

REP RESULTS		
CC2013-06 SOFTWARE FOR THE MERCER COUNTY SURROGATE'S OFFICE		
SEPTEMBER 6, 2013		
PERFORMANCE BOND REQUIRED; NO ADDENDA ISSUED; CRITERIA STATED ON ATTACHED	AWARD FOR A THREE YEAR PERIOD; YEAR FOUR AND FIVE AWARDED AS PROPRIETARY MAINTENANCE AND SUPPORT	
NUMBER OF RESPONDENTS	2	
NAME OF BIDDER	COUNTY BUSINESS SYSTEMS	AMERICAN CADASTRE LLC DBA AMCAD
ADDRESS	1574 REED ROAD	13650 DULLES TECHNOLOGY DRIVE, SUITE 400
CITY, STATE, ZIP	PENNINGTON, NJ 08534	HERNDON, VA 20170
CONTACT	WILLIAM M. LENNON	EDWARD BERKOWITZ EVP & CFO
TELEPHONE	609 935 0180	703 787 7775 EXT. 162
FAX	609 935 0177	703 787 7710
WEBSITE OR E-MAIL	BLENON@CBS-NJ.COM	EBERKOWITZ@AMCAD.COM
HOLD PRICING BEYOND 60 DAYS	YES	DID NOT RESPOND
CONTINUITY OF OPERATION	PROVIDED PLAN	DID NOT RESPOND
BOND	SELECTIVE INSURANCE CO. OF AMERICA 10%	NGM INSURANCE COMPANY 10% NTE 20K
CONSENT OF SURETY	RICHARD MONTEVIDONI AIF WITH POA	ALAN R. HEIN AIF WITH POA
QUALIFICATION STATEMENT (SURROGATE COMMITTEE TO REVIEW)	INCLUDED	INCLUDED
FOUR REFERENCES (SURROGATE COMMITTEE TO REVIEW); MUST INSTALL FOUR SYSTEMS IN NEW JERSEY	INCLUDED: PASSAIC, GLOUCESTER, MONMOUTH, HUDSON	REFER TO SECTION ONE, PAGE 8
COST PROPOSAL (ATTACHED)	INCLUDED	INCLUDED
BUSINESS REGISTRATION	OK	OK
EIC REQUIRED IF AWARDED	6062 EXPIRES NOV. 15, 2019	REQUIRED
EXHIBIT A	INCLUDED	REQUIRED
STOCKHOLDER DISCLOSURE	OK	OK
INSURANCE REQUIRED IF AWARDED	IF AWARDED	IF AWARDED
AGREEMENT		REFER TO SECTION 18; DRAFT SOFTWARE AGREEMENT
TOTAL COSTS YEAR ONE	\$ 180,565.00	\$ 415,281.96
YEAR TWO	\$ 20,540.00	\$ 17,747.00
YEAR THREE	\$ 20,540.00	\$ 18,359.00
YEAR FOUR	\$ 21,525.00	\$ 19,001.00
YEAR FIVE	\$ 21,526.00	\$ 19,675.00
TOTAL COST (FIVE YEAR PERIOD)	\$ 264,696.00	\$ 490,063.96
EXCEPTIONS	NONE TAKEN	NONE TAKEN
FATAL FLAW	NO	NO

