

**CC2020-07 ADD MOBILE SERVICES ORDER CAPABILITY TO THE EXISTING HARRIS IMPRESSA CIS SOFTWARE FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER PROPOSALS OPENED 7/17/2020 AT 11:00AM**

CC2020-07 ADD MOBILE SERVICES ORDER CAPABILITY TO THE EXISTING HARRIS IMPRESSA CIS SOFTWARE FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER				
NUMBER OF RESPONDENTS:	<b>4</b>			
NAME OF BIDDER	<b>UNIVERUS, INC.</b>	<b>HARRIS INHANCE</b>	<b>ZINIER, INC.</b>	<b>SPRYPOINT SERVICES, INC.</b>
ADDRESS	2605 CLARKE STREET	3800 PALUXY DRIVE, SUITE 540	1300 S EL CAMINO REAL, SUITE 400	49 POWNAL STREET
CITY, STATE, ZIP	PORT MOODY, BC, V3H 1Z4	TYLER, TX 75703	SAN MATEO, CA 94402	CHARLOTTETOWN, PE C1A 3W2
CONTACT NAME	<b>JAY LEE</b>	<b>DAVE KEDZIOR</b>	<b>DARRYL TAN</b>	<b>RYAN CAWLEY</b>
TELEPHONE	416-520-6589	1-800-259-8222 X 65393	415-885-9757	902-940-6830
FAX	N/A	903-535-9015	N/A	902-576-9113
E-MAIL	<a href="mailto:JAY.LEE@UNIVERUS.COM">JAY.LEE@UNIVERUS.COM</a>	<a href="mailto:DKEDZIOR@HARRISCOMPUTER.COM">DKEDZIOR@HARRISCOMPUTER.COM</a>	<a href="mailto:DARRYL.TAN@ZINIER.COM">DARRYL.TAN@ZINIER.COM</a>	<a href="mailto:RCAWLEY@SPRYPOINT.COM">RCAWLEY@SPRYPOINT.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONAIRE	INCLUDED	N/A	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA DATE 7/5/2020	<b>VENDOR DID NOT SUBMIT ADDENDUM AT THE TIME OF THE PROPOSAL OPENING</b>	INCLUDED	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	<b>REQUIRED PRIOR TO AWARD</b>	INCLUDED	<b>REQUIRED PRIOR TO AWARD</b>	<b>REQUIRED PRIOR TO AWARD</b>
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	N/A	N/A	INCLUDED	INCLUDED
CERTIFICATE OF INSURANCE W-9	<b>REQUIRED FROM AWARDED VENDOR WITH SIGN CONTRACTS</b>	<b>REQUIRED FROM AWARDED VENDOR WITH SIGN CONTRACTS</b>	<b>REQUIRED FROM AWARDED VENDOR WITH SIGN CONTRACTS</b>	<b>REQUIRED FROM AWARDED VENDOR WITH SIGN CONTRACTS</b>
HOLDING PRICE FOR SIXTY (60) DAYS	N/A	N/A	INCLUDED	N/A
EIC	YES	N/A	YES	YES
COMPLIANCE WITH EMERGENCY SERVICES	<b>REQUIRED PRIOR TO AWARD</b>	<b>REQUIRED PRIOR TO AWARD</b>	<b>REQUIRED PRIOR TO AWARD</b>	<b>REQUIRED PRIOR TO AWARD</b>
LUMP SUM AMOUNT FOR YEAR (1)ONE	N/A	N/A	YES	YES
LUMP SUM AMOUNT FOR YEAR (2) TWO	\$58,700.00	\$88,500.00	\$93,380.00	\$148,000.00
LUMP SUM AMOUNT FOR YEAR (3) THREE	\$16,686.00	\$17,325.00	\$53,100.00	\$37,800.00
LUMP SUM AMOUNT FOR YEAR (4) FOUR	\$17,187.00	\$18,191.00	\$53,100.00	\$39,690.00
OPTION TO EXTEND ONE (1) YEAR				
LUMP SUM AMOUNT FOR YEAR (4) FOUR	\$17,702.00	\$19,100.00	\$53,100.00	\$41,675.00
REFERENCES	N/A	N/A	N/A	N/A
EXCEPTIONS	N/A	N/A	N/A	N/A
FATAL FLAW	<b>FATAL DEFECT</b>	<b>NONE</b>	<b>NONE</b>	<b>NONE</b>

