

Nebraska Department of
Banking and Finance

RFP 5960 Z1

COTS Financial Licensing
and Enforcement Software
Solution

NEBRASKA

DEPARTMENT OF BANKING
AND FINANCE

COST PROPOSAL ORIGINAL

Submitted by
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Attachment C – Cost Sheet

Option A RFP Number 5960 Z1 Revised Cost Proposal Sheet OCIO Hosted or Cloud Based Infrastructure as a Service (IaaS)

Bidders shall provide their proposed costs below. The costs must be guaranteed for the initial six (6) year contract period. The contract has the option to be renewed for three (3) additional three (3) year periods, as mutually agreed upon by the State and the contractor. Please indicate pricing for all renewal periods for support and maintenance. At each renewal date the price cannot increase more than 5% for the entire renewal period. All increases shall be calculated against the previous renewal periods price.

Introduction

NE DBF has provided substantial detail in the RFP plus we had our support and implementation teams do a comparison between the RFP requirements and the current CAVU functionality for a high-level gap analysis. We wanted to make sure we proposed the best solution for NE DBF.

During our evaluation of your detailed requirements, we determined several key areas being requested that would require extensive modifications to the CAVU product suite. Several of these areas are:

- Improved Search Capabilities
- Configurable screen labels
- Enhanced revenue capabilities
- Additional interfaces
- Reporting enhancements
- Enhanced workflow for agency processes
- Enhanced page and data element permissions
- Product extensibility with APIs

The CAVU modifications ranged from \$500,000-\$750,000 although that number will vary based on agency priority and confirmation of the requirements. Based on our overall assessment, we determined the effort to provide these extensions and enhancements likely does not meet the Department's longer-term goals or align to a future vision of the financial regulatory market.

MicroPact has chosen to propose our ETK Regulatory solution. MicroPact has been building another market-leading financial regulatory solution, ETK Regulatory, in partnership with several other state banking and financial regulatory agencies. Utilizing our domain knowledge, we have been extracting the best business capability from across all of our banking solutions (CAVU, ACO, and Versa) to create a more robust and configurable offering.

Our proposed solution is in response to your requirements and based on the best functional and technical fit, corporate fit, cost-of-ownership, lowest risk, secure and proven platform, and emerging market position.

MicroPact’s cost proposal includes:

- Converted Software Licenses
- Annual Maintenance and Support
- Professional Services Costs
- Optional Costs
 - Optional Software Modules
 - Optional Renewal Periods
 - Professional Services Rate Table
- Project Assumptions

Software Licenses

We appreciate that NE DBF has been a valued MicroPact customer for the past 8 years. When NE DBF first purchased CAVU, the Department purchased a perpetual use license for the software. As part of our proposal, MicroPact will convert the same named user licenses and comparable system modules that covers the existing licensed functionality at no additional cost. This results in significant value creation since we’re providing a more robust solution platform, with broader extensibility, as a credit against the previous software license fees paid.

NE DBF PURCHASED...	NE DBF WILL GET...
CAVU eLicense	➡ ETK-Regulatory, Customizable Help
CAVU eLicense Online	➡ eFile (portal)
Standard Reporting	➡ Report Builder
Scanning Capability	➡ eScan

The only license fees we have provided are included as optional; these optional modules represent functionality that was not previously provided as part of the CAVU solution. These optional modules are not required for the full operation of the ETK Regulatory Banking and Securities solution.

MicroPact has proposed to deploy the solution within Nebraska’s state environment. We can also provide hosting options for AWS, or Azure upon request.

MicroPact will also honor your current maintenance amount. NE DBF will be paying \$67,057 in annual support and maintenance in 2020, you will continue to pay that amount, which has normal incremental annual increases.

Professional Services

This section includes the professional services fees to implement the NE DBF banking and securities functionality.