AMCAD CC2013-06 SURROGATE SYSTEM SOFTWARE					
SECTION ONE: CONSULTANT SERVICES	NUMBER OF CONTRACTOR HOURS REQUIRED	HOURLY RATE	TOTAL		
System Design and Implementation	1704	\$ 94.56	\$ 161,130.24		
Data Conversion	960	\$ 94.50	\$ 90,720.00		
Image Migration	N/A		INCLUDED		
Training (Including Travel)	96	\$ 98.24	\$ 9,431.04		
Other (Project Management including Travel)	624	\$ 115.57	\$ 72,115.68		
SECTION ONE SUBTOTAL			\$ 333,396.96	MATH ERROR ON PROPOSAL	
SOFTWARE, MAINTENANCE AND SUPPORT AND LICENSING					
SECTION TWO: SOFTWARE	Product No.*	Quantity	Cost per Module	Total for each Module	
25 USER LICENSES	REFER TO PROPOSAL	25	\$ 2,200.00	\$ 55,000.00	
PUBLIC ACCESS LICENSE	REFER TO PROPOSAL	1	\$ 9,720.00	\$ 9,720.00	
SECTION TWO SUBTOTAL				\$ 64,720.00	
*PRODUCT NUMBER MUST BE DESCRIBED AND CROSS REFERENCED IN PROPOSAL					
SECTION THREE: SOFTWARE MAINTENANCE AND SUPPORT	First Year	Second Year	Third Year	Fourth Year	Fifth Year
Software Maintenance	\$ 11,650.00	\$ 12,232.00	\$ 12,844.00	\$ 13,486.00	\$ 14,160.00
Software Assurance	\$ 5,515.00	\$ 5,515.00	\$ 5,515.00	\$ 5,515.00	\$ 5,515.00
SECTION THREE SUBTOTAL FOR EACH YEAR	\$ 17,165.00	\$ 17,747.00	\$ 18,359.00	\$ 19,001.00	\$ 19,675.00
SECTION FOUR: LICENSING FOR ALL USERS	First year	Second Year	Third Year	Fourth Year	Fifth Year
SECTION FOUR SUBTOTAL FOR EACH YEAR	COVERED IN SECTION 2	COVERED IN SECTION 2	IN SEC 2	IN SEC 2	IN SEC 2
HARDWARE, HARDWARE MAINTENANCE AND SUPPORT					
SECTION FIVE: HARDWARE	Make and Model	Quantity	Cost Per Unit	Total	
Databases				NOT AVAILABLE	
Servers				NOT AVAILABLE	
Scanners				NOT AVAILABLE	
Printers				NOT AVAILABLE	
Workstations				NOT AVAILABLE	
Cash Drawer				NOT AVAILABLE	
Sub-Total				\$ -	
SECTION SIX: HARDWARE MAINTENANCE AND SUPPORT	First year	Second	Third Year	Fourth Year	Fifth Year
Hardware Maintenance	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE
Hardware Assurance	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE
Sub-Total					

TOTAL PROJECT COSTS	
SECTION ONE CONSULTANT COSTS	\$ 333,396.96
SECTION TWO SOFTWARE COSTS	\$ 64,720.00
SECTION THREE SOFTWARE MAINTENANCE AND SUPPORT	
YEAR ONE	\$ 17,165.00
YEAR TWO	\$ 17,747.00
YEAR THREE	\$ 18,359.00
YEAR FOUR	\$ 19,001.00
YEAR FIVE	\$ 19,675.00
SECTION FOUR LICENSING	
YEAR ONE	COVERED IN SECTION 2
YEAR TWO	COVERED IN SECTION 2
YEAR THREE	IN SEC 2
YEAR FOUR	IN SEC 2
YEAR FIVE	IN SEC 2
SECTION FIVE HARDWARE	NOT AVAILABLE
SECTION SIX HARDWARE MAINTENANCE AND ASSURANCE	NOT AVAILABLE
YEAR ONE	\$ -
YEAR TWO	\$ -
YEAR THREE	\$ -
YEAR FOUR	\$ -
YEAR FIVE	\$ -
GRAND TOTAL*	\$ 490,063.96
CONTRACTS FOR YEARS FOUR AND FIVE MAINTENANCE AND SUPPORT AND LICENSING SHALL BE GENERATED PRIOR TO YEAR FOUR AND PRIOR TO YEAR FIVE AS PROPRIETARY MAINTENANCE AND SUPPORT	

