer Island, WA City of Loveland, CO City of Lakewood, CO San Antonio Water Systems, TX City of Tuscaloosa, AL Albuquerque-Bernalillo Water Utility Authority, NM City of Athens, AL City of Boulder, CO
Name of software proposed:	GraniteNet	PipeTech Inspect Professional & PipeTech Hub for Desktop	ITpipe, including Mobile, Web, Cloud, and Asset Management Integration
Is detailed specifications/literature of software included with proposal?	No	Yes	Yes
State license(s) that are required:	N/A	N/A	ITpipes already has multiple clients operating in the State, including Holland, East Lansing, Ann Arbor, and Auburn Hills, No additional state licenses should be required.
Describe support provided for software:	CUES provides software support through the Annual Support Plan program. CUES and the CUES Software Division will schedule, plan and implement the GraniteNet Software integrated with ESRI and utilizing the GraniteNet Cloud SAAS platform comprised of WebOffice and WebSync. These services will be provided for the City by CUES Software division implementation specialists. All services and communications will be provided on an online basis utilizing a project management site (Teamwork) and collaborative online meeting spaces (Zoom.us).	The City will receive unlimited phone, email and chat support during our normal business hours of 8:30am until 5:00pm EST, M-F. In addition to these resources vendor will also include on-site training and installation for the same price as virtual training. The City will have access to web-based documentation and all software upgrades/updates as long as an active subscription is maintained.	Full detail of training and support is outlined. ITpipes offers live support form 7am to 4pm EST, as well as an online Knowledge Base, online videos, remote login capabilities, instant-run updates, and online chat. With vendor's included Software Maintenance Plan, platform updates are always included.
Is there a dedicated support contact for the City?	Yes Edwin Esperanza, Technical Support Consultant	Yes Thijs Teepe, Solutions Engineer All other support & engineering staff as required.	Yes Once the project has been awarded a qualified Project Manager will be assigned. Also, a Client Success Manager will be introduced once the implementation is complete. Support can always be reached at 877-ITPIPES.

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Does Proposer's software meet security requirements?	Yes	Yes	Yes
What are the data interface capabilities?	GraniteNet is NASSCO PACP, MACP & LACP certified for V6 & V7. Vendor is also participating on the upcoming V8 standards and will be certified with it once ratified and release by NASSCO. Supports existing MDB based exchange file for both V6 & V7, and plan to support the new exchange file format V8.	PipeTech is NASSCO certified for the latest versions of PACP, MACP & LACP, including V6 & V7. Vendor is an ESRI Certified Partner and interface with ESRI GIS products. Provides direct SQL/Oracle RDBMS interfaces and offer custom interface opportunities via our API.	ITpipes is a member of NASSCO and participates on multiple boards, as well as offers PACP training. While ITpipes provides NASSCO data interface templates, vendor also offers SPICAP, ITpipes templates, and client-configured templates as well.
With what Asset Management system(s) is data integration capable?	GraniteNet is able to integrate with various Asset Management Systems using different methods and has APIs established for a bi-directional interface with systems such as Cityworks, IPS and Maximo. CUES is able to provide further details and pricing of the various integration methods available if selected as a finalist.	PipeTech can integrate with any Asset Management Systems that either a) read/write to the NASSCO format, b) utilize MS SQL or Oracle as their backend database, or c) provide an SDK / API for direct integration. This includes, but is not limited to CityWorks, Cartegraph, Lucity, and Maximo.	Cityworks/Trimble, Cartegraph, Tyler Munis, Lucity/CentralSquare, Beehive, NexGen, and IBM Maximo. While these are the most common, vendor also has completed integrations with others in a custom configuration. ITpipes' integrations are automated and bi-directional meaning that when data goes in or out of ITpipes, it goes in and out of the AMS automatically, as well.
Is a standard contract included with the proposal?	Not specified	Yes	Yes
What are your billing procedures?	Unless otherwise agreed in writing and subject to credit approval, payment terms are net 30 days from date goods and services are received. Further information on details of CUES standard terms & conditions of sale, including billing, are located on the CUES website at: https//cuesinc.com/pages/cues-terms-and-conditions-of-sale.	Vendor will invoice annually via email or USPS if preferred. Standard terms are NET 30, ACH, credit card or check payment is accepted.	Invoices are emailed 90 days ahead of the billing due date, with reminders sent every 30 days until paid. Subscription begins once implementation is completed.
State lead-time required ARO:	60 Days	45 Days	30 Days
Accept MasterCard?	Yes	Yes	Yes
Preferred payment method:	Check, ACH, Credit Card	ACH	ACH

