



Passionate about government.

Cost Proposal

**Nebraska Department of Administrative
Services**

**Financial Licensing and Enforcement
Software System**

Solicitation Number: RFP 5960 Z1

ORIGINAL

Submission Deadline:
January 31, 2018

Contact Information:
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Nebraska Department of Administrative Services

RFP # 5960 Z1

Financial Licensing and Enforcement Software Solution for Department of Banking and Finance

Cost Proposal from GL Solutions



**Government Licensing Solutions
to Streamline Regulatory Agencies**

Submission Deadline: 2:00 p.m. CST, January 31, 2019



Contact Information:

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GL Solutions

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ATTACHMENT C

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.

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	\$350,000					
Installation of Test Environment	\$N/A					
Installation of Production System	\$N/A					
Configuration	\$414,377					
Data Conversion – Configuration and Testing	\$30,510					
Data Conversion – Final Data Conversion before Go-Live	\$Included Above					
Implementation and testing	\$130,795					
Go-Live	\$15,000					
Support and maintenance	\$176,629	\$181,927.87	\$187,385.71	\$193,007.28	\$198,797.50	\$204,761.42
Basic Tech Support Plan						



Optional Renewal Periods

Description	First Optional Renewal Period – Year One	First Optional Renewal Period – Year Two	First Optional Renewal Period – Year Three
Support and Maintenance GL Simple - Standard	\$203,136	\$209,230.08	\$215,506.98

Description	Second Optional Renewal Period – Year One	Second Optional Renewal Period – Year Two	Second Optional Renewal Period – Year Three
Support and Maintenance GL Simple - Professional	\$393,576	\$405,383.28	\$417,544.78

Description	Third Optional Renewal Period – Year One	Third Optional Renewal Period – Year Two	Third Optional Renewal Period – Year Three
Support and Maintenance GL Simple - Enterprise	\$685,572	\$706,139.16	\$727,323.33



Optional Costs:

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
Hosting Fee	\$35,302.89	\$36,361.98	\$37,452.84	\$38,576.42	\$39,733.72	\$40,925.73

Description	First Optional Renewal Period – Year One	First Optional Renewal Period – Year Two	First Optional Renewal Period – Year Three
Hosting Fee	Included	Included	Included

Description	Second Optional Renewal Period – Year One	Second Optional Renewal Period – Year Two	Second Optional Renewal Period – Year Three
Hosting Fee	Included	Included	Included

Description	Third Optional Renewal Period – Year One	Third Optional Renewal Period – Year Two	Third Optional Renewal Period – Year Three
Hosting Fee	Included	Included	Included



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
System enhancements and Modifications (all roles)	\$139.59
Hourly Support (includes ad-hoc training)	\$138.59

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.

Introduction to GL Simple

GL Solutions offers various support plans to meet your agency's needs after your new GL Suite system is implemented. We do offer the traditional industry-standard support plans offered by other vendors; however, we have not found this to be the best support model for satisfying government agency needs or helping agencies run effectively and efficiently. Software



systems are an evolutionary process—offices continually change, new rules and regulations are handed down by the legislature, business processes are modified or added, etc. That is why we created our comprehensive service and support plan, GL Simple—a simple solution that includes dedicated support, expert guidance, hosting (if desired), and all future software changes and enhancements, for one fixed annual rate.

RFP Required Support

We created this low-cost option to meet only the requirements detailed within an agency's procurement document. The RFP Required Support plan includes a GL Suite software warranty and will satisfy all of your RFP requirements.

Basic Technical Support

Designed for clients for clients that have their own capable IT support and require limited IT support from GL Solutions, the Basic Technical Support plan offers a full range of user support and a GL Suite software warranty.

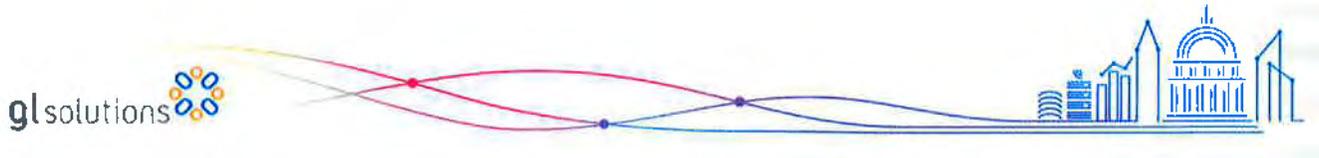
GL Simple

GL Simple offers comprehensive customer service by providing dedicated support, expert guidance, hosting (if desired), changes, and enhancements—all for a single, fixed annual fee. For the full GL Simple contract, see "Introduction to GL Simple" within the Cost Response.

