

BEST AND FINAL OFFER LETTER

February 21, 2020

Rave Mobile Safety
Mr. Todd Miller
492 Old Connecticut Path, 2nd Floor
Framingham, MA 01701
E-Mail: tmiller@ravemobilesafety.com

RE: Request for Best and Final Offer for RFP Number 6214 Z1, Mass Notification Service (MNS).

The State of Nebraska has completed its evaluation of the Bidders' Cost Proposals in response to RFP # 6214 Z1. At this time, the State requests your overall Best and Final Offer (BAFO) which will require that a new cost proposal be submitted on the BAFO Cost Proposal form attached.

Submission Information

A response to this request for a Best and Final Offer shall include a complete cost proposal, which is included in this request for a BAFO.

Failure to submit a Best and Final Offer that conforms to this request may result in the rejection of the bidder's cost proposal and thereby disqualify the bidder's entire proposal from further consideration.

Please submit your response with one (1) original and in a sealed envelope by 2:00 PM Central Time on March 2, 2020.

Responses shall be submitted to the following address:

RFP 6214 Z1 BAFO
Attn: Dianna Gilliland/Julie Schiltz, Buyer(s)
Nebraska State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

The sealed responses will be publicly opened on March 2, 2020, at 2:00 PM Central Time at the following address:

Nebraska State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

BAFO Cost Proposal Request for Proposal Number 6214 Z1

Bidder Name: Rave Mobile Safety

Tables 1-3 must be completed in their entirety and the cost must be per enrolled user. Failure to provide per enrolled user cost for Tables 1-3 will result in the response being determined as non-responsive and removed from consideration.

No referencing other individual state agency agreements, other state's contracts or cooperative master agreements.

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.

Table 1 – must be completed

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	\$0.45	\$0.45	\$0.45
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	\$0.40	\$0.40	\$0.40
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	\$0.35	\$0.35	\$0.35
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	\$0.30	\$0.30	\$0.30
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	\$0.25	\$0.25	\$0.25
6	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A

BAFO Cost Proposal Request for Proposal Number 6214 Z1

Table 2 – must be completed

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	\$0.75	\$0.75	\$0.75
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	\$0.70	\$0.70	\$0.70
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	\$0.65	\$0.65	\$0.65
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	\$0.60	\$0.60	\$0.60
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	\$0.45	\$0.45	\$0.45
12	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A

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.

Table 3 – must be completed

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.	\$20,000	\$20,000	\$20,000

Table 4

Cost Proposal Optional Custom Programming		Year One	Year Two	Year Three
14	Custom Programming at an hourly rate	\$170	\$170	\$170

**BAFO Cost Proposal
Request for Proposal Number 6214 Z1**

Cost Proposal Optional Products and Services		Year One	Year Two	Year Three
15	Rave Smartloader Automatic Data Loader per domain	\$1,500	\$1,500	\$1,500
16	SMS Opt-in Keyword per keyword	\$2,200	\$2,200	\$2,200
17	Rave Prepare per domain	\$2,200	\$2,200	\$2,200
18	Enhanced RBAC per domain	\$1,500	\$1,500	\$1,500

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	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52
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	\$0.41	\$0.42	\$0.43	\$0.45	\$0.46
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	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41
4	Per enrolled contact per year, Software as a Service, General Service Requirements Item	\$0.31	\$0.32	\$0.33	\$0.34	\$0.35

**BAFO Cost Proposal
Request for Proposal Number 6214 Z1**

	1.1, except Item 1a, unlimited use 100,001 - 250,000 contacts					
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	\$0.26	\$0.27	\$0.28	\$0.29	\$0.30
6	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A	N/A	N/A

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	\$0.77	\$0.80	\$0.82	\$0.84	\$0.87
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	\$0.72	\$0.74	\$0.76	\$0.79	\$0.81
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	\$0.67	\$0.69	\$0.71	\$0.73	\$0.75
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	\$0.62	\$0.64	\$0.66	\$0.68	\$0.70
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52
12	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A	N/A	N/A

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.	\$20,600	\$21,218	\$21,854	\$22,510	\$23,185

**BAFO Cost Proposal
Request for Proposal Number 6214 Z1**

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	\$175	\$180	\$185	\$191	\$197

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	Rave Smartloader Automatic Data Loader per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739
16	SMS Opt-in Keyword per keyword	\$2,266	\$2,334	\$2,404	\$2,476	\$2,550
17	Rave Prepare per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739
18	Enhanced RBAC per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739