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Terms:	Can be located at CUES website.	Vendor included a 50% upgrade discount for all software, free upgrades to on-site training/install and free Asset Management integration.	
Software/Product:	GraniteNet/GraniteNet Inspection Basic	PipeTech Inspect Professional PipeTech Hub for Desktop/Upgrade from retired PipeTech software products.	ITpipes/Mobile, Web, Cloud, AMS Integration
Software Cost:	$19,245.00	$6,350.00	$30,000.00
Implementation Services:	$25,500.00	$0.00	$5,000.00
Other costs associated with purchase:			
Discount:			
Training Services:	$2,925.00	$595.00	Included, Unlimited
Total Purchasing Cost:	**$47,670.00**	**$6,945.00**	**$30,000.00**
Annual Support & Maintenance Agreement:	**$25,156.00**	**$3,625.00** **Premium Technical Support available for purchase includes priority over std support cases.**	**Included in Software cost for Year 1 of installation.** **Year 2 Subscription: $27,500 (base)** **Year 3 Subscription: $30,000 (base)**
Estimated 5-Year cost including software purchase and 4-years annual support & maintenance agreement (First year of support & maintenance included in purchase cost)	$148,294.00	$21,445.00	$147,500.00
Optional Cost for integration with the City's new Asset Management System when the software has been selected:	**TBD. GraniteNet is capable of integration with many AMS through various methods which are subject to different costs.**	$0.00	**$4,000 - Year 1** **$4,500 - Year 2** **$5,000 - Year 3**
Provide details for any other expenses not included above:	The Magewell SDI video capture device has been tested and approved for use with GraniteNet on a RapidView (IBAK) HD system and would be needed to ensure full functionality of the software on this type of system. A hardware retro review should be conducted to ensure the new capture device is needed. A temporary GraniteNet license may also be supplied for testing compatibility with the existing hardware. The video capture device may be supplied by CUES for an additional expense not included in the pricing of the software, or the device may be procured by the City.		Year 2 Subscription: $27,500 (base) $4,500 (AMS Integration) = $32,000.00 Year 3 Subscription: $30,000 (base) $5,000 (AMS Integration) = $35,000 Proposal page included with line item listing of all included products. Optional Services- Automated QA/QC: NASSCO PACP condition assessment of CCTV inspection data Inspection data Cost/LF Total annual commit (in linear ft/year) (minimum) 30k LF/year or more $0.25/LF $7,500 60k LF/year or more $0.22/LF $13,200

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	Jack Doheny Companies, Inc., dba Jack Doheny Co. 777 Doheny Drive Northville, MI 48167	L.M.E. Consultants LLC 1206 Willow Oak Drive Edgewater, FL 32132	PipeLogix, Inc. 36945 Cook Street Suite 102 Palm Dessert, CA 92211
Firm established:	1973	2011	2004
Years in business:	50	12	19
Type of organization:	Corporation	Partnership	
How many employees does your company employ?	185 Full time & 2 Part time	6 Full time & 3 Part time	8 Full time
Client references:	City of Florence, KY City of Mount Vernon, OH City of Tallmadge, OH	Western Virginia Water Authority, VA Granger-Hunter Improvement District, UT City of Roanoke, VA	Genesee County Drain, Flint Rogers Water Utility, AR Oklahoma City, OK El Dorado Irrigation District, CA Renewable Water Resources, SC
Name of software proposed:	IKAS Sewer Inspection & Analysis Software	WIKD (wicked) - Water Infrastructure Knowledge Database	PipeLogix Phoenix
Is detailed specifications/literature of software included with proposal?	Yes	Yes	Yes
State license(s) that are required:	None	1 PACP Licenses for the truck (1 WIKD Cloud included), 3 WIKD Analyzer for office review.	Phoenix modules: Advances,Basic, DB Sync, GIS, HD, Mainline, MPEG-4, Scheduler, and SQL. Optional Cityworks.
Describe support provided for software:	The software includes support that consists of a support team that can be contacted during extended business hours for technical support and integration assistance. This support system is included for the first year and requires continued subscription yearly thereafter. This is an industry standard.	Support is provided Monday to Friday 8 am to 5 on EST. Software licenses include first year of support. As long as the support agreement is kept active ALL UPDATE regardless of version release will be included this includes new NASSCO v8 release. Support also include unlimited remote support as well as unlimited online training.	Telephone and online support is available between 8 am EST and 5 pm PST. Access to User Support site is available for downloads, FAQ, and training videos. Email support within 24-hour response during workdays. Support is included for the first year additional years can be renewed.
Is there a dedicated support contact for the City?	Yes Tim Kieninger	No Our support team is comprise of the software development team, support can be reached at 561-670-5302 or by email at support@lmecllc.com.	No Vendor has a support team. One of the local Michigan support staff is Richard Allen.

