MCCi
ExperienceExcellence

August 14, 2014

Mr. Richard Ewell
Procurement Specialist II
City of Fort Lauderdale Procurement Services Division
Room 619, City Hall, 100 North Andrews Avenue
Fort Lauderdale, FL 33301

Dear Mr. Ewell:

MCCi appreciates the opportunity to respond to your City's Best and Final Offer for Enterprise Content Management System (ECMS) and Professional Services (RFP #744-11384). We are pleased to include our response attached herein.

While reviewing the proposal please keep in mind the following advantages of being a MCCi client:

✓ *Familiarity & Stability:* The City of Fort Lauderdale is a current Municipal Code client and we currently maintain both the City and Land Development code for the city. http://www.municode.com/Library/FL/Fort_Lauderdale . Municipal Code Corporation has been in business for over 60 years and works with over 4,000 local government agencies across the United States, many of which are in the State of Florida.

✓ *Leading Provider.* For the past six years, MCCi was ranked as the #1 Laserfiche VAR in the United States and has over 535 Laserfiche clients with 130 in the State of Florida. MCCi attributes this success to focusing on successful implementations for our clients and a core belief in customer service. MCCi has a large user group following in South Florida as well. MCCi also created the Legistar/Granicus Legislative Management integration, and is a reseller and partner of Granicus.

✓ *Proven Solution:* Laserfiche is a proven solution in the municipal marketplace due to its user friendliness, focus on Records Management, security, and automation of business processes. Each user comes bundled with Workflow, Web Access (with mobility options), Snapshot for archiving electronic records, Advanced Audit Trail, and Digital Signatures. Unlimited Servers and repositories are included to support back-ups, failover clustering, and testing environments. There are also options for Electronic Forms, Records Management, Batch Processing tools, Integrations, and Web Portals. The Laserfiche solution provides all the functionality the City needs to help solve the issues as listed in the introduction. Over 150 Cities in the state of Florida use Laserfiche.

✓ *Focus.* MCCi specializes in working with public sector entities and focuses our products on solutions specifically for the Public Sector. In working with our clients over the past 15 years, MCCi has had the opportunity to gain an in depth look into how they utilize their documents on a day-to-day basis. This thorough understanding gives MCCi the edge needed to provide our clients with a tailored solution that will meet each individual organization's records retention needs.

✓ *Superior Support.* We offer support through our help desk, email, and toll free number, and also have an online support center that gives end users access to training manuals, "how to" checklists, training videos, a knowledge base, and software updates.

Sincerely,

Donny Barstow
President

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July 28, 2014

Donny Barstow, President
MCCi LLC
P.O. Box 2235
Tallahassee, FL 32316
Email: salessupport@mcciinnovations.com

RE: RFP No. 744-11384 - Enterprise Content Management System (ECMS) and Professional Services

The Selection and Evaluation Committee met on July 21, 2014, and has short-listed your firm for the above referenced RFP.

The Selection and Evaluation Committee is requesting that each of the four finalists submit a "Best and Final Offer" which will be due on August 18, 2014 at 2 pm.

In accordance with Fort Lauderdale City Code Sec. 2-194 (f),

"Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussion and revision of proposals and such revisions may be permitted through negotiations after submissions and prior to award for the purpose of obtaining best and final offers."

The City is requesting that each finalist submit a "Best and Final Offer" according to the attached Cost Proposal Page only. Pricing submitted in any other format will be considered non-responsive and will not be considered.

In accordance with Fort Lauderdale City Code Sec. 2-194 (g),

"Award shall be made to the responsible offeror whose proposal is determined in writing to be the most advantageous to the City taking into consideration price and the evaluation factors set forth in the request for proposals."

The proposer must complete pricing submission in the attached Cost Proposal Excel file; no other forms or formats will be accepted.   Contractor must quote firm, fixed rates for all services identified on the attached sheets.

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Attached you will find the Excel file to be completed and returned to the City. Do not use any other method to submit your information.

In addition to the pricing form, please respond to the following clarification questions:

1. Redaction – if redaction is permanently burned into the document within the system is there a second copy without the redaction or is the burned redaction in the system only an overlay that allows users to view depending upon permissions?

MCCi Response: Redactions inside Laserfiche are electronic overlays in which system security is used to manage access. When redacted documents are exported from the system, redactions are then burned into the document, removing all access to that text.