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Description	Initial Contract Period – Year One	Initial Contract Period – Year Two	Initial Contract Period – Year Three	Initial Contract Period – Year Four	Initial Contract Period – Year Five	Initial Contract Period – Year Six
Software License	Included					
Installation of Test Environment	\$ 28,047.14					
Installation of Production System	\$ 18,698.09					
Configuration	\$ 560,942.77					
Data Conversion – Configuration and Testing	\$ 54,819.07					
Data Conversion – Final Data Conversion before Go-Live	\$ 6,091.01					
Implementation and testing	\$ 233,726.16					
Go-Live	\$ 93,490.46					
Support and maintenance	\$ 67,057.00	\$ 68,398.14	\$69,766.10	\$71,161.42	\$72,584.65	\$74,036.35

Optional Software Modules

This section includes optional modules and recurring costs available to NE DBF to extend the system capability, and includes:

- Document management module and associated annual maintenance.
- Analytics module provided as a software as a service pricing model.

Description	Initial Contract Period – Year One	Initial Contract Period – Year Two	Initial Contract Period – Year Three	Initial Contract Period – Year Four	Initial Contract Period – Year Five	Initial Contract Period – Year Six
entellitrak Document Management Module License - 50 Concurrent Users (Optional)	\$ 143,691.33					
entellitrak Document Management Module Annual Support & Upgrade Subscription - 50 Concurrent Users (Optional)	\$ 28,738.27	\$ 29,313.03	\$ 29,899.29	\$ 30,497.28	\$ 31,107.22	\$ 31,107.22
entellitrak Analytics Module SaaS - 50 Concurrent Users (Optional)	\$ 55,282.66	\$ 56,388.32	\$ 57,516.08	\$ 58,666.40	\$ 59,839.73	\$ 59,839.73

ATTACHMENT C – COSTS

Optional Renewal Periods

This section includes the costs associated optional renewal periods. These costs do not include any maintenance related to the optional modules identified above.

ATTACHMENT C – COST SHEET

Description	First Optional Renewal Period – Year One	First Optional Renewal Period – Year Two	First Optional Renewal Period – Year Three
ETK Regulatory Support and Maintenance	\$ 68,398.14	\$ 69,766.10	\$ 71,161.42

Description	Second Optional Renewal Period – Year One	Second Optional Renewal Period – Year Two	Second Optional Renewal Period – Year Three
ETK Regulatory Support and Maintenance	\$ 72,584.65	\$ 74,036.35	\$ 75,517.07

Description	Third Optional Renewal Period – Year One	Third Optional Renewal Period – Year Two	Third Optional Renewal Period – Year Three
Support and Maintenance	\$ 77,027.41	\$ 78,567.96	\$ 80,139.32

OPTIONAL COSTS

Provide the hourly rate for additional consulting services for new time and materials for in scope projects. There is no guarantee regarding the number of hours that will be used.

The bidder must list each role/title and provide an hourly rate. These rates are fixed for the initial term of the contract. At renewal time, rates may increase by no more than 5% with supporting justification to justify increase.

Role/title	Hourly rate
Project Manager	\$ 197.86
Business Analyst	\$ 128.13
Technical Writer	\$ 122.48
Subject Matter Expert	\$ 151.13
Application Engineer	\$ 131.90
QA Tester	\$ 131.90
Database Analyst	\$ 219.73
Security Specialist	\$ 138.12

Actual travel expenses will be billed separately so the quoted rates must not include those expenses. Travel must be authorized before it occurs. Travel expense to be reimbursed will be as defined by the State’s travel reimbursement policies. It is the contractor and subcontractor’s responsibility to understand the State’s polices regarding travel reimbursement.