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Does Proposer's software meet security requirements?	Yes Rapidview offers training on the proper method to import & export .shp files in and out of IKAS Evolution, and your asset management software. We also offer assistance with data correction inside of IKAS, as well as templates to stream line the .shp file export/import process. Online or training at the Rapidview facility is free. Vendor does offer onsite training for an additional cost.	Yes The software is installed using Active Directory it does not require a SQL sign in, SQL security will be controlled by the City's IT department. For our Cloud security please refer to the Supplemental Information section of this proposal.	No The majority of the security requirements are not required as we are not a web or browser based application. Currently working on Single sign-on with Cityworks. Nightly synchronization from truck to office will backup data and media.
What are the data interface capabilities?	All NASSCO standards (PACP, LACP, MACP), latest versions.	Inspection system supports PACP, MACP, LACP and SL-DOG, Excel and direct SQL connections for historic data upload. Also, has Automatic Defect Recognition interfaces with 2AI Companies for Pipeline and Manhole review.	Pipelogix Phoenix supports NASCO PACP, MACP, LACP version 6 and 7. Version 8 will be released by NASSCO in January and will be supported upon release.
With what Asset Management system(s) is data integration capable?	IKAS Evolution is fully NASSCO certified. This means we work with any software that is capable of taking the NASSCO Microsoft Data Base export. Also with the Shapefile import export you can transfer your object data to any Asset Management software that will accept these files. That data can also be imported into IKAS from the Asset Management software with a Shape file as well. All of this would require manual input as IKAS does not support an automated data exchange between itself, and asset management software.	Central Square, Cityworks, and any other Asset Management system the City would like to integrate with our team will develop the interface at no cost to the City. Completed integration with Cityworks but still in process of testing.	Cityworks, Infor, Cartegraph
Is a standard contract included with the proposal?	Yes	No	No
What are your billing procedures?	ACH - 45 days from receipt of invoice	Vendor can accommodate to the City's billing requirements.	Invoice is sent upon receipt of Purchase Order with net 30 terms.
State lead-time required ARO:	14 Business Days	0	21 Days
Accept MasterCard?	Yes, Accepted for orders under $50,000	Yes	Yes
Preferred payment method:	ACH	Check, ACH, Credit Card	ACH

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Terms:	No discount applicable and no late penalties applies.	If the City purchases 3 licenses or more (e.g.: 1 PACP inspection, 3 WIKD Analyzer) a 7.5% discount will apply.	Net 30
Software/Product:	IKAS Sewer Inspection & Analysis Software	WIKD Pipeline/Mainline inspection system including GIS integration	Pipelogix Phoenix version 1.2.6
Software Cost:	$41,426.50	$5,550.00	$62,250.00
Implementation Services:	$0.00	$0.00	$0.00
Other costs associated with purchase:		$15,375.00	
Discount:	$1,768.26		
Training Services:	$3,500.00	N/C online	$6,000.00
Total Purchasing Cost:	$43,158.24	$20,925.00	$68,250.00
Annual Support & Maintenance Agreement:	$2,779.92	1 WIKD PACP Annual Support $1,200 per year 3 WIKD Analyzer Annual Support $2,250 per year Total support cost after year 1: $3,450	$2,500.00
Estimated 5-Year cost including software purchase and 4-years annual support & maintenance agreement (First year of support & maintenance included in purchase cost)	$54,277.92	$34,725.00	$78,250.00
Optional Cost for integration with the City's new Asset Management System when the software has been selected:	Remote support included	$0.00	$6,000.00
Provide details for any other expenses not included above:		WIKD Analyzer - Office product design for Asset deterioration review and recommendations $5,000 (per seat, licenses is per computer installed), annual support after year 1, $750 per year/license. 7.5% Discount for multi license purchase. Total purchasing cost $20,925.00. Pricing page included for licensing options.	If City chooses Cityworks as the Asset Management software, they will require the Workorder and Inspection APIs from Cityworks. HD Video capture card for PC if not already installed - $500. Data conversion of existing Pipetech data - $5,000.