**PROPOSAL VENDOR MUST COMPLETE TO ADD MOBILE SERVICE ORDER CAPABILITY TO THE EXISTING HARRIS IMPRESSA CIS SOFTWARE**

The undersigned respondent declares that he/she has read the Notice of Request for Proposal, Instructions to Respondents, Affidavits and Scope of Services, Requirements, Evaluation Criteria attached, that he/she has determined the conditions affecting the proposal agrees, if this proposal is accepted, to furnish and deliver the following:

**The fee proposal shall be submitted with lump sum amounts for the phases of work listed above in II. Scope of Work A - G. Where the work will be conducted in different segments, the proposed lump sum fee shall be itemized for each of those segments. Each lump sum fee shall be supported with estimated hours for the various job classifications and the respective hourly rates.**

**The proposal should specify any materials, documents and information that the proposing firm believes that City will be expected to provide and any tasks the respondent believes that the City must carry out in order for the work to take place successfully.**

**Respondents are welcome to submit their own proposal page with their breakdowns whichever is in the best interest of the City of Trenton.**

<b>LUMP SUM AMOUNT FOR YEAR ONE</b>	<b>\$_58,700*</b> _____
<b>LUMP SUM AMOUNT FOR YEAR TWO</b>	<b>\$_16,686</b> _____
<b>LUMP SUM AMOUNT FOR YEAR THREE</b>	<b>\$_17,187</b> _____
<b><u>OPTION TO EXTEND ONE (1) YEAR</u></b>	
<b>LUMP SUM AMOUNT FOR YEAR FOUR</b>	<b>\$_17,702</b> _____

2

**PROPOSAL**

**VENDOR MUST COMPLETE TO ADD MOBILE SERVICE ORDER CAPABILITY TO THE EXISTING HARRIS IMPRESA CIS SOFTWARE**

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<b>LUMP SUM AMOUNT FOR YEAR ONE</b>	<b><u>\$ 88,500.00</u></b>
<b>LUMP SUM AMOUNT FOR YEAR TWO</b>	<b><u>\$ 17,325.00</u></b>
<b>LUMP SUM AMOUNT FOR YEAR THREE</b>	<b><u>\$ 18,191.00</u></b>
<b><u>TOTAL FOR YEARS ONE, TWO AND THREE</u></b>	<b><u>\$124,016.00</u></b>
<b>OPTION TO EXTEND ONE (1) YEAR</b>	
<b>LUMP SUM AMOUNT FOR YEAR FOUR</b>	<b><u>\$ 19,100.00</u></b>

CC2020-04 TO ADD MOBILE SERVICE ORDER CAPABILITY TO THE EXISTING HARRIS IMPRESA CIS SOFTWARE



23

**PROPOSAL  
VENDOR MUST COMPLETE  
TO ADD MOBILE SERVICE ORDER CAPABILITY  
TO THE EXISTING HARRIS IMPRESSA CIS SOFTWARE**

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<b>LUMP SUM AMOUNT FOR YEAR ONE</b>	\$ 93, 380
<b>LUMP SUM AMOUNT FOR YEAR TWO</b>	\$ 53, 100
<b>LUMP SUM AMOUNT FOR YEAR THREE</b>	\$ 53, 100
<b><u>OPTION TO EXTEND ONE (1) YEAR</u></b>	
<b>LUMP SUM AMOUNT FOR YEAR FOUR</b>	\$ 53, 100

Fee Proposal

24

**PROPOSAL  
VENDOR MUST COMPLETE  
TO ADD MOBILE SERVICE ORDER CAPABILITY  
TO THE EXISTING HARRIS IMPRESSA CIS SOFTWARE**

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LUMP SUM AMOUNT FOR YEAR ONE	\$	<u>5148,000</u>	RC
LUMP SUM AMOUNT FOR YEAR TWO	\$	<u>537,800</u>	RC
LUMP SUM AMOUNT FOR YEAR THREE	\$	<u>539,690</u>	RC
<u>OPTION TO EXTEND ONE (1) YEAR</u>			RC
LUMP SUM AMOUNT FOR YEAR FOUR	\$	<u>541,675</u>	

SpryPoint Quote Sheet

Pricing Summary - SpryMobile



City of Trenton

	<u>Annual Cost</u>	<u>Implementation Cost</u>	<u>Solution Cost</u>
<b>SpryMobile</b>			
30 users	\$ 36,000	\$ 112,000	\$ -
<b>Total</b>	<b>\$ 36,000</b>	<b>\$ 112,000</b>	<b>\$ 148,000</b>

Notes

1. All SpryPoint solutions are delivered in the cloud and little to no hardware is required.
2. SpryMobile Users cost \$100/User/Month.
3. Payment Terms are net 30 days.