Project Assumptions

- MicroPact has assumed a project duration of 12 months.
- NE DBF and MicroPact will agree to a Statement of Work that outlines the MicroPact project deliverables, and the NE DBF and MicroPact responsibilities.
- MicroPact will use an iterative configuration project approach.
- NEDBF will identify all IT personnel necessary to support this effort and will ensure that those personnel will be available during analysis, testing, and deployment. NE DBF will additionally ensure that MicroPact project personnel have reasonable access to designated personnel.
- MicroPact will designate an experienced Project Manager (PM) to manage this effort and to act as the principal point-of-contact (POC). MicroPact requires that NE DBF designate a PM to act as the principal POC for this effort.
- MicroPact will schedule an initial kickoff meeting between MicroPact and NE DBF. MicroPact will provide an Installation Project Plan, which will outline deliverables and deadlines for both MicroPact and NE DBF. The Installation Project Plan must be accepted and signed by both MicroPact and NE DBF before MicroPact performs any migration, installation, or configuration services.
- MicroPact will adhere to the design patterns inherent in the entellitrak COTS product and implement requirements in such a way as to best leverage those capabilities. Advanced configuration will be incorporated at MicroPact's discretion.
- A strict and formal project change control process will be followed to process and adjudicate any proposed requirements changes or additions. Prior to development start all parties must agree upon the change control process.
- After requirements acceptance, addition of new requirements to this baseline will only occur as a result of a formal project change control process.
- Requirements:
 - Requirements must be approved before the development sprints can begin.
 - Up to three (3) requirements gathering sessions
- MicroPact and NE DBF will follow the below process for accepting any and all deliverables that require Client acceptance:
 - Other than software, MicroPact will submit all deliverables in writing.
 - NE DBF will have a period of three (3) business days to respond to the submitted deliverable with any requested changes.
 - Within three (3) business days of the requested changes, MicroPact will resubmit the deliverable.
 - NE DBF will then have three (3) business days to accept the resubmitted deliverable. If NE DBF does not find the resubmitted deliverable acceptable the above process will continue.

- If NE DBF does not respond within the intervals outlined above, the submitted deliverable will be considered accepted by NEDBF.
- NE DBF will be responsible for developing and providing User Acceptance Test Cases/Scripts. UAT test cases/scripts will be furnished to MicroPact three weeks prior to the scheduled UAT.
- Place of Performance for all MicroPact activities will be at MicroPact headquarters or any of its satellite offices. Meetings, demonstrations etc. will be performed remotely unless otherwise agreed upon by MicroPact and NE DBF.
- NE DBF will supply and host all hardware and software needed to maintain entellitrak software.

We have included configuration of the following license types within the project scope:

- 8-1108.02(1) Federal RegA+ Tier 2
- 8-1108.02(2) - Federal Rule 506
- 8-1110(5)(b) - Exchange Exemption
- 8-1111(11)(b) - Existing Shareholder Exemption
- 8-1111(15) - Agricultural Cooperatives
- 8-1111(16) - Federal Rule 505
- 8-1111(18) - Common Trust Fund Exemption
- 8-1111(20) - Intrastate Offering Exemption
- 8-1111(21) - Non Profit Pooled Income Fund
- 8-1111(22) - Viatical Settlement
- 8-1111(23) - Small Intrastate Offering Exemption
- 8-1111(9) - LTD Offering Exemption
- Auditor
- Bank Holding Company
- Board of Director
- Broker Dealer - Branch Office
- Broker-Dealer
- Broker-Dealer - Non FINRA
- Broker-Dealer Agent
- Broker-Dealer Agent - Non FINRA
- Business Development Company
- Business Opportunities
- Class I Executive Officer's License
- Class II Executive Officer's License
- Common Stock
- Credit Union Branch
- Credit Union Loan Officer
- Debt
- Delayed Deposit Service
- Delayed Deposit Service Branch
- Federal Savings Bank
- Federal Savings Bank Branch
- Form U1
- Franchise
- Installment Loan Lender
- Installment Loan Lender Branch
- Installment Sales Registration
- Investment Adviser - SEC
- Investment Adviser - STATE
- Investment Adviser Representative - SEC
- Investment Adviser Representative - STATE
- Issuer-Dealer
- Issuer-Dealer Agent
- Limited Partnership
- LLC
- Loan Broker
- Loan Production Office
- Miscellaneous
- Mobile Branch Bank
- Money Transmitter Agent
- Mortgage Banker
- Mortgage Banker - Other Trade Name
- Mortgage Banker - Other Trade Name License
- Mortgage Banker Branch
- Mortgage Banker Branch Registration
- Mortgage Banker Exemption
- Mortgage Banker Registration
- Mortgage Loan Originator
- National Bank
- National Bank Branch
- Notice Filing - Closed End Mutual Fund
- Notice Filing - Open End Mutual Fund
- Notice Filing - Unit Investment Trust
- Other State Bank

