

September 22, 2021

STAY OF CONTRACT PERFORMANCE REQUESTED

Via Email And Overnight Federal Express

Amara Block
Materiel Division Administrator and General Counsel
Materiel Division, State Purchasing Bureau
Nebraska Department of Administrative Services
1526 K Street, Suite 120
Lincoln, NE 68508
E-mail: as.materielpurchasing@nebraska.gov

Re: Protest of RA Outdoors, LLC dba Aspira
Under Request for Proposals for Contractual Services No. 6506 Z1
Issued by the Nebraska Department of Administrative Services on behalf of the
Nebraska Game and Parks Commission

Dear Ms. Block:

Through its undersigned counsel, RA Outdoors, LLC dba Aspira (“Aspira”), an unsuccessful offeror under Request for Proposal No. 6506 Z1 (“RFP” or “Solicitation”) issued by the Nebraska Department of Administrative Services, Material Division, State Purchasing Bureau (on behalf of the Nebraska Game and Parks Commission) (we refer to the procuring entity herein as “SPB” or the “Department”), RFP at 1, hereby timely protests SPB’s September 13, 2021 notification of its intent to award a contract for the Statewide Web-Based Permit/Licensing System to Terra Technology Group, LLC (“Terra Tech”). *See* Ex. A (Notice of Intent Letter) at 1.

Aspira respectfully requests that the State of Nebraska refrain from proceeding further with the award or performance of the contract during the pendency of this protest. Should the Department opt not to stay the award or performance, Aspira requests timely notice of the Department's intent to proceed with award or performance, thereby allowing Aspira to consider its options for injunctive relief.

INTRODUCTORY MATTERS

- A. Protester: RA Outdoors, LLC dba Aspira
717 N. Harwood Street, Suite 2400
Dallas, TX 75201
Phone: (469) 941-1110

- B. Solicitation: Request for Proposal No. 6506 Z1

- C. Purchaser: State of Nebraska, Department of Administrative Services,
Material Division, State Purchasing Bureau
(on behalf of the Nebraska Game and Parks Commission)

- D. Procurement Representative: Connie Heinrichs
Services Procurement Contracts Officer
Department of Administrative Services
Materiel Division
State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508
Email: connie.heinrichs@nebraska.gov
Telephone: 402-471-0975

- E. Timeliness: Aspira first learned of SPB's intent to award the contract to Terra Tech by a publicly-posted notification dated September 13, 2021 from Ms. Heinrichs. Ex. A at 1 (also available at: <https://das.nebraska.gov/materiel/purchasing/6506/6506.html>). Aspira timely submits this protest within ten (10) days of the posting of this notice in accordance with applicable Nebraska provisions, the terms of the RFP (§ I ¶ W (PDF p. 20)) and the Department's Standard Protest/Grievance Procedures For Vendors (¶ 1).

- F. Stay of Award: Aspira respectfully requests that SPB take no further action to effectuate award of the contract to Terra Tech, commence performance of any awarded contract, or immediately suspend performance of the awarded contract, as the case may be, thereby preserving the status quo, pending the resolution of this protest. A stay is especially

necessary to protect the public’s interest in ensuring that public contracts are awarded fairly and properly, and without the appearance of any impropriety.

- G. Interested Party: Aspira is an actual offeror under the RFP whose direct economic interest has been adversely affected by the award of the contract to Terra Tech instead of Aspira. If not for SPB’s flawed evaluation and award decision, the Department would have awarded the contract to Aspira. Aspira is therefore an interested party.

STATEMENT OF FACTS

I. THE PROCUREMENT AND THE TERMS OF THE SOLICITATION

A. Background And Services To Be Performed

The Department issued the RFP on or about April 15, 2021, seeking a vendor to provide a Statewide Web-Based Permit/Licensing System (“System”) for the Nebraska Game and Parks Commission.¹ RFP at 2. The stated objective of the RFP is “to solicit proposals from [a] qualified Contractor who will be responsible for providing a statewide Web-Based Permit/Licensing replacement system for an automated hunt and fish and permit issuance, big game draw process, permit inventory management, point of sale purchases online and in person, and revenue management system that must support all existing business processes.” *Id.* at § I¶ A (PDF p. 13). According to the RFP, “[a] single contractor with a seamless solution for an integrated CRM (Customer Relations Module), licensing, camping management, reservations and all issuances is preferred” but “separate contracts that best suit the agency needs may be awarded at a competitive and reasonable cost.” *Id.*

¹ Aspira understands the State to have access to all the documents cited in this protest, including the RFP and related documents. As such, Aspira cites to the title and page number of the RFP documents without providing the same document as an exhibit to this protest. If the Administrator would like a copy of any of these documents, Aspira will provide the documentation in whatever form is most convenient upon request.

