



350 Linden Oaks, Suite 215  
Rochester, New York 14625  
January 28, 2018

State Purchasing Bureau  
Attn: Nancy Storant/Annette Walton  
1526 K Street, Suite 130  
Lincoln, NE 68508

**RE: RFP 5948 Z1 Aging Information Software System – Best and Final Offer (BAFO) Response**

Dear Ms. Storant, Ms. Walton:

Enclosed please find the Best and Final Offer (BAFO) for RFP 5948 Z1 submitted by PeerPlace Networks LLC.

The PeerPlace Networks LLC Attachment A BAFO price submission now includes an AIRS compliant Resource Directory and Consumer Portal.

Sincerely,

A handwritten signature in blue ink, appearing to read "Todd Baitsholts".

Todd Baitsholts

Director of Business Development

**ATTACHMENT A COST PROPOSAL**  
**Best and Final Offer**  
RFP 5948 Z1  
Form A  
Aging Information System Software Solution

Bidder to complete the following cost proposal, including all costs associated with each section.

| <b>DESCRIPTION</b>   | <b>COST</b> |
|--|-------------|
| Project Planning which includes the following: <ul style="list-style-type: none"> <li>a. Detailed Project Work Plan</li> <li>b. Testing Methodology</li> <li>c. Risk Management. Issue Management, Organizational Change Control, Work Management, and Change Control procedures.</li> <li>d. Status Reporting Plan</li> <li>e. Project Status Meetings Protocol</li> <li>f. Electronic Project Library</li> <li>g. Security Plan</li> <li>h. Business Continuity Plan/Disaster Recovery Plan</li> </ul> | \$13,750    |
| Requirements Analysis which includes the following: <ul style="list-style-type: none"> <li>a. Requirements Validation Documents</li> <li>b. Fit/Gap Analysis</li> <li>c. Pilot/Prototype</li> </ul>  | \$69,500    |
| Design which includes the following: <ul style="list-style-type: none"> <li>a. Detailed System Design Documentation</li> <li>b. Testing Plan</li> </ul>  | \$69,500    |
| Development, Interfaces, and Integration which includes the following: <ul style="list-style-type: none"> <li>a. Software Development Plan</li> <li>b. Development/Customization</li> <li>c. Software Development Summary Report</li> <li>d. Schedule of Interface Development Efforts</li> <li>e. Interface Environment Setup</li> <li>f. Interface Development and Testing</li> </ul>  | \$103,250   |

|  |          |
|--|----------|
| Data Conversion which includes the following:<br>a. Data conversion Plan and Guide<br>b. Conversion Results Report   | \$27,500 |
| Testing which includes the following:<br>a. User Acceptance Plan and Testing<br>b. User Acceptance Testing Results   | \$27,500 |
| Training which includes:<br>a. Training Plan<br>b. Training Sessions<br>c. Training Manuals  | \$13,750 |
| Implementation which includes the following:<br>a. Implementation Plan<br>b. Final Readiness Assessment<br>c. Documentation<br>d. Problem Resolution Plan<br>e. System Go-Live | \$13,750 |

**FIRM NAME:** PeerPlace Networks LLC

**ATTACHMENT A COST PROPOSAL**  
RFP 5948 Z1  
Form B  
Aging Information System Software Solution

Bidder to complete the following Cost Proposal.

**Please note that the sum of the percentage of payment prior to completion of implementation cannot exceed 35%.**

The total cost cannot exceed the total cost on Form A.

| <b>DESCRIPTION</b>                       | <b>Percentage</b> | <b>COST</b> |
|--|-------------------|-------------|
| Project Planning                         | %                 | \$13,750    |
| Requirements Analysis                    | %                 | \$69,500    |
| Design                                   | %                 | \$69,500    |
| Development, Interfaces, and Integration | %                 | \$103,250   |
| Data Conversion                          | %                 | \$27,500    |
| Testing                                  | %                 | \$27,500    |
| Training                                 | %                 | \$13,750    |
| Implementation                           | %                 | \$13,750    |
| <b>Totals</b>                            | 100%              | \$338,500   |

| Description             | License Type<br>(e.g. Concurrent,<br>Unlimited, etc.) | Cost Per User                         | Initial Contract<br>Period Year<br>One | Initial Contract<br>Period Year<br>Two | Initial Contract<br>Period Year<br>Three | Initial Contract<br>Period Year<br>Four |
|-------------------------|---|---------------------------------------|--|--|--|---|
| Software License<br>Fee | Up to 300<br>Named Users                              | \$350 Per<br>Year / Per<br>named user | \$105,000                              | \$105,000                              | \$108,150                                | \$108,150                               |

