



Response to RFP 5948 Z1 - Aging Information System Software Solution

2nd BAFO opening date: February 12, 2019 (2pm CST)

2nd Best and Final Offer (BAFO 2)

Submitted to:

Nebraska State Purchasing Bureau
Attn: Nancy Storant, Buyer
1526 K Street, Suite 130
Lincoln, NE 68508

Submitted by:

 Michael Zawadski, President
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ATTACHMENT A COST PROPOSAL
Second 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.

DESCRIPTION	COST
Project Planning which includes the following: a. Detailed Project Work Plan b. Testing Methodology c. Risk Management, Issue Management, Organizational Change Control, Work Management, and Change Control procedures. d. Status Reporting Plan e. Project Status Meetings Protocol f. Electronic Project Library g. Security Plan h. Business Continuity Plan/Disaster Recovery Plan	\$ 5,730
Requirements Analysis which includes the following: a. Requirements Validation Documents b. Fit/Gap Analysis c. Pilot/Prototype	\$ 5,730
Design which includes the following: a. Detailed System Design Documentation b. Testing Plan	\$ 7,640
Development, Interfaces, and Integration which includes the following: a. Software Development Plan b. Development/Customization c. Software Development Summary Report d. Schedule of Interface Development Efforts e. Interface Environment Setup f. Interface Development and Testing	\$ 11,460
Data Conversion which includes the following: a. Data conversion Plan and Guide b. Conversion Results Report	\$ 13,370
Testing which includes the following: a. User Acceptance Plan and Testing b. User Acceptance Testing Results	\$ 7,640
Training which includes: a. Training Plan b. Training Sessions c. Training Manuals	\$ 11,460

Implementation which includes the following: a. Implementation Plan b. Final Readiness Assessment c. Documentation d. Problem Resolution Plan e. System Go-Live	\$ 127,970
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FIRM NAME: RTZ Associates, Inc.

ATTACHMENT A COST PROPOSAL
Second Best and Final Offer Request
 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%.

SAMPLE COST PROPOSAL WITH PERCENTAGES

DESCRIPTION	Percentage Of Total Cost	COST	
Project Planning	2%	\$20,000	The percentages for these 7 Milestone cannot total up to more than 35% of the Total Cost from Form A.
Requirements Analysis	3%	\$30,000	
Design	7%	\$100,000	
Development, Interfaces, and Integration	11%	\$110,000	
Data Conversion	5%	\$50,000	
Testing	2%	\$20,000	
Training	2%	\$20,000	
Implementation	65%	\$650,000	
Totals	100%	\$1,000,000	

The total cost cannot exceed the total cost on Form A. Please complete per the sample above.

DESCRIPTION	Percentage	COST
Project Planning	3%	\$5,730
Requirements Analysis	3%	\$5,730
Design	4%	\$7,640
Development, Interfaces, and Integration	6%	\$11,460
Data Conversion	7%	\$13,370
Testing	4%	\$7,640
Training	6%	\$11,460
Implementation	67%	\$127,970
Totals	100%	\$191,000 [a]

[a] RTZ acknowledges that payment prior to implementation cannot exceed 35% of total costs.

Description	License Type (e.g. Concurrent, Unlimited, etc.)	Cost Per User	Initial Contract Period Year One	Initial Contract Period Year Two	Initial Contract Period Year Three	Initial Contract Period Year Four
Software License Fee	see note [b]					

Please note any Tier pricing available for Software licenses.

Please note all applicable License types that would be used.

[b] While we appreciate that the RFP called for a range of 150 to 250 user licenses – and it was subsequently suggested that the State may need as few as 100 licenses at go-live, based on our experience working with other states on similar deployments, we think DHHS will benefit from having more people using / accessing the system – especially given the robust ombudsman and fiscal management components that GetCare offers. Accordingly, the ongoing “Operations and Maintenance” fee (delineated below) **includes 200 active user licenses** (portioned across SUA and AAAs); these 200 account holders can concurrently log-in to GetCare with no degradation to system performance. Additional user licenses beyond this amount are available for \$50 per month, per license. No credits are applied for unused licenses.

Description	Initial Contract Period Year One	Initial Contract Period Year Two	Initial Contract Period Year Three	Initial Contract Period Year Four
Hosting Fee	included	included	included	included
Travel Expense	see note [c]	see note [c]	see note [c]	see note [c]
Operations and Maintenance	\$198,000	\$198,000	\$198,000	\$198,000
Any additional costs not included above and list what those costs are for.	none	none	none	none

[c] Our pricing includes one complimentary pre-implementation onsite visit (RTZ to determine staffing / duration and will work with DHHS in regard to the location and timing). Additional visits can be provided, if desirable, for \$500 per staff-day (whole or partial, including travel days) plus the actual travel expenses incurred for coach airfare, mid-tier car rental or ride-share service, and business-grade lodging.

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	see note [b]				
Hosting Fee			included	included	included
Travel Expenses			see note [c]	see note [c]	see note [c]
Operations and Maintenance			\$203,940	\$203,940	\$203,940
Any additional costs not included above and list what those costs are for.			none	none	none

Description	Second Optional Renewal Period – Year One	Second Optional Renewal Period – Year Two	Second Optional Renewal Period – Year Three
Hosting Fee	included	included	included
Travel Expenses	see note [c]	see note [c]	see note [c]
Operations and Maintenance	\$210,050	\$210,050	\$210,050
Any additional costs not included above and list what those costs are for.	none	none	none

Firm Name: RTZ Associates, Inc.

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	included	included	included	included

Description	First Optional Renewal Period – Year One	First Optional Renewal Period – Year Two	First Optional Renewal Period – Year Three
Ombudsman Long Term Care Database	included	included	included

Description	Second Optional Renewal Period – Year One	Second Optional Renewal Period – Year Two	Second Optional Renewal Period – Year Three
Ombudsman Long Term Care Database	included	included	included

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
Standard, blended all-inclusive hourly rate	\$ 165
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$

Bidder may add additional lines as needed

Firm Name: RTZ Associates, Inc.

Please note that our pricing is all-inclusive and, as discussed at the demo, includes robust functionality (such as our ombudsman and fiscal components) that goes beyond that specified in the RFP scope of work. We really liked the DHHS team and think that our company and our GetCare product would be a great fit for the State. Please let us know if we can provide any additional information to assist with your decision. We really appreciate the opportunity to earn your business and hope we have the chance to implement a best-of-breed system for the State of Nebraska.