The contract awardee will be responsible for managing the System “throughout the design, development, administration, and delivery stages. *Id.* at § IX (PDF p. 73). The Department anticipates that implementation will occur (*i.e.*, that the System would go live) within one year of the contract’s start date. *Id.* at § IX ¶ D (Item 5) (PDF p. 74). Thus, from a timing perspective, the Department plans to afford the successful contractor approximately one year after award to design, develop, configure, build, and test its system prior to actual implementation.

The RFP contemplates the award of a six-year contract “commencing upon execution of the contract by the State and the Contractor.” *Id.* at 1. Thus, the base (six-year) term of the contract inherently will include a one-year development/design phase, and five years during which the developed systems is live and available for use by the public. The RFP also includes “the option to renew for five (5) additional three (3) year periods upon mutual agreement of the Parties” and a reservation of right “to extend the period of th[e] contract beyond the termination date when mutually agreeable to the Parties.” *Id.*

B. RFP Requirements

The RFP required that offerors submit proposals containing the following elements and meeting the following requirements:

1. Original Request for Proposal for Contractual Services form signed manually in ink or by DocuSign;
2. Clarity and responsiveness of the proposal;
3. Completed Corporate Overview;
4. RFP Sections II (Terms and Conditions), III (Contractor Duties) and IV (Payment) completed;
5. Completed Technical Approach, including but not limited to Project Requirements Traceability Matrix (Attachment A - Functional, B - Technical, and C - Financial); and
6. Completed State Cost Proposal Template (Attachment D).

Id. at § 1 ¶ Q (PDF p. 18). According to the Evaluation Criteria, revised August 19, 2021, the following constituted mandatory requirements:

1. Request for Proposal For Contractual Services form, signed in ink;
2. Corporate Overview;
3. Technical Approach; and
4. Cost Proposal.

Evaluation Criteria (Revised 8/19/2021) at 1.

C. Pricing

The ultimate contract will be fixed price, with costs all inclusive (including time, travel and materials). RFP Attach. D (Cost Proposal Sheet) at 1. Once accepted by SPB, the prices submitted on the offeror's cost proposal form "shall remain fixed for the first six (6) years of the contract. *Id.*; see also RFP at § I ¶ K (PDF p. 17). The RFP specifically warns offerors:

Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase. The State reserves the right to deny any requested price increase. No price increases are to be billed to any State Agencies prior to written amendment of the contract by the parties. The State will be given full proportionate benefit of any decreases for the term of the contract.

RFP at § I ¶ K (PDF p. 17).

The Department anticipates that the work "will be a software as a service type arrangement with costs associated primarily on a 'per billable item[.]' Provisions [we]re provided to identify one-time costs for specific overhead items and/or ongoing annual fees if needed by the contractor. Billable [i]tems include all permit types, stamps (Habitat, Aquatic Habitat, and Nebraska Migratory Waterfowl Stamp), [and] NebraskaLand Magazine." RFP Attach. D at 1. A list of current billable permit items and

the 2020 sales history were provided as Attachment E (Billable Items List) to the RFP. *See id.; see also* RFP Attach. E.

D. Best and Final Offers

The RFP advised:

If best and final offers (BAFO) are requested by the State and submitted by the bidder, they will be evaluated (using the stated BAFO criteria), scored, and ranked by the Evaluation Committee. The State reserves the right to conduct more than one Best and Final Offer. The award will then be granted to the highest scoring bidder. However, a bidder should provide its best offer in its original proposal.

RFP at § I¶ U (PDF p. 17)

E. Evaluation Criteria

According to the August 19, 2021 Evaluation Criteria:

All responses to this Request for Proposal, which fulfill all mandatory requirements, will be evaluated. Each category will have a maximum possible point potential. Areas that will be addressed and scored during the evaluation include:

Evaluation Criteria	Possible Points
Part 1 – Corporate Overview	190
Part 2 – Technical Approach	
Functional	1310
Technical	300
Financial	300
Part 3 – Cost Proposal Points	900
Total Points without Oral Interviews	3000
Oral Interviews[] (if required)	940

Total Points with Oral Interviews	3940
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Cost Proposal Points

Cost points should be calculated as follows:

1. Establish lowest cost submitted – lowest cost submitted receives the maximum points.
2. To assign points to all others, the following formula should be followed:
Lowest Cost Submitted ÷ Cost Submitted x Maximum Possible Cost Points = Cost Points to Award (see samples below)

	Formula	Sample	Sample	Sample
	Lowest Cost Submitted	\$100,000	\$100,000	\$100,000
÷	Cost Submitted	\$100,000	\$200,000	\$150,000
x	Maximum Possible Cost Points	40	40	40
=	Points to Award	40	20	26.7

Evaluation Criteria (Revised 8/19/2021) at 1.

