

Budgeting Software System RFP-RH-23-053 Closing: October 19, 2023 @ 3:00 PM	Aclarian	Affinity Global Solutions	ClearGov	Denovo	IGM Technology
Firm Established:	2020	1995	2015	2003	2013
Years in Business:	3	28	8	20+	9
Type of Organization:	Not circled	Corporation	Corporation	LLC	Corporation
How many employees does your company employ?	45	18			
Full-time?	30	16	170+	150	120
Part-time?	15	2			
Year the vendor started in the business of selling budgeting software?	2020	1996	2015	2003	2016
Name of software proposed?	Aclarian	IBARS Internet Budget and Reporting Software (IBARS)	ClearGov Operational Budgeting, Capital Budgeting, Personnel Budgeting and Digital Budget Book	Oracle Enterprise Performance Management Cloud (EPM) Enterprise Edition v. 23.09 (or current at time of purchase.	Gravity
Is detailed specifications/literature of software included with the proposal?	Yes	Yes	Yes	Yes	Yes
Does the vendor provide upgrades automatically or on demand?	Automatically	Upgrades are applied by customer request.	ClearGov conducts ongoing audits of third party packages for vulnerabilities. Patches for critical vulnerabilities are released as soon as possible, otherwise patches are released as part of regular bi-weekly software releases.	Yes. Upgrades are provided very frequently, currently monthly. The technical upgrades are included with your subscription.	Yes - IGM provides software upgrades and hotfixes as required. IGM will notify the City two weeks in advance in the case the City wants to make comments or delay upgrade.
How often does the vendor normally release product upgrades or enhancements?	As needed and when new client features are developed.	IBARS is provided through continuous release. Generally, a build is done every week. Each build contains updates from prior builds, therefore, an "update" is simply a matter of applying one build. AGS also provides patches for critical bug fixes that allow a customer to retain their stable release while getting a specific fix.	Bi-weekly. All ClearGov solutions are available on a 24/7 basis, and ClearGov is committed to 99.99% uptime. Given that we are a cloud-based solution product patches are upgrades are completed in real-time, without impact to system performance.	Product updates and all current/new enhancements are included in the monthly updates.	IGM provides updates and scheduled releases on a quarterly basis.
Is there a dedicated support contact for the City?	Yes	Yes	Yes	Yes	Yes
Provide name and information for customer support:	Matthew Akins - makins@aclarian.com	Brent Levinson	Please see ClearGov's Training and Support section included in this proposal response.	Denovo Service Desk	Gabi Altman - galtman@igm.technology / 800-419-1459
If the vendor is proposing to use a sub contractors, please provide background information: vendor relationship with that firm and specific services/products that the subcontractor will be providing on the project:	No	Not applicable. IBARS is AGS intellectual property and is entirely developed, maintained, supported and hosted by AGS staff.	ClearGov is not proposing to use a subcontractor	We do not anticipate utilizing any subcontractors or this project.	N/A. IGM does not intend to use subcontractors for this project
Does proposer's software meet security requirements?	Yes	Yes	Yes	Yes	Yes
Is a standard contract included with the proposal?	No	No	Yes	Yes	Yes
State the proposed timeline for implementation:	We will meet the city's timeline for implementation.	Realistically, with an award an finalized contract this November, the project will not start in earnest until January 2024. The month of December has the least traction for any project. AGS feels that a discussion about achievable goals on the project requires input from the City in order to make an April 2024 delivery commitment. A completed system by April 2025 is entirely achievable with specific useful components delivered earlier.	Please see ClearGov's Training and Support section included in this proposal response.	We are proposing a 7-month project timeline, further details are on page 5 of proposal.	10-12 weeks