2. If redacted documents are exported to CD or published to CD along with the application for viewing, is the redaction permanently burned into the image and not allow any access to the redacted information at all whatsoever?

MCCi Response: Yes, when documents with redaction are exported from the Laserfiche system, redactions are burned into the images making the text inaccessible. Additionally, if CDs are published with the application security which protects redacted documents will stay in-tact.

Please submit an identified original plus five hard copies. The above requirements total six hard copies of your Best and Final Offer. Proposer must also submit your Best and Final Offer in electronic form on CD. The CD must contain one PDF file copy of the pricing form and the completed electronic (Excel) file. The items are to be returned via sealed bid envelope (email or fax will not be accepted) no later than 2:00 pm on August 18, 2014. All offers must be received by the City of Fort Lauderdale, in the Procurement Services Division, Room 619, 100 N. Andrews Avenue, Fort Lauderdale, Florida, 33301. Your submittal envelope must state the following information on the outside of the envelope:

<div align="center">

RFP 744-11384
"Best and Final Offer"
Opening Date: 8/18/2014

</div>

Sincerely,

Kirk Buffington, C.P.M., CPPO
Director of Finance

Attachment: Best and Final Cost Proposal pdf version
      Best and Final Cost Proposal excel version

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VENDOR NAME: MCCi LLC

RFP #744-11384 Enterprise Content Management System (ECMS) Best and Final Offers (BAFO)

Please provide your best and final offers for the individual items below. Include costs with quantities and annual maintenance/ongoing costs for all modules, applications and licenses needed to meet the requirements of the RFP (Part V Technical Specifications).   Please use the following line item descriptions that may pertain to your respective Software Solutions being proposed. If a particular item is not listed, add it to the appropriate category as an additional other/required item that would be needed to meet the requirements of the RFP.

 - Total of 250 Full User Licenses/or 120 Concurrent for the Department of Sustainable Development With access for images stored in the proposed solution from the OneSolution

Community Development Application.

 - If Discounts are being provided please note the discount amount in the comments field but apply to the individual costs

- Do not duplicate your costs if you find the item descriptions to be redundant or replicated for your respective Software Solution

 - Please ensure that all appropriate or needed licenses are included (Server and user if applicable)

 - Please add comments for clarification purposes if needed

** OPTIONAL Enterprise Unlimited Licensing will not be included and considered in the base cost for proposal ranking purposes.

 - Please submit one completed hardcopy, one PDF file and the Excel file as directed.

 - Itemize the costs where possible do not submit as combined costs

Note: * If licensed by CPU and Multiprocessor Servers are recommended please price the item appropriately

	-* Server Software *(Please note the recommended number of servers in the comment field)*	QTY /Per Server or CPU	Per LOB Application, if applicable	Cost	Total Cost	Annual Maintenance Cost	**OPTIONAL Enterprise (Unlimited)	COMMENTS
1	Application Server				0.00			Unlimited Application Server Licensing is Included in Rio Named User Licensing. Recommend 1 Application Server based on scope of RFP for production server as well as a separate server for Workflow and Web Access. Note that the ability to setup Test Servers is available in Rio.
2	Database/Auditing Server				0.00			Included in Rio Named User Licensing. Recommend Separate Auditing Server.
3	Distributed Processing Server				0.00			Distributed Processing is a new feature and currently included in Laserfiche licensing. Future availability may have associated costs and may require an additional server depending on scale and volume.
4	EDM Document Versioning Services				0.00			Included in Rio Named User Licensing
5	Electronic Forms/E-Forms/Unity Forms				0.00			Included in Forms Named User Licensing. Recommend separate forms server for internal use.
6	Full-Text Indexing, Automated Indexing Server/Automated OCR /Quick Fields/Zonal Recognition				0.00			Full text indexing (OCR) is included in Rio Named User Licensing. Other features are included in Quick Fields Pricing and licensing. Recommended 1 QuickFields machine/server for processing. Quick Fields is licensed per machine.
7	Automated Redaction				0.00			Included in Quick Fields pricing and licensing.
8	License Server				0.00			Included in Rio Named User Licensing. License Manager Server recommended on separate server/machine.
9	Multi User Server				0.00			Rio includes the ability to have multiple application servers and due to the named user model, named users would have access to those servers. Included in Rio Named User Licensing
10	Public Portal - Public Sector Constituency Web Access / Web Link, Unlimited for population of 170,747	1	1.00	17,000.00	17,000.00	3,400.00		Unlimited Access Public Portal. Recommend separate server. This item has been discounted from $50,000 to $17,000. Support has been discounted $10,000 to $3,400.