For scoring purposes, the Department set forth its intent to use the following 2020 figures to calculate cost:

- 2020 Online/Mobile Billable Items Sold = 700,000
- 2020 External Agent Billable Item Sold = 350,000
- 2020 NGPC Internal Agent Billable Item Sold = 350,000
- 2020 Draw and Lottery Applications Billable Item Sold = 30,000
- 2020 Resale Billable Item Sold = 2,000
- 2020 Periodicals Billable Item Sold = 12,000
- Billable Item – Gift card sales = projected estimate of 1,000
- Billable Item sold via phone by Contractor = projected estimate of 500

RFP Attach. D at 1.

The Department “reserve[d] the right to review all aspects of cost for reasonableness and to request clarification of any proposal where the cost component show[ed] significant and unsupported

deviation from industry standards or in areas where detailed pricing [was] required.” RFP at § I ¶ L (PDF p. 17).

II. ASPIRA’S PROPOSAL SUBMISSION

Aspira—a leading provider of parks and conservation agency software solutions in North America—timely submitted its proposal on July 1, 2021, as required by the RFP. Ex. B (cover page of Aspira’s Technical Proposal). Aspira spent considerable time and effort preparing an outstanding proposal for the Department—a proposal that met or exceeded the RFP’s requirements and provided highly competitive and reasonable pricing. *See generally* Ex. C (Aspira’s July 1, 2021 Cost Proposal). In response to the Department’s request for BAFOs, Aspira revised its pricing further, providing a year rate of \$899,125.00. Ex. D (Aspira’s BAFO) at 2-7.

Significantly, Aspira did not propose charging an implementation fee on top of the transaction fees:

Description		Initial Contract Period – Year One
Annual Software Subscription Fee		\$ -
Test Environment		\$ -
Production System		\$ -
Configuration		\$ -
Data Conversion – Configuration & Testing		\$ -
Data Conversion – Final before Go-Live		\$ -
Implementation and testing		\$ -
Go-Live		\$ -
Annual Hosting Fee		\$ -
Annual Support and maintenance		\$ -

Id. at 2. That is, Aspira did not propose charging a fee during the first year of the base contract term as the System undergoes design, development, and testing, leading to the go live date at the beginning of the second contract year. To the extent the go-live date occurs prior to the beginning of the second contract year, Aspira’s proposal included a fixed \$899,125.00 rate for transaction fees, *i.e.*, the fees Aspira would charge only when the System is active and in use (and not when it is being designed, developed, and tested). Ultimately, when considered against the fact that the RFP intended the go-live date to take place approximately one year after the contract’s start date—*i.e.*, to take place into the beginning of year two of the contract, RFP at § IX ¶ D (Item 5) (PDF p. 74)—Aspira’s proposed cost for year one of the contract was **very minimal**. According to the RFP, the first year of contract performance would begin on December 1, 2021. RFP § C (PDF p. 14). Given that Aspira’s Technical Response clearly indicated that Aspira’s System would go fully live on November 14, 2022, *see* Aspira Technical Proposal at PDF p. 571, 585, that date would be the earliest Aspira would start charging the State transaction fees. Thus, at most, Aspira would collect 17 days of transaction fees (from November 14, 2022 through November 30, 2022, when the first year of performance would end) in the first year of contract performance. Prorated, Aspira’s transaction fees would cost the State \$41,877.05 in contract year one.^{2,3} Aspira’s proposed full yearly rate of \$899,125.00 would **only** apply to years two through six

² This number was calculated using Aspira’s fixed yearly transaction fees of \$899,125.00. While somewhat unclear in the RFP, we assume for the sake of this protest that the first year of contract performance will run from December 1, 2021 through November 30, 2022. This amounts to transaction fees of \$2,463.36 per day ($\$899,125.00 \div 365$). Pro-rated for 17 days, this amounts to \$41,877.05 for contract year one.

³ Notably, the cost proposal spreadsheet provided with the RFP contained fixed quantities, which offerors could not edit. *See* RFP Attach. D. Thus, while Aspira’s BAFO included total yearly transaction fees for contract year one, it was clear that this did not accurately reflect the amount the State would be required to pay because Aspira included a zero cost for implementation, and its technical

of the contract—to five out of the six-year base period of the contract. Thus, Aspira’s total costs for all six years of the base period of performance would have been \$4,537,502.05.⁴

III. INTENT TO AWARD TO TERRA TECH

On September 13, 2021, SPB’s Procurement Representative publicly posted a notification stating that the “State of Nebraska intents [sic] to award the [RFP] for a Statewide Web-Based Permit/Licensing system to Terra Technology Group, LLC.” Ex. A at 1.

This protest follows.

PROTEST COUNTS

I. THE DEPARTMENT’S EVALUATION OF THE BAFOS SUBMITTED BY ASPIRA AND TERRA