State of Nebraska

RFP 6214 Z1

Cost Proposal

Presented by | Clint Gordon, CivicReady Account Executive

CIVICPLUS®
THE Integrated Technology Platform for Local Government

Cost Proposal
Request for Proposal Number 6214 Z1

Bidder Name: CivicPlus, LLC

Cost submitted for Year One, Year Two and Year Three of the initial period are firm for the entire contract period each year and cannot increase. Price escalation of no more than 3% may be allowed for each renewal period.

Any request for an increase must be submitted in writing to the State Purchasing Bureau a minimum of 30 days prior to contract renewal date, and must show cause and be accompanied by supporting documentation. Failure to supply any requested supporting documentation may be ground to reject the requested increase and cancel the contract. The State further reserves the right to reject any proposed price increase(s), cancel the contract and re-bid if determined to be in the best interest of the State. The State will be given full proportionate benefit of any decrease for the term of the contract. No price increases are to be billed to the State without prior written approval by the State Purchasing Bureau.

	Cost Proposal No Telephony Messaging	Year One	Year Two	Year Three
1	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 0 - 50,000 contacts	N/A	N/A	N/A
2	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 50,001 - 75,000 contacts	N/A	N/A	N/A
3	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 75,001 - 100,000 contacts	N/A	N/A	N/A
4	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 100,001 - 250,000 contacts	N/A	N/A	N/A
5	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 250,001 and up contacts	*$168,778	*$167,623	*$167,623
6	GIS mapping fees if not included in base price add on per enrolled contact per year	Included	Included	Included

*Pricing is firm regardless of if the client utilizes telephony messaging or how many citizens are enrolled in the system. Your solution will include unlimited administrators, users, groups, subscribers, messages and quick launch templates.

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	Cost Proposal Including Telephony Messaging	Year One	Year Two	Year Three
7	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 0 - 50,000 contacts	N/A	N/A	N/A
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	N/A	N/A	N/A
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	N/A	N/A	N/A
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	N/A	N/A	N/A
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.
12	GIS mapping fees if not included in base price add on per enrolled contact per year	Included	Included	Included

Note: Invoices are to be based on a monthly portion of the fixed annual cost per maximum enrolled contact of the billing month.
For example: if the State of Nebraska has 45,000 users on the 1st of the month, 48,000 on the 22nd of the month and 47,000 at the end of the month, the bidder will bill the state for 48,000 enrolled users for that month. If the annual cost is $1.20 and there are 48,000 enrolled users for that month, the bidder will bill the State of Nebraska for $0.10 (monthly rate) x 48,000 (enrolled users) = $4,800.00.

	Cost Proposal IPAWS	Year One	Year Two	Year Three
13	Software includes 95 individual IPAWS licenses to be accessed by NEMA, State Patrol and 93 counties.	$1,575	$1,575	$1,575

	Cost Proposal Custom Programming	Year One	Year Two	Year Three
14	Custom Programming at an hourly rate	N/A	N/A	N/A

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	Cost Proposal Optional Products and Services	Year One	Year Two	Year Three
15				
16				
17				
18				

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OPTIONAL RENEWAL PERIODS

Price escalation of no more than 3% may be allowed for each renewal period.

	Cost Proposal – Optional Renewal Years No Telephony Messaging	Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
1	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 0 - 50,000 contacts	N/A	N/A	N/A	N/A	N/A
2	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 50,001 - 75,000 contacts	N/A	N/A	N/A	N/A	N/A
3	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 75,001 - 100,000 contacts	N/A	N/A	N/A	N/A	N/A
4	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 100,001 - 250,000 contacts	N/A	N/A	N/A	N/A	N/A
5	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 250,001 and up contacts	*$172,652	*$177,831	*$183,166	*$188,661	*$194,321
6	GIS mapping fees if not included in base price add on per enrolled contact per year	Included	Included	Included	Included	Included

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Cost Proposal - Optional Renewal Years Including Telephony Messaging		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
7	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 0 - 50,000 contacts	N/A	N/A	N/A	N/A	N/A
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	N/A	N/A	N/A	N/A	N/A
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	N/A	N/A	N/A	N/A	N/A
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	N/A	N/A	N/A	N/A	N/A
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.	Please refer to the "No Telephony Messaging" pricing table.
12	GIS mapping fees if not included in base price add on per enrolled contact per year	Included	Included	Included	Included	Included

