

REQUEST FOR PROPOSALS FOR CONSULTANT FOR PEOPLESFT ENTERPRISE ONE/JD EDWARDS ONE WORLD XE FINANCIAL SYSTEM UPGRADE

PROPOSAL TABULATION

Name	AMX International	Wipro/Alan C. Young & Assoc/NetXert	Oracular Michigan, Inc.
	Idaho Falls, ID	Detroit, Michigan (Alan C. Young & Assoc)	South Lyon, Michigan
Years providing consulting for JDE/People	15 years	2+ years	7 years
Experience JDE/Peoplesoft Enterprise One	Rochester Hills initial implementation Dozens of implementations for local govts Group of consultants familiar w/ public sector	Enterprise One application dev & mgmt. All solutions delivered across industries like ins., healthcare and higher education and retail. Understand business practices	All consultant multiple JDE OneWord XE project experience/public & private sector Various versions: One World B73, Xe, ERP8, EnterpriseOne 8.9 and 8.10
Number of public sector clients	Over 150 local government clients Calhoun Cty, Battle Creek, Troy, RH, Westminster Co, Sheboygan Cty WI, NY Bridge Authority, Amer Heart Assn	None	List of some public sector clients provided None locally - most out of state List is marked confidential
Work Plan/Timelines	6 mos. Polaris Implementation Approach	20 calendar weeks Powerup - Wipro JDE Appl Upgrade methodology	30 weeks OneUp - upgrade assessment & implementation phases
Public Sector Upgrades 8.9 or higher	8.9 or 8.10 DisCopy Labs XE 8.9 City of Kent, WA XE 8.9 Central Puget Sound Transit Auth XE 8.10 Overland Park, KS XE 8.10 Adams County - Migration XE NY State Bridge Authority World to XE Outagamie Cty, World to XE Washington Cty World to XE St. Christopher-Ottillie World to 8.10 Southern CA Water Co World to XE	None	
Upgrade Package installed by firm	8.9 and 8.10 - See above	As firm level did not upgrade packages for 8.9, 8.10 or 8.11. Consultant through lateral recruits have experience in successful upgrade projects	Several clients currently at 8.9 release level; assisting several other migrating from World to 8.10 and upgrading to 8.10; 8.11 scheduled for production 12/15/04

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CNC experience Peoplesoft/JDE	CNC Team since 1997; 100 customers from 1 to 2 day projects to 1 to 2 year implementations. Recent clients: Montgomery MD and American Hear Assn	Install, configuration, support, design, sizing, setup, arch implement, upgrades Vesuvius, Inc., CT Corp, Louis Dreyfus Otis Elevators, Skandia Leben, Tree of Life	CNC services or support most clients; troubleshooting, ESU, SAR, upgrades, administrative support, application perf enhancements, recommendations
Experience w/ IBM iSeries and install of PeopleSoft 8.9 or higher	15 years with JDE/Peoplesoft. 300 of 500 customers utilize this platform. Has worked on RH platform. Recent Overland Park, KS and St. Christopher-Ottile	System landscape design, sizing, install & configure, JDE install, configure, support CT corporation, NYC	Install, configure, test, optimize and support the iSeries. Solid understanding of IBM product line
Application experience, cross-module and integration	Upstream and downstream knowledge; consultants and teams work together to discuss requirements and assign responsibility for each step	Gen Acct, Budget, Acct Pay, Acct Rec, Fix Assets, Procure, Wk Orders, Inventory Module & Cross Module, except HRMS & Payroll No Cross Module	Experience with all modules used at RH. Private & public sector expertise - best practices and best configuration
HTML interface experience	CNC exp. W/ install and configuring Java application servers with IBM WebSphere to enable HTML solutions for PeopleSoft on various platforms; architectural strategies and equipment selection for HTML product	JDE Front-end Admin. Citrix farm install and support. JDE JAS installation, configuration & support. Vesuvius, Inc. and CT Corporation	Helped client implement and optimize HTML interface. Local team and Midwest professionals provide experienced professionals.
Optio Report Writing experience	Several consultants w/ experience specifically with Optio Report Writing Software	Extensive experience in implementation of Optio software for JDE	Assisted client with Optio. Would look for direction from RH for specific Optio knowledge or add an expert
Employees	92 full time employees	37,063 employees	60 employees
Project Managers	8 project managers on staff; personnel changes if requested; can interview candidates	3200 project managers (950 PMP certified professional) Global IT Services Company	Oracular has project mgmt expertise David Hopkins identified for RH proj mgr

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Experience in developing hardware specifications, installation and implementaiton of hardware	Hardware gap analysis process; Work w/ PeopleSoft/IBM Competency Center to develop proper sizing & configuration for AS400. Can assist with installation and implementation of hardware, typically vendor or customer American Heart Assn, Montgomery Cty, St. Christopher-Ottilie	Hardware sizing, installation and support services	Worked with PeopleSoft competency ctr in Denver & local approve IBM/PeopleSoft reseller to validate client's hardware requirements.
Experience installing and implementing software	Everything they do as a company involves installing or implementing software in some fashion. Emphasis on local govts		Exp installed & implementing PeopleSoft applications. Uses PeopleSoft applications internally to run & manage co.
Resources for RH project	Only exp and qualified local govt resources- some previously worked on RH project; City can interview.		Preliminary Project Team identified w/ RH review and approval
PeopleSoft partner or consulting partner	JDE business partner in 1989 and PeopleSoft Alliance Partner since 3/2004	No	Currently reviewing partner relationship directly with PeopleSoft
Certified Consultants	18 Peoplesoft certified HRMS consultants 12 PeopleSoft Certified Technical Consultants	None	Prior certification by proposed Proj Mgr., One consultant hours toward other certification
Management of Consultants	Consultants report to Project Manager and then to Area Manager, Mike Skinner	PCMM Level 5 Certified organization, well established recruitment & talent transformation dept, zero atrition	Application Practices are managed by a practice manager who reports to either a local partner or president
Telephone Support	Can provide blanket phone support 24x7 or specific CNC during normal business hours. Can tailor a plant to meet needs	Consultants on site during work hours and available 24x7 for off hours. Costs higher than regular hours	24/7/365 telephone support if desired Normal bus hrs 8 to 5 central time

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Ability to work remotely	Remote Work Solutions	Offshore Development Centre efficiently manages concurrent development across time zones	Locally or remotely This project balance both on-site & remote consulting
Contract	Yes/Engagement Letter		Yes - Master Services Agreement and Non-Disclosure Agreement
Billing Procedures	Time and materials/wkly invoices	Monthly or milestone billing; Net 15 days	Invoices wkly or monthly (inconsistent) Net 30 days
Financial Statements	3 years of financial statements provided	Yes	
Cost Summary	\$291,984 includes travel at \$31,284 1580 hours CNC Training (optional) 104 hours proposed	\$421,080 (Page 5) \$503,496 (Page 15) 882 hours Travel included at \$33,672	\$320,000 2000 hours Plus reasonable travel/expenses OT/Weekends at 20% per hour