COUNTY BUSINESS SYSTEMS CC2013-06 SURROGATE SOFTWARE					
SECTION ONE: CONSULTANT SERVICES	NUMBER OF CONTRACTOR HOURS REQUIRED	HOURLY RATE	TOTAL		
System Design and Implementation	56	\$ 187.50	\$ 10,500.00		
Data Conversion	120	\$ 187.50	\$ 22,500.00		
Image Migration					
Training (Including Travel)	40	\$ 187.50	\$ 7,500.00		
SECTION ONE SUBTOTAL			\$ 40,500.00		
SOFTWARE, MAINTENANCE AND SUPPORT AND LICENSING PER MODULE					
SECTION TWO: SOFTWARE	Product No.*	Quantity	Cost per Module	Total for each Module	
25 USER LICENSES		25		INCLUDED	
1 SERVER LICENSE	PROBATE	1	\$ 45,000.00	\$ 45,000.00	
1 SERVER LICENSE	CASHIERING	1	\$ 40,000.00	\$ 40,000.00	
1 SERVER LICENSE	MINOR ACCOUNTS	1	\$ 15,000.00	\$ 15,000.00	
1 SERVER LICENSE	ADOPTION	1	\$ 10,000.00	\$ 10,000.00	
APPLICATIONXTENDER COR SERVER 5-PACK	457-100-245	2	\$ 7,500.00	\$ 15,000.00	
SECTION TWO SUBTOTAL				\$ 125,000.00	
SECTION THREE: SOFTWARE MAINTENANCE AND SUPPORT					
	First Year	Second Year	Third Year	Fourth Year	Fifth Year
Software Maintenance	\$ 2,850.00	\$ 19,920.00	\$ 19,920.00	\$ 19,920.00	\$ 19,920.00
	\$ -				
SECTION THREE SUBTOTAL FOR EACH YEAR	\$ 2,850.00	\$ 19,920.00	\$ 19,920.00	\$ 19,920.00	\$ 19,920.00
SECTION FOUR: LICENSING FOR ALL USERS					
	First year	Second Year	Third Year	Fourth Year	Fifth Year
SECTION FOUR SUBTOTAL FOR EACH YEAR	NO CHARGE	NO CHARGE	NO CHARGE	NO CHARGE	NO CHARGE
HARDWARE, HARDWARE MAINTENANCE AND SUPPORT					
SECTION FIVE: HARDWARE	Make and Model	Quantity	Cost Per Unit	Total	
DATABASES		1	\$ -	\$ -	
SERVERS	DELL T320	1	\$ 7,950.00	\$ 7,950.00	
SCANNERS	CANON DR-6010	1	\$ 2,895.00	\$ 2,895.00	
PRINTERS	HP LASER JET P3015DN	1	\$ 750.00	\$ 750.00	
WORKSTATIONS		1	\$ -	\$ -	
CASH DRAWER		1	\$ -	\$ -	
Sub-Total				\$ 11,595.00	
SECTION SIX: HARDWARE MAINTENANCE AND SUPPORT					
	First year	Second Year	Third Year	Fourth Year	Fifth Year
Hardware Maintenance	\$ 620.00	\$ 620.00	\$ 620.00	\$ 1,605.00	\$ 1,606.00
Hardware Assurance	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total	\$ 620.00	\$ 620.00	\$ 620.00	\$ 1,605.00	\$ 1,606.00

TOTAL PROJECT COSTS	
SECTION ONE CONSULTANT COSTS	\$ 40,500.00
SECTION TWO SOFTWARE COSTS	\$ 125,000.00
SECTION THREE SOFTWARE MAINTENANCE AND SUPPORT	
YEAR ONE	\$ 2,850.00
YEAR TWO	\$ 19,920.00
YEAR THREE	\$ 19,920.00
YEAR FOUR	\$ 19,920.00
YEAR FIVE	\$ 19,920.00
SECTION FOUR LICENSING	
YEAR ONE	NO CHARGE
YEAR TWO	NO CHARGE
YEAR THREE	NO CHARGE
YEAR FOUR	NO CHARGE
YEAR FIVE	NO CHARGE
SECTION FIVE HARDWARE	\$ 11,595.00
SECTION SIX HARDWARE MAINTENANCE AND ASSURANCE	
YEAR ONE	\$ 620.00
YEAR TWO	\$ 620.00
YEAR THREE	\$ 620.00
YEAR FOUR	\$ 1,605.00
YEAR FIVE	\$ 1,606.00
GRAND TOTAL*	\$ 264,696.00
CONTRACTS FOR YEARS FOUR AND FIVE MAINTENANCE AND SUPPORT AND LICENSING SHALL BE GENERATED PRIOR TO YEAR FOUR AND PRIOR TO YEAR FIVE AS PROPRIETARY MAINTENANCE AND SUPPORT	