Budgeting Software System RFP-RH-23-053 Closing: October 19, 2023 @ 3:00 PM	iKW Solutions (& eyko)	insightsoftware	Mythics, LLC	OpenGov, Inc.	Questica
Firm Established:	2017 eyko, Inc: 2018	2018	2020	2012	1998
Years in Business:	6 eyko, Inc: 5	Core business has been operational for 5 years, but many products via acquisition, are over 15 years old.	3	11	25
Type of Organization:	Corporation eyko, Inc: Corporation	Corporation	None circled	Corporation	Corporation
How many employees does your company employ?					
Full-time?	10 eyko, Inc: 10	2200+	30	627	502
Part-time?	100+ eyko, Inc: 4	100+	15	3	N/A
Year the vendor started in the business of selling budgeting software?	eyko, Inc: 2018	2020. The budgeting software we sell has been in the market for 20 years.	2020	2012	1998
Name of software proposed?	JD Edwards Enterprise One and eyko	Bizview	Aclarian	OpenGov Budgeting & Planning	Questica Budget
Is detailed specifications/literature of software included with the proposal?	Yes	Yes	Yes	Yes	Yes
Does the vendor provide upgrades automatically or on demand?	eyko, Inc: Automatically on Public Cloud. On Demand on a Private Cloud.	insightsoftware typically does quarterly updates automatically at no cost to the customer and at nonbusiness hours.	Automatically	Automatically. OpenGov delivers ongoing product updates and feature enhancements at no additional cost or level of effort from our customers. As a modern, SaaS application, there is no "installation" required.	Questica's single-tenant platform allows customers the freedom to choose if and when to apply upgrades. Unlike many other providers in our space, Questica does not automatically force upgrades, as we know how important it is to avoid changing the appearance and behavior of the product during critical periods in our customer's budget cycle.
How often does the vendor normally release product upgrades or enhancements?	Quarterly (JD Edwards); see eyko for their software specifics.	Quarterly. We release new versions after every 2-week sprint, and will typically upgrade customers, once approved, quarterly.	As needed and when new client features are developed.	Minor patches and updates generally occur every two weeks, while major updates take place on a quarterly cadence. Each major release is accompanied by detailed notes and user information to ensure that new features and capabilities are easily accessible and understandable by end users.	Questica typically releases 1-2 major versions of Questica Budget per year. Minor releases and nonbreaking hotfixes are more common and can be automatically deployed as we adjust existing functionality and address bugs in a timely fashion.
Is there a dedicated support contact for the City?	Yes	Yes - There is a dedicated team and contact during the implementation phase(s). Post-implementation sees two options. 1. Standard support 2. Optimization Services, a paid service for access to your specialist.	Yes	No	Yes
Provide name and information for customer support:	Paul McNulty (949) 715-3666 eyko, Inc: Michael.obeirne@eyko.io	Bizview Support <bizviewsupport@insightsoftware.com>	Matthew Akins - makins@aclarian.com	* Additional information will be provided upon award. *	Justin Walker Director, Technical Support, Customer Experience 877.707.7755 ext 4511 justin.walker@eunasolutions.com
If the vendor is proposing to use a sub contractors, please provide background information: vendor relationship with that firm and specific services/products that the subcontractor will be providing on the project:	iKW will use its team of professionals to support the implementation and the software will be provided by eyko.	Subcontractors may be required and this we depend on the implementation timing and requirements. Customer will be notified before subcontractors are engaged.	No	N/A	N/A. We not only own the Questica Budget solution but also have a dedicated team of in-house experts who handle all aspects of the implementation process without the involvement of third parties or subcontractors. We assume full responsibility for a successful implementation and provide post-implementation support in a class all of its own.