Please note any Tier pricing available for Software licenses.  
Please note all applicable License types that would be used.

| Description  | Initial Contract Period Year One      | Initial Contract Period Year Two      | Initial Contract Period Year Three    | Initial Contract Period Year Four     |
|--|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| Hosting Fee (Public Resource Directory)                                    | \$10,200                              | \$10,200                              | \$10,200                              | \$10,200                              |
| Travel Expense   | \$6,000                               | \$3,000                               | \$3,000                               | \$3,000                               |
| Operations and Maintenance   | No Charge                             | No Charge                             | No Charge                             | No Charge                             |
| Any additional costs not included above and list what those costs are for. | Sams Interface Maintenance<br>\$8,700 | Sams Interface Maintenance<br>\$8,700 | Sams Interface Maintenance<br>\$8,960 | Sams Interface Maintenance<br>\$8,960 |

**Renewal Costs:**

| Description  | License Type (e.g. Concurrent, Unlimited, etc.) | Cost Per User                   | First Optional Renewal Period – Year One | First Optional Renewal Period – Year Two | First Optional Renewal Period – Year Three |
|--|---|---------------------------------|--|--|--|
| Software License Fee   | Up to 300 Named Users                           | \$350 Per Year / Per named user | \$111,395                                | \$111,395                                | \$111,395                                  |
| Hosting Fee (Public Resource Directory)                                    |   |                                 | \$10,700                                 | \$10,700                                 | \$10,700                                   |
| Travel Expenses  |   |                                 | \$3,000                                  | \$3,000                                  | \$3,000                                    |
| Operations and Maintenance   |   |                                 | No Charge                                | No Charge                                | No Charge                                  |
| Any additional costs not included above and list what those costs are for. |   |                                 | Sams Interface Maintenance<br>\$9,230    | Sams Interface Maintenance<br>\$9,230    | Sams Interface Maintenance<br>\$9,230      |

| Description  | Second Optional Renewal Period – Year One | Second Optional Renewal Period – Year Two | Second Optional Renewal Period – Year Three |
|--|---|---|---|
| Software License Fee   | \$114,735                                 | \$114,735                                 | \$114,735                                   |
| Hosting Fee (Public Resource Directory)                                    | \$11,050                                  | \$11,050                                  | \$11,050                                    |
| Travel Expenses  | \$3,000                                   | \$3,000                                   | \$3,000                                     |
| Operations and Maintenance   | No Charge                                 | No Charge                                 | No Charge                                   |
| Any additional costs not included above and list what those costs are for. | Sams Interface Maintenance<br>\$9,500     | Sams Interface Maintenance<br>\$9,500     | Sams Interface Maintenance<br>\$9,500       |

**FIRM NAME:** PeerPlace Networks LLC

**Optional Costs:**

| Description                       | Initial Contract Period Year One | Initial Contract Period Year Two | Initial Contract Period Year Three | Initial Contract Period Year Four |
|-----------------------------------|----------------------------------|----------------------------------|------------------------------------|-----------------------------------|
| Ombudsman Long Term Care Database | \$13,200                         | \$13,200                         | \$13,600                           | \$13,600                          |

| Description                       | First Optional Renewal Period – Year One | First Optional Renewal Period – Year Two | First Optional Renewal Period – Year Three |
|-----------------------------------|--|--|--|
| Ombudsman Long Term Care Database | \$14,000                                 | \$14,000                                 | \$14,000                                   |

| Description                       | Second Optional Renewal Period – Year One | Second Optional Renewal Period – Year Two | Second Optional Renewal Period – Year Three |
|-----------------------------------|---|---|---|
| Ombudsman Long Term Care Database | \$14,400                                  | \$14,400                                  | \$14,400                                    |

Please list all Job Titles that pertains to this contract where the State of Nebraska would be charged an Hourly Rate

| Description By Job Title                  | Rate Per Hour |
|---|---------------|
| Solutions Architect (Systems Integration) | \$195 / Hour  |
| Reporting Specialist / Designer           | \$165 / Hour  |
| DBA – Data Migration Specialist           | \$165 / Hour  |
| Business Analyst                          | \$175 / Hour  |
| Software Developer                        | \$165 / Hour  |
| Project Manager                           | \$175 / Hour  |
| Software Trainer                          | \$165 / Hour  |
|   | \$            |
|   | \$            |
|   | \$            |

Bidder may add additional lines as needed

**FIRM NAME:** PeerPlace Networks LLC