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		QTY			Total	Annual Maintenance	OPTIONAL Enterprise (Unlimited)	COMMENTS
11	Public Portal Anonymous Forms submittal	1	1.00	7,995.00	7,995.00	1,600.00		Unlimited Forms and Forms Submittal. Recommend separate server. Laserfiche Forms Users licensing is a prerequisite to being able to purchase Forms Portal licensing. The Forms Portal license allows Form submission from unlicensed (public) users. Forms Portal was also designed primarily for non-internal/public user submissions, therefore there is no Windows Authentication security validation provided. The users that access Forms through the Forms Portal can only submit forms (these users cannot participate in the business process after a form has been submitted). The Forms Portal is licensed to a specific Forms instance/server, rather than to the Laserfiche Application Server. Please note that if an organization desires to have a Forms Portal for internal users, as well as a Forms Portal for external users, and security protocol requires that these two Forms Portals reside on separate servers (one internal one external), multiple Forms Portal licenses are required.
12	Records Management				0.00			Included in Rio Named User Licensing.
13	Unity Client Server				0.00			N/A
14	Virtual Print Server				0.00			Virtual Printer (Snapshot) is included in Rio Named User licensing and does not require a separate server license.
15	Web Server				0.00			Included with Unlimited Public Portal
16	Exception Reporting - Missing Documents				0.00			Included in Rio Named User Licensing and is part of Auditing Server, Laserfiche search, Workflow administrative tools.
17	Other / required:				0.00			
18	Other / required:				0.00			
19	Other / required:				0.00			
20	Other / required:				0.00			
21	Other / required:				0.00			
22	Other / required:				0.00			
	Total	2.00	2.00	$24,995.00	**$24,995.00**	**$5,000.00**	$0.00	

	- User Licenses	QTY	Per User Cost		Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
1	Client User License Concurrent				0.00			N/A
2	Client user License Named	250.00	440.00		110,000.00	22,000.00		Includes Unlimited Laserfiche Servers, Records Management Edition, Digital Signatures, Workflow, WebAccess (includes SharePoint integration web parts & WebAccess Light), Advanced Audit Trail, Snapshot, and Email. This item has been discounted from $660 each to $440 each for a savings of $55,000. Support has decreased from $32,000 to $22,000 . Given the potential of the system, having a 1,000+ users, MCCi and Laserfiche are willing to provide the 1,000 user pricing, even though 250 users will be ordered initially.
3	Forms Concurrent User Licenses				0.00			N/A
4	Forms Named User licenses	250.00	40.00		10,000.00	2,000.00		Allows form creation and submission as well as the ability to participate in routing for all licensed users. Must match number of Full Named Users.

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#		QTY /Per Server or CPU	License/Per User Cost	Per LOB Application, if applicable	Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
5	Quick Fields OCR Forms Identification Auto Redaction	1.00	15,000.00		15,000.00	3,000.00		Includes Data validation, Bar Code, Zonal OCR, Document Classification, Forms Alignment and Identification, Forms Extractor, Optical Mark Recognition, Auto Stamp, Redaction/Bates Numbering. Licensed per machine, however the Quick Fields Agent, listed in line 49 allows sessions to be scheduled.
6	Records Management User License				0.00			Included in Rio Named User Licensing
7	Web Access /Light Client internal use				0.00			Included in Rio Named User Licensing.
8	Workflow Approval Management Module				0.00			Included in Rio Named User Licensing.
9	Workflow User Licenses Concurrent				0.00			N/A
10	Workflow User Licenses Named				0.00			Included in Rio Named User Licensing
11	Other / required: Quick Fields Agent	1.00	10,000.00		10,000.00	2,000.00		Quick Fields Agent for Rio will allow you to schedule Quick Fields Sessions to be run at specified times that may be more efficient to system usage and need.
12	Other / required:				0.00			
13	Other / required:				0.00			
14	Other / required:				0.00			
15	Other / required:				0.00			
	Total	502.00	$25,480.00	$0.00	**$145,000.00**	**$29,000.00**	$0.00	