- Other State Bank Branch
 - Other State Bank Loan Production Office
 - Out of State Trust Company
 - Out of State Trust Company Branch
 - Personal Loan License
 - Pledge of Securities
 - Preferred Stock
 - Product Offering
 - Product Offering Branch
 - Qualification
 - REIT
 - Sale of Checks/Funds Transmission Branch License
 - Sale of Checks/Funds Transmission License
 - Sales Finance Company
 - Sales Finance Company Branch
 - Savings & Loan Branch
 - State Bank Branch
 - State Bank School Branch
 - State Chartered Bank
 - State Chartered Credit Union
 - State Chartered Savings & Loan
 - State Chartered Trust Company
 - Technology Service Provider
 - Trust Company Branch
 - Trust Department
 - Trust Office
-
- Transactions - No more than 30
 - Case Types - No more than 3
 - UAT - One to 1.5 months of UAT
 - Reports - No more than 30 custom reports – We will plan to convert NE DBF’s top 30 executed reports
 - Interfaces/Integration Points - Online Payment, 3 Imports, and 1 Export
 - Certificates - Up to 102
 - Letter Templates - Up to 271
 - Letterhead – Up to 3 different types of letterhead to be used on the included print templates
 - Data Migration - From no more than one legacy database following MicroPact standard data migration processes
 - System Admin Training - No more than one class with a maximum of 2 attendees
 - UAT Training - No more than one class with a maximum of 5 attendees
 - End User Training – Train the Trainer - No more than one class with a maximum of 5 attendees per class
 - RFP - MicroPact will have the opportunity to provide detailed pricing and project duration in response to an RFP
 - Training Assumptions
 - Two (2) System Administrator Training, five (5) UAT Training and five (5) End User Training.
 - All training occurs in-person at MicroPact headquarters. Additional travel fees may be incurred if other arrangements are mutually agreed upon.
 - NEDBF may reschedule a training date without penalty by providing written notification up to five (5) days prior to the class. If written notification is not received five (5) days prior to the scheduled class, MicroPact will invoice on the day of the class.

- Minimum of three (3) trainees are required per session.
 - Standard training does not include any deliverables besides classroom training.
 - Customized training manuals or user manuals are not included in the implementation. Standard entellitrak user and administration guides will be provided in pdf format.
 - Training materials over 150 pages will be provided in soft copy format only. Requests for printed copies will require quote from printing company.
 - Deliverables will be provided in Microsoft Word or PDF format.
 - One (1) trainer is required for every 25 attendees.
 - Interactive hands-on training is only recommended for 50 users or less per session
 - MicroPact does not authorize the audio or video recording of its training sessions.
 - NEDBF is responsible under the ADA for providing reasonable accommodations for its employees and agents attending electronic or in-person training.
- Billing and Invoicing
 - MicroPact will email login credentials to NE DBF's designated POC for an SFTP site where the license and software may be downloaded by NE DBF. Upon email delivery to NE DBF, MicroPact considers licenses and software delivery to be complete, regardless of when NE DBF opts to login to SFTP site and download. MicroPact will select "Request a Delivery Receipt" when emailing so as to provide proof of delivery upon request.
 - Annual support and upgrade subscription (maintenance) shall begin on contract award date. After the expiration of the base year maintenance period, MicroPact will annually invoice NEDBF for maintenance, to be paid in full by NE DBF at the inception of each maintenance period. Annual support and upgrade escalates at 2% per year.
 - MicroPact will invoice for professional services on a monthly basis. Changes in scope or requirements will require a change request and/or contract modification.
 - Payment is due within 30 days of the invoice date.
 - Cancellation or rescheduling of professional services requiring travel may result in costs associated with the cancellation or change of travel. NE DBF will reimburse MicroPact for any travel fees associated with the cancellation or rescheduling of professional services. Please refer to Section E8 and E9 of MicroPact's standard End User License and Services Agreement available at www.micropact.com/terms.
 - The MicroPact End User License and Services Agreement, www.micropact.com/terms, is incorporated by reference. Quote valid for 30 days Proprietary and Confidential Information of MicroPact.