Cost Proposal – Optional Renewal Years IPAWS		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
13	Software includes 95 individual IPAWS licenses to be accessed by NEMA, State Patrol and 93 counties.	$1,622	$1,670	$1,721	$1,773	$1,826

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	Cost Proposal – Optional Renewal Years Custom Programming	Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
14	Custom Programming at an hourly rate	N/A	N/A	N/A	N/A	N/A

	Cost Proposal – Optional Renewal Years Optional Products and Services	Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
15						
16						
17						
18						

Explanation of Cost

All quotes are priced per project and presented in US dollars. Pricing is valid for 60 days from February 7, 2020.

CivicPlus has endeavored to meet the State's needs and expectations of your new Mass Notification System based on the information provided. The investment proposal included is subject to change should additional functionality, custom development, or project enhancements, outside of the included scope, are added prior to contract signing.

CivicReady Implementation

- Unlimited Administrators, Users, Groups, Subscribers, SMS, Voice Call, Email, and Social Media Notifications; Unlimited Quick Launch Templates
- Tools for ESRI-integrated Mapping, Ad-Hoc Messaging, and Notification Test Environment
- Multilingual and Two-Way Communications via Email and SMS
- CivicReady AlertMe Mobile App for Citizens
- CivicReady AlertManager Mobile App for Administrators
- CivicReady Portal Customization, Website Embeds, Database Imports, and Virtual CivicTraining
- Residential Database
- Automated Weather Alerts
- IPAWS – Integrated Public Alert and Warning System
- Interactive Polling (IVR)
- Conference Bridge
- Geofencing Capabilities with Mobile App

Annual Services

- Fully Redundant Solution Hosting with 99.99% Uptime
- Software Maintenance Including Service Patches and System Enhancements
- 24/7 Technical Support and Access to the CivicPlus Community
- Dedicated Client Success Manager
- Annual Services are Subject to a Cumulative Annual 3% Technology Fee Increase Beginning Year 4 and Beyond

Total Investment – Year 1 $170,353

Annual Services (Year 2 & Beyond) $169,198

Additional Investment Information

CivicPlus Project Pricing & Invoicing

CivicPlus prices on a per-project, all-inclusive basis. This type of pricing structure eliminates surprise costs, the uncertainty of paying by the hour, and is overall more cost effective for our clients. It provides you with a price based on the products and features listed in this proposal that only varies if additional functionality of work, outside of the original project scope, is requested. We understand that local governments must look beyond just functionality and that multiple factors come into play when determining which vendor can meet not only your functional needs, but also your budgetary needs. CivicPlus offers:

- **Standard CivicReady Invoicing** – Your Total Investment – Year 1 fees (detailed on the previous page) are due at contract signing.

- **CPA Invoicing** – The CivicPlus Advantage (CPA) provides zero interest, level payments that divides the Year 1 expense of your project over the first three years of your contract. Each payment also includes your Annual Hosting/Maintenance Services and any technology fees if applicable. This option may not be available with all products offered by CivicPlus.

- **Customized Billing/Invoicing** – Although not available with all products offered by CivicPlus, we will be happy to discuss other billing options with you prior to contract signing and if feasible, develop a plan that works for both of us. Please contact your sales representatives for more details.

- **Annual Services** – Your first-year annual fee is included with your Total Investment – Year 1 total cost. Subsequent annual invoicing occurs on the anniversary of the contract signing date.

CivicPlus wants our clients to succeed in delivering a viable, sustainable, and flexible web environment for their communities and we will work with you prior to contract signing to determine which of our billing processes will meet both your needs for budget planning and our accounting processes.

Right to Negotiate

A successful project begins with a contract that meets the needs of both parties. This proposal is intended as a non-binding document, and the contents hereof may be superseded by an agreement for services. Its purpose is to provide information on a proposed project we believe will meet your needs based on the information available. If awarded the project, CivicPlus reserves the right to negotiate the contractual terms, obligations, covenants, and insurance requirements before a final agreement is reached. We look forward to developing a mutually beneficial contract with the State.