#	- Integration/Interface Software	QTY /Per Server or CPU	License/Per User Cost	Per LOB Application, if applicable	Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
1	Integration Toolkits (API / Web services/SDK/)	1	2,500.00		2,500.00	500.00		
2	Application Enabler/Image Enable from other LOB applications (2 applications)							N/A
3	Microsoft Outlook 2010 Integration							Included in Rio Named User Licensing
4	Microsoft Office Integration (Include per user License if applicable)							Included in Rio Named User Licensing
5	Single Sign-on Active Directory							Included in Rio Named User Licensing
6	Ratchet X							RatchetX is not mandatory for performing the indicated integrations between Granicus Legislative Management Suite (Legistar) and/or OneSolution and Laserfiche. Estimated cost for RatchetX at the 250 user volume would be $240/license $48/support, and licenses need to be purchased for those that need integration capability for applications other than Granicus Legislative Management Suite (Legistar) and OneSolution.
7	Other / required:							
8	Other / required:							
9	Other / required:							
	Total	1.00	2,500.00	$0.00	**$2,500.00**	**$500.00**	$0.00	

#	- Advance Capture and Processing	QTY Per User/Per Server or CPU	License/Per User Cost		Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
1	Advanced Capture							Included in Rio Named User Licensing. This functionality includes Universal Capture, Laserfiche Capture, Drag & Drop, Import File, etc. Additional advanced capture functionality have been proposed in Quick Fields licensing.
2	Full Text Indexing Concurrent Client License							N/A

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#	Description	QTY	License/Per User /Server Cost		Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
3	Full Text Indexing Named Client License							Included in Rio Named User Licensing. OCR Text Indexing is included in user licensing, and can be adjusted in user settings.
4	Document Import Processor							N/A
5	Production Document Imaging							Included in Rio Named User Licensing. Additional document imaging functionality have been proposed in Quick Fields licensing.
6	Desktop Document Imaging/Scanning License	25	915.00		22,875.00	4,600.00		Desktop Scanning License (Scanconnect) are being priced as packs of 10, giving a total of 250 licenses for desktop scanning. If not all users will need desktop scanning, this can be reduced.
7	Automated Batch OCR and Zonal OCR User Licenses							Included in Quick Fields Pricing
8	Document Markup, Redaction annotations							Included in Rio Named User Licensing
9	Automated Redaction							Included in Quick Fields Pricing
10	Other / required:							
11	Other / required:							
12	Other / required:							
13	Other / required:							
Total		25.00	$915.00	$0.00	**$22,875.00**	**$4,600.00**	$0.00	

#	- Other General, Technical and Functional Requirements	QTY	License/Per User /Server Cost		Total Cost	Annual Maintenance Cost	OPTIONAL Enterprise (Unlimited)	COMMENTS
1	Briefcase (move documents offline line to device folder/location for editing then reimport into system)	QTY Per User/Per Server or CPU						Included in Rio Named User Licensing
2	CD Authoring Records Requests	1	3800		3,800.00	1600		Allows for burning of Read-Only run-time versions of the Laserfiche system for royalty-free distribution. Licensed per machine.
3	Image & Data Export							Included in Rio Named User Licensing
4	Mobile Access for Ipad							Included in Rio Named User Licensing
5	Mobile Access for Ipad per device License							Included in Rio Named User Licensing
7	Electronic Signature Software							Laserfiche Digital Signatures Included in Rio Named User Licensing
8	Electronic /Digital Signature user Licenses							Laserfiche Digital Signatures Included in Rio Named User Licensing
9	Other / required:							
10	Other / required:							
11	Other / required:							
Total		3,800.00	$0.00	$3,800.00	**$3,800.00**	**$1,600.00**	$0.00	

#	- Professional Services - Conversion and Integration Costs	Hours		Cost	Total Cost	Annual Maintenance Cost		COMMENTS
1	DSD Building Services Plans and Permits Legacy System Images and Data Conversion	85		185.00	15,725.00			MCCi Development Team will customize our data migration tool for The City's use to run the migration with MCCI's assistance. Please note that MCCi has developed a draft statement of work with assumptions and exceptions based on the discovery data provided by the City. This statement of work can be provided at any time and would be part of a final contract.