SpryPoint 3 Year Total Cost of Ownership (TCO)

3 Year Total Cost of Ownership with Option for Year 4



City of Trenton

Software as a Service Fees

	Year 1	Year 2	Year 3	Year 4
SpryMobile - Mobile Field Service	\$ 36,000	\$ 37,800	\$ 39,690	\$ 41,675
<b>Total</b>	<b>\$ 36,000</b>	<b>\$ 37,800</b>	<b>\$ 39,690</b>	<b>\$ 41,675</b>

Implementation

	Year 1	Year 2	Year 3	Year 4
Implementation	\$ 112,000	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 112,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Maintenance & Support

	Year 1	Year 2	Year 3	Year 4
Hardware	Included	Included	Included	Included
Upgrades & Ongoing Support	Included	Included	Included	Included
	<b>Included</b>	<b>Included</b>	<b>Included</b>	<b>Included</b>

**Total 3 Cost of Ownership** **\$ 225,490**

All SpryPoint solutions are delivered in the cloud and little to no hardware is required.

## Professional Services Rates

Resource	Hourly Rate
Project Manager	\$175
Implementation Specialists	\$175
Developers	\$175



## SpryPoint Project Plan

### Implementation Summary - SpryMobile

Task	Start	Duration	End	Onsite/Offsite	Responsibility	SpryPoint Effort	Cost
Project Management (Over life of project)	19-Oct-20	133	01-Mar-21	Offsite	SpryPoint & Client	100	\$ 17,500
Project Kickoff	19-Oct-20	1	20-Oct-20	Onsite	SpryPoint & Client	4	\$ 700
Gap Analysis Workshops - CIS Service Orders	19-Oct-20	2	21-Oct-20	Onsite	SpryPoint & Client	16	\$ 2,800
Gap Analysis Workshops - Assets	21-Oct-20	2	23-Oct-20	Onsite	SpryPoint & Client	16	\$ 2,800
Gap Analysis Workshops - Work Orders	02-Nov-20	2	04-Nov-20	Onsite	SpryPoint & Client	16	\$ 2,800
Gap Analysis Workshops - Reporting & Integrations	04-Nov-20	1	05-Nov-20	Onsite	SpryPoint & Client	8	\$ 1,400
Gap Analysis Report Preparation, Review & Sign-Off	05-Nov-20	11	16-Nov-20	Onsite	SpryPoint & Client	24	\$ 4,200
Integration - Harris Impressa Data Sync & Import	16-Nov-20	91	15-Feb-21	Offsite	SpryPoint & Client	64	\$ 11,200
Integration - GIS Layers	16-Nov-20	91	15-Feb-21	Offsite	SpryPoint & Client	24	\$ 2,800
Report & Dashboard Development	16-Nov-20	91	15-Feb-21	Offsite	SpryPoint & Client	24	\$ 4,200
Configuration Iterations - CIS Service Orders	23-Nov-20	84	15-Feb-21	Onsite	SpryPoint & Client	80	\$ 14,000
Configuration Iterations - Assets	23-Nov-20	84	15-Feb-21	Onsite	SpryPoint & Client	80	\$ 14,000
Configuration Iterations - Work Orders	23-Nov-20	84	15-Feb-21	Onsite/Offsite	SpryPoint & Client	80	\$ 14,000
End User Training (Power Users & Supervisors)	11-Jan-21	35	15-Feb-21	Onsite	SpryPoint & Client	16	\$ 2,800
End User Training (Field Staff)	11-Jan-21	35	15-Feb-21	Onsite	SpryPoint & Client	16	\$ 2,800
Parallel Testing	01-Feb-21	14	15-Feb-21	Offsite	SpryPoint & Client	16	\$ 2,800
Integration Testing	01-Feb-21	14	15-Feb-21	Offsite	SpryPoint & Client	16	\$ 2,800
User Acceptance Testing (UAT)	01-Feb-21	14	15-Feb-21	Offsite	Client	8	\$ 1,400
Cutover, Post GO LIVE Review, optimization and Support	15-Feb-21	14	01-Mar-21	Onsite	SpryPoint & Client	40	\$ 7,000
						<b>640</b>	<b>\$ 112,000</b>