GL Simple will allow your agency to keep up with its evolving needs. With GL Simple, you can start small and develop your system incrementally. You can begin with a system that meets your critical needs then enhance and modify it over time, based on your wants and needs not your budgetary allowance. You determine your key desires for the year, and GL Solutions will take care of it.



Rather than stir up conflict over matters of money, as industry-standard support plans so often do, GL Simple cultivates partnership and an ongoing relationship. It enables GL Solutions to help our clients flourish and achieve all of their goals. When you choose a GL Simple support plan, you benefit from an offering designed to support your growth and evolving objectives.



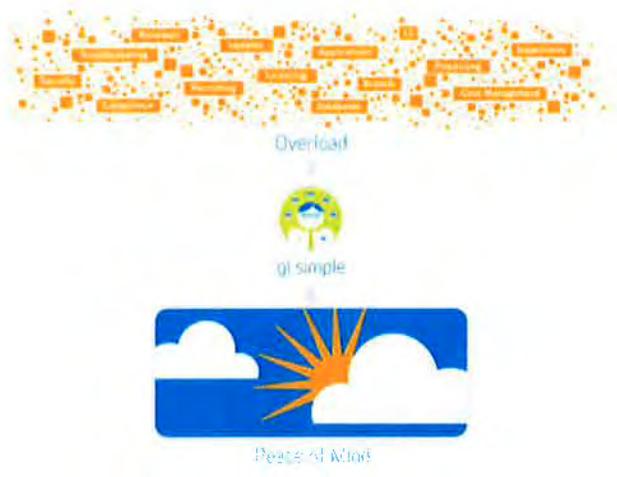
A Flat-Fee Solution

GL Simple is easy to understand, predictable, and sensitive to your budget. One fixed, annual fee covers the cost of hosting (if desired), software changes, upgrades, technical support, best practices advice, and even strategic guidance.

Your GL Simple annual fee is based on the number of system users at your agency. There are no other costs. You pay a single fee each month for access to everything GL Solutions and GL Suite have to offer.

Free Hosting

Use GL Suite software on your servers or allow us to host your system at our data center, at no additional charge. GL Simple support includes housing your software application and database on our reliable, continually monitored servers. We guarantee system security and availability, so you can be confident that GL Suite is online and ready whenever you are—24 hours a day, 7 days a week, 365 days a year. Our servers are kept in a highly secure data center with state-of-the-art features and authorized-only access to the hardware and software.



Free Software Changes

GL Simple gives you peace-of-mind that we will always be there to help you meet your needs at no extra cost. Changes and enhancements to your software—and all the expert guidance and support you need—are included in the annual fee.

GL Simple Pricing

GL Simple provides everything our clients need at a fixed annual cost that stays the same even as your wants change. GL Simple support is available in three tiers: *Standard*, *Professional*, and *Enterprise*. Within each tier, the fee is based on the number of client users with access to the GL Suite software (the *Standard* tier is only available to clients with 8 or more users).

If you plan to make relatively few changes and maintain a steady course, the *Standard* plan is probably for you. If you want to improve methodically at a moderate pace, choose *Professional*. If you have lofty goals to lower your operating costs, improve your operations, make things easier for licensees, or enhance public safety, *Enterprise* will give you everything you need. Your selected tier only affects the guaranteed minimum number of tasks and projects per year.

GL Simple provides changes to GL Suite on a task or project basis. Each tier of GL Simple support comes with a different level of minimum guaranteed tasks and projects per year. A task represents a single item, such as a new report. A project represents a number of tasks that require project management, for example building a new renewal website. Agencies receive a minimum of 24 tasks and 1 project per year, no matter how small their staff.

Support Plan Cost Comparison

Service Details	Industry-Standard Support		GL Simple Support		
	RFP Required Support	Basic Technical Support	Standard	Professional	Enterprise
Defect Correction Warranty	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Upgrade Subscription & Licensing Fees	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Ongoing Training	NOT INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Dedicated Agency Partner & Agency Specialist	NOT INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Hosting	ADDITIONAL COST	ADDITIONAL COST	INCLUDED	INCLUDED	INCLUDED
New Software Upgrades	ADDITIONAL COST	ADDITIONAL COST	INCLUDED	INCLUDED	INCLUDED
Changes & Enhancements	ADDITIONAL COST	ADDITIONAL COST	INCLUDED	INCLUDED	INCLUDED
# Annual Tasks*:	N/A	N/A	24	24	48
# Annual Projects*:	N/A	N/A	5	12	12

*Number of annual tasks and projects are calculated based on 100 Named Users

Support Plan Cost Comparison

GL Simple strengthens the partnership and long-term relationships we cultivate with all of our agency clients.