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		Total	85.00	0.00	$185.00	$15,725.00			
2	Integration with SunGard OneSolution Community Development Module (Retrieve/enable images from this application)		0	0	0.00	0.00	0		SunGard has confirmed that the Laserfiche/Community Development Integration is available directly from SunGard at a cost of $1,400.
3	Integration with Granicus Legistar		1				1000		Laserfiche integration with Granicus is developed, sold and maintained by MCCi. MCCi is a Granicus partner and reseller. This is an annual subscription cost, therefore only the annual cost is listed and the total of integration services at the end of the spreadsheet reflects a $0 as the $1,000 is in the annual maintenance total.
		Total		0.00		$0.00	$1,000.00		

	- Professional Services - Project Management & Implementation Tasks	Hours		Cost	Total Cost			COMMENTS
1	All Required Professional Services, Project Management , Discovery, Project Plan, per RFP and Proposal	160		165.00	26,400.00			
2	Travel Costs							
	Total	160.00	0.00	$0.00	$26,400.00	$26,400.00		

	***End User Training Costs - On-Site (For the purpose of calculating costs use 14 Students per Session, the City may require additional sessions at these costs per Training Class for all users)	# Students (14 max per Class)	# Class Days	Class Hours	Course Cost	Travel Costs	Total Cost	COMMENTS (*** For the purpose of Scoring and Final Ranking of Costs per the RFP these costs will be used)
1	Administrator Training (2 Users)	2	3		3,360.00	1,500.00	4,860.00	Full Scope of Administrator Training is detailed in MCCI's RFP response.
2	End User Training (14 Students per Session)	14	9		10,080.00	4,500.00	14,580.00	Full Scope of End-User Training is detailed in MCCi's RFP response. Assuming 2 Classes of 14 user per day.
3	Electronic Forms Training	4	0				0.00	Handled during Forms Administrator Training
4	Workflow Training	14	0				0.00	Handled during Workflow Configuration Training. End users Workflow training is minimal and will be covered during end user training.
5	Records Management Training	10	2		2,240.00	1,000.00	3,240.00	Record Management will take place with Record Manager and Admin Users. End Users actual Record Management Module Training will take place during end-user training as their actual interaction with Record Management Module is passive. Full Scope of Record Management Training is detailed in MCCi's RFP response.
6	Workflow Administrator	2	0		0.00		0.00	Handled during Workflow Configuration Training.
7	Forms Administrator	2	2		2,240.00	1,000.00	3,240.00	Comprehensive Forms Training description located in MCCI's RFP response.
8	Integration Tools Admin/Developer	2	1		1,120.00	500.00	1,620.00	Full Scope of SDK Training detailed in MCCi's RFP response.
9	Full Text, Quick Fields, Batch OCR ,Automated Indexing	10	2		2,240.00	1,000.00	3,240.00	Quick Fields Training detailed in MCCi's RFP response
10	Interface/Integration tool training	2	0				0.00	N/A
11	Other / Required: Workflow Configuration Training Level 2	2			11,510.00	1,500.00	13,010.00	Full Scope of Workflow Configuration Training Level 2 is covered in MCCi's RFP response.
12	Other / Required:						0.00	
13	Other / Required:						0.00	
	Total	64	19	0	$32,790.00	$11,000.00	$43,790.00	

User Training - Train the Trainer - On-Site	# Students	# Course Days	Course Hours	Course Cost	Travel Costs	Total Cost	COMMENTS

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#	Item							Comments
1	Administrator Training (2 Users)	2	3		3,360.00	1,500.00	4,860.00	Full Scope of Administrator Training is detailed in MCCI's RFP response.
2	End User Training	10	1		1,120.00	500.00	1,620.00	Full Scope of End-User Training is detailed in MCCi's RFP response.
3	Electronic Forms Training	10					0.00	Handled during Forms Administrator Training
4	Workflow Training	10					0.00	Handled during Workflow Configuration Training. End users Workflow training is minimal and will be covered during end user training.
5	Workflow Administrator	2					0.00	Handled during Workflow Configuration Training.
6	Forms Administrator	2	2		2,240.00	1,000.00	3,240.00	Comprehensive Forms Training description located in MCCi's RFP response.
7	Integration Tools Admin/Developer	2	1		1,120.00	500.00	1,620.00	Full Scope of SDK Training detailed in MCCI's RFP response.
8	Records Management Training	10	2		2,240.00	1,000.00	3,240.00	Record Management will take place with Record Manager and Admin Users. End Users actual Record Management Module Training will take place during end-user training as their actual interaction with Record Management Module is passive. Full Scope of Record Management Training is detailed in MCCi's RFP response.
9	Full Text, Indexing, Quick Fields, OCR Batch Automated Training	10	2		2,240.00	1,000.00	3,240.00	Quick Fields Training detailed in MCCI's RFP response
10	Other / Required: Workflow Configuration Training Level 2	2			11,510.00	1,500.00	13,010.00	Full Scope of Workflow Configuration Training Level 2 is covered in MCCi's RFP response.
11	Other / Required:						0.00	
12	Other / Required:						0.00	
13	Other / Required:						0.00	
	Total	60	11	0	**$23,830.00**	**$7,000.00**	**$30,830.00**	

Annual Maintenance, Support and Escrow Costs		Year (1)	Year (2)	Year (3)	Year (4)	Total Cost	COMMENTS
1	Annual Maintenance, Support		$41,950	$41,950	$41,950	41950	167,800.00	
2	Software in Escrow (*Please attach a sample copy of the Escrow Agreement*)		$1,400	$1,400	$1,400	$1,400	5,600.00	See attachment for sample copy.
	Total		$43,350.00	$43,350.00	$43,350.00	$43,350.00	$173,400.00	

- Other Costs	HRLY CHARGE	COMMENTS
1 Professional Services	$165.00	
2 Integration Services	$185.00	
3 Data Image Migration Import Services	$165.00	
4 Other		Please note, MCCi updated the formulas accordingly as some were not capturing the right information for the totals.

Optional	Year (1)	Year (2)	Year (3)	Year (4)	Total Cost		COMMENTS

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1	**Premium or Upgraded Support**	19,870	19,870	19,780	19,780	79,300.00	Premium/Upgraded support includes Training Center, Managed Services, and SLA. Training Center and Managed Services are enhancements to the support agreement that over 80% of our clients subscribe to but are optional. SLA provides guaranteed 4 hour response time from MCCi as well as the option for a dedicated support rep. Any of these 3 options can be broken out and added to the annual maintenance. See RFP response for more details. In addition, there can be another added layer of premium support for MCCi receiving 4 hour response time from Laserfiche corporate, when the need arises for assistance.
	Total	19,870.00	19,870.00	19,780.00	19,780.00	$79,300.00	

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RFP #744-11384 Enterprise Content Management System (ECMS) Best and Final Offers (BAFO)

Proposal Cost Summary

A. Software / Licenses	$199,170.00
B. Professional Services (Including Travel costs)	$26,400.00
C. Integration Services	$0.00
D. Conversion Services	$15,725.00
E. End User Training	$32,790.00
F. Training Travel Costs	$11,000.00
G. Software in Escrow Costs	$5,600.00
H. Maintenance Support Costs	$167,800.00
Proposal Grand Total	$458,485.00

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From:	Richard Ewell
Sent:	Wednesday, August 20, 2014 10:03 AM
To:	Shelley Gialluca
Subject:	FW: Ft Lauderdale RFP 744-11384

FYI

From: Donny Barstow [mailto:DWB@mccinnovations.com]
Sent: Wednesday, August 20, 2014 10:01 AM
To: Richard Ewell; Logan Di Liello; salessupport@mccinnovations.com; Alexis Blue; Gareth Cales
Subject: RE: Ft Lauderdale RFP 744-11384

Mr. Ewell,

Thank you for the confirmation and the questions. Please see answers to your questions below, and thank you and the City for your consideration.