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Does proposer's software meet security requirements?	Yes	Yes	Yes	Yes	Yes
Is a standard contract included with the proposal?	Yes	Yes	No	Yes	Yes
State the proposed timeline for implementation:		A detailed timeline for implementation will require a scoping meeting to understand the specifics of your requirements. As a rough guide, implementations typically take about three months	We will meet the City's timeline for implementation.	OpenGov's team will be ready to begin implementation as soon as the contract has been executed. The proposed timeline for implementation is 9 months, however much of this depends upon the availability of the City's resources to support the project and attend the regular meetings with our implementation team. Please see the sample Statement of Work included with our proposal for additional details on project phasing.	Per the timeline depicted in the ensuing Additional Information section of our response, we have allotted a 26-week implementation set to commence on December 1, 2023. This proposed schedule, however, is not absolute and only serves as a sample of what the City of Rochester Hills could expect. The timeline can be compressed to satisfy the City's stated budget kick-off in early May, as it is dictated more by the City's resource availability, change management, and data integrity than by Questica's schedule.
State licenses that are required?	iKW has no current clients in the state of Michigan but will attain any required licenses should we be chosen.	None required	None	None	Questica is offering the City of Rochester Hills an 'unlimited' user license model for the Operating, Personnel and Capital modules of Questica Budget, and 'unlimited' user licensing for OpenBook Transparency and Budget Book Studio.
Describe support provided for software including average response time (hours), location of support facility, toll-free support line, etc.	iKW supports JD Edwards World, OneWorld, and EnterpriseOne software. Business hours for our support team are Monday – Friday 8:00 am – 5:00 pm PST. Additional support hours can be arranged. eyko, Inc: Average support time is less than 30 minutes. Support personnel are based in Texas and Oregon. Support is mostly provided through the application or through eyko's website.	As a customer, you can access our support portal and team. On top of having access to the customer success team members' numbers you can submit tickets with a severity number tagged to it (urgent tickets are addressed within 24 hours)	Toll free number, email and help desk chat. We aim to provide a response to any issue within 3 minutes.	Ongoing post-go-live support is included for all our customers. OpenGov provides best-in-class standard support resources such as telephone, email, chat, an online Support Portal, and additional support channels like webinars, user groups, and an online Resource Center, which contains hundreds of self-help articles, video tutorials, and guided walkthroughs that are accessible 24/7. Our Support team is available remotely throughout the U.S. Monday through Friday from 7:00 AM to 10:00PM ET (excluding OpenGov holidays). Our SLAs for initial response time vary by the severity level of the issue. For Standard Support, the first response time for Urgent severity level issues is one business hour. All our SLA and escalation information can be found at the following page: https://opengov.com/service-sla/	Questica customers can request support via telephone, email, and/or by way of our 24/7/365 customer-only Portal. Technical support is provided toll free (1.877.707.7755) by tenured and knowledgeable Questica employees. Standard support hours are 8:00 AM to 8:00 PM ET Monday through Friday, excluding major holidays in North America. Response time is generally no longer than two hours, although it is often immediate. Our goal is to resolve any issues on the first call whenever possible.

RFP-RH-23-053 Budgeting Software
Tabulation

Aclarian					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$52,500	\$	\$	\$	\$
Capital Improvement Budgeting Software	\$21,000	\$	\$	\$	\$
Personnel Budgeting Software	\$5,250	\$	\$	\$	\$
Implementation and Training	\$21,000				
System Support	\$5,250	\$	\$	\$	\$
Additional Services/Software (please list)	\$	\$	\$	\$	\$
Annual Subscription Fee	\$31,000	\$31,000	\$31,000	\$31,000	\$31,000
Total Amount of Proposal (per year)	\$136,000	\$31,000	\$31,000	\$31,000	\$31,000

Affinity Global Solutions					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$250,000	\$	\$	\$	\$
Capital Improvement Budgeting Software	Included	\$	\$	\$	\$
Personnel Budgeting Software	Included	\$	\$	\$	\$
Implementation and Training	Included				
System Support	\$0	\$50,000.00	\$52,000	\$54,080	\$56,245
Additional Services/Software (please list)			\$		
includes Hardware setup for \$40,0000 budgeting up to 8 trips)	\$82,000	\$43,680	\$45,430	\$47,230	\$49,120
Optional Items:					
Visualization of Performance Indicators	\$20,000				
Long Term Multi-Year Forecasting	\$20,000				
Web-Based Interactive Budget Book	\$25,000				
Interdepartmental Cross-Charging	\$25,000				
optional items	\$372,000	\$93,680	\$97,430	\$101,310	\$105,365
items	\$462,000	\$93,680	\$97,430	\$101,310	\$105,365

ClearGov					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget	\$24,000	\$	\$	\$	\$
Capital Improvement Budgeting Software	17,300	\$	\$	\$	\$
Personnel Budgeting Software	\$21,800	\$	\$	\$	\$
Implementation and Training	\$11,700				
System Support	\$	\$	\$	\$	\$
Additional Services/Software (please list)	\$	\$	\$	\$	\$
Digital Budget Book (i.e. Budget Book Software)	\$14,400				
Single Sign-On Authentication	\$900				
Bundle Discount	\$27,125				
Total Amount of Proposal (per year)	\$62,975	\$52,813.25	\$54,397.65	\$56,029.57	\$57,710.46