Evaluation Criteria

1. Project Understanding and Proposed Methodology (50 points)

- a. Proposal demonstrates a clear understanding of the scope of work and related objectives for the project
- b. Proposal is complete and responsive to the specific RFP requirements as stated and included in the proposal checklist:
 - i. Response narrative provided addressing all required categories
 - ii. Features and functionality of the system proposed
 - iii. Necessary hardware, software, connection requirements, and costs clearly provided.
 - iv. All check list items provided including requested reports and forms
- c. Project Narrative describes the modules proposed, implementation method, and cost sheet details.
- d. Proposal documents performance methodology.
 - i. Proposal documents previous performance methodologies.
 - ii. Timeliness to undertake and complete tasks.
 - iii. Gantt Chart provided.
 - iv. Clearly demonstrates plan and approach for implementation.
 - v. Assurance of Performance and quality control

2. Project Management, Experience, and Qualifications (10 Points)

- a. Project Management
 - i. Proposed scheduling and timeline meets County's needs
 - ii. Sound Project Management Plan provided
 1. Outlined Implementation Plan with Deliverables
 2. Quality Control clearly outlined
- b. Work Experience
 - i. Documented past performance
 - ii. Experience implementing Land Records Management Systems
 1. Demonstrates proposed product's ability to meet Legal requirements, Statutes, Circular Letters, Administrative Codes, etc.
- c. Qualification and Experience of Personnel
 - i. Education, training, and qualifications of vendor's employees are well documented and meet the needs of this project.
 1. Documentation of experience in performing similar work by employees and when appropriate, sub-contractors.
 2. General qualifications and experience as they relate to compliance with New Jersey contracting statutes and regulations, including Ethics.
 - i. Proposal demonstrates understanding of how County Government works and utilizes technology in Land Records Management Systems.
 - iii. Proposal addresses the work relationship and experience between the Contractor and the Sub-contractor.
 - iv. Documented use of in-house employees versus use of contracted / subcontracted resources.

3. Proposed Product (10 Points)

- a. Modules, software, product description(s), functionalities, and hardware (if applicable), meet the needs of the County.
- b. Imaging capabilities and processes meet State standards.
 - c. The level of training offered to enable staff to operate the recommended system is adequate and appropriate for this project and the County's needs.
 - d. Vendor assigns appropriate number of personnel to train end users.
 - e. Terms, conditions, and duration of training meet the needs of the County.

4. Cost of Implementation (20 Points)

- a. Professional Services
 - i. System Design and Implementation
 - ii. Data Conversion
 - iii. Image Migration
 - iv. Training
- b. Costs of goods to be provided and/or services to be performed
 - i. Price is adequately explained
 - ii. Clearly demonstrates where existing hardware may be used for a cost savings to the County
 - iii. Relative Cost: How does the cost compare to other similarly scored proposals?
 - iv. Full Explanation: Are the prices and its component charges, fee, etc. adequately explained and documented?
- c. Costs provided for:
 - i. Hardware
 - ii. Software
 - iii. Licensing
 - iv. Support
 - v. Connecting new hardware to the system
 - vi. Connecting existing equipment, programs, and software to system
 - vii. Ongoing maintenance costs per year
- d. Vendor's financial stability and strength is demonstrated to show vendor has sufficient financial resources to meet obligations.