1. Yes, it is confirmed that our grand total decreased from $606,935 to $458,485.   Below is a summary of the changes that led to the decrease:
    a. We were able to work with Laserfiche to offer the user licenses at the 1000+ user volume price-level, given the stated future expansion potential of the system. This is not typical, and took special approval from Laserfiche corporate. The previous pricing was based on the standard 200-500 user pricing tier.
    b. We were also able to work with Laserfiche to reduce the price of the Dual Processor Public Portal from $50,000 to $17,000.   This also took special approval from Laserfiche corporate.
    c. The overall cost of annual maintenance decreased due to:
        i. The product pricing decreased listed in items 1.a & 1.b listed above.
        ii. The spreadsheet made a differentiation between standard maintenance and premium level. Since MCCi's Training Center, SLA, and Managed Service Packages are not required, we moved those to the premium section.   Over 82% of our government clients opt into these packages, but given the format of the excel pricing sheet, it was clear we needed to separate.
        iii. While the cost did decrease, data conversion costs, and additional Software Licensing were added to meet the requirements identified in the RFP meetings and subsequently included in the BAFO spreadsheet requirements. The additional software licensing includes, Quick Fields Complete, Quick Fields Agent and 250 Scanconnect licenses for direct desktop scanning.
2. Escrow Agreement – See attached documents
3. Formula Changes – Note that all references to cells below are based on the specific cells in the template you sent out titled "11384 BAF Attachment 2". To cross reference, we have included the correlating cell reference number in parenthesis below. Also, he reason blank rows were added (between the detailed cost and final summary cost section) to our response spreadsheet, was for printing/pagination purposes only.
    a. In your original excel template, Cell G172 (Cell G191 in our final submission) for "Maintenance Support Costs", was pulling in Cell G102 (Cell G102 in our final submission), which was the total for "Professional Services-Project Management & Implementation Tasks".   That total was already included in the formula for cell G166 (Cell G185 in our final submission) and not a part of Annual Support and Maintenance.   Therefore, for that cell's formula in our response spreadsheet, we did not include the cost for Professional Services-Project Management & Implementation Tasks. This was the only formula change made by MCCi. Please let us know if this was a mistake that needs to be corrected.
    b. To answer your specific Escrow question – We did not add in escrow to the formula for Cell G172. It was already included separately in the Proposal Cost Summary in Cell G171, so no formula changes were needed.

Donny Barstow | President
MCCi

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P: 850.701.0711
Email: dwb@mccinnovations.com
Website: www.mccinnovations.com

From: Richard Ewell [mailto:REwell@fortlauderdale.gov]
Sent: Tuesday, August 19, 2014 9:16 AM
To: Logan Di Liello; salessupport@mccinnovations.com; Alexis Blue; Gareth Cales; Donny Barstow
Subject: Ft Lauderdale RFP 744-11384

Mr. Barstow – I am in receipt of your response to our Best and Final request and have a few questions:

1) Can you please confirm that your new Proposed Grand Total is now $458,485.00 (from the original $606,935)?
2) There was no sample of your Escrow Agreement attached as requested, can you email to me?
3) Can you state what correction you made to the spreadsheet? Did you change the formula for Annual maintenance to include Escrow?

Please advise at your earliest convenience.

Richard Ewell
City of Fort Lauderdale
Procurement Services
PH 954/828-5138
FX 954/828-5576

CITY OF FORT LAUDERDALE

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From: Alexis Blue [mailto:ablue@mccinnovations.com]
Sent: Thursday, November 20, 2014 3:33 PM
To: Donny Barstow; Shelley Gialluca
Cc: Logan Di Liello
Subject: RE: Question - SAL and Managed Services

Hi Shelley-

Here is the cost breakdown. Let me know if you need a description of each as well.

SLA- $8,390
Managed Services- $7,560
Training Center- $3,920

Thanks!

Alexis Blue| Sales Director
MCCi
P: 850.701.0725 ext 1656
Email: ablue@mccinnovations.com
Website: www.mccinnovations.com

MCCi
ExperienceExcellence

From: Donny Barstow
Sent: Thursday, November 20, 2014 12:25 PM
To: Shelley Gialluca
Cc: Alexis Blue; Logan Di Liello
Subject: Re: Question - SAL and Managed Services

Alexis - please provide the breakdown of the SLA, MS, and TC for Shelley.

Shelley - we recommend all three options based on the options our city and county customers typically want with our support services. However, you all can chose any, all, or none.

Donny Barstow
MCCi | President
850.701.0711
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www.mccinnovations.com

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From: Logan Di Liello [mailto:Logan@mccinnovations.com]
Sent: Tuesday, December 02, 2014 8:27 AM
To: Shelley Gialluca
Cc: Alexis Blue; Donny Barstow
Subject: RE: Laserfiche - Fort Lauderdale

Hi Shelley,
We just price it based on your user count/volume. You have no limit to the number of users that have access to the Training Center.

Logan Di Liello| Senior Account Executive | CDIA+
MCCi | Tallahassee
P: 850.408.5433
Email: logan@mccinnovations.com
Website: www.mccinnovations.com

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ExperienceExcellence

Shelley Gialluca/Senior Technology Strategist
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100 North Andrews Avenue/Fort Lauderdale, FL 33301
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