Denovo					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software					
Capital Improvement Budgeting Software					
Personnel Budgeting Software	\$72,000	\$72,000	\$72,000	\$72,000	\$72,000
Implementation and Training	\$295,000				
System Support		\$	\$	\$	\$
Additional Services/Software (please list)	\$	\$	\$	\$	\$
Annual Subscription Fee					
Total Amount of Proposal (per year)	\$367,000	\$72,000	\$72,000	\$72,000	\$72,000

IGM Technology					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$15,000	\$16,275	\$17,089	\$17,943	\$18,840
Capital Improvement Budgeting Software	\$7,500	\$7,875	\$8,269	\$8,682	\$9,116
Personnel Budgeting Software	\$7,500	\$7,875	\$8,269	\$8,682	\$9,116
Implementation and Training	\$25,000				
System Support	included	included	included	included	included
Additional Services/Software (please list)					
Open Data Transparency	\$3,000	\$3,150	\$3,308	\$3,473	\$3,647
Direct Connection	\$1,500	\$1,575	\$1,654	\$1,736	\$1,823
Total Amount of Proposal (per year)	\$59,500	\$36,750	\$38,589	\$40,516	\$42,542

iKW Solutions / eyko					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$54,000	\$54,000	\$55,620	\$57,289	\$59,007
Capital Improvement Budgeting Software	Included	Included	Included	Included	Included
Personnel Budgeting Software	Included	Included	Included	Included	Included
Implementation and Training	\$584,000				
System Support	\$58,400				
Additional Services/Software (please list)					
Total Amount of Proposal (per year)	\$696,400	\$54,000	\$55,620	\$57,289	\$59,007

insightsoftware						
Cost Proposal Form	Cost per License	Year 1	Year 2	Year 3	Year 4	Year 5
Description						
FP&A Platform	\$32,889	\$32,889	\$35,520	\$38,362	\$41,431	\$44,745
Administrators	\$2,023	\$8,091	\$8,738	\$9,437	\$10,192	\$11,007
Contributors	\$1,011	\$15,161	\$16,373	\$17,682	\$19,097	\$20,625
Viewers	\$252	\$2,769	\$2,991	\$3,230	\$3,489	\$3,768
Implementation & Training	Custom to process	\$50-100k range				
Total Amount of Proposal (per year)	(At license counts given in Addendum 1)	\$58,910 + imp	\$63,622	\$68,711	\$74,209	\$80,145

Mythics, LLC					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$52,500				
Capital Improvement Budgeting Software	\$21,000				
Personnel Budgeting Software	\$5,250				
Implementation and Training	\$21,000				
System Support	\$5,250				
Additional Services/Software (please list)					
Annual Subscription Fee	\$31,000	\$31,000	\$31,000	\$31,000	\$31,000
Total Amount of Proposal (per year)	\$136,000	\$31,000	\$31,000	\$31,000	\$31,000

OpenGov, Inc					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$64,325	\$67,541	\$70,918	\$74,464	\$78,187
Capital Improvement Budgeting Software	Included				
Personnel Budgeting Software	Included				
Implementation and Training	\$56,810				
System Support	Included				
Additional Services/Software (please list)					
Reporting and Transparency Platform	Included	Included	Included	Included	Included
Quarterly Feature Updates	Included	Included	Included	Included	Included
Dedicated Customer Success Manager	Included	Included	Included	Included	Included
Total Amount of Proposal (per year)	\$121,135	\$67,541	\$70,918	\$74,464	\$78,187

Questica					
Cost Proposal Form	Year 1	Year 2	Year 3	Year 4	Year 5
Description					
Operating Budget/ Budget Book Software	\$55,017	\$57,768	\$60,656	\$63,689	\$66,874
Capital Improvement Budgeting Software	Included	Included	Included	Included	Included
Personnel Budgeting Software	Included	Included	Included	Included	Included
Implementation and Training	\$53,100				
System Support	Included	Included	Included	Included	Included
Additional Services/Software (please list)					
Total Amount of Proposal (per year)	\$108,117	\$57,768	\$60,656	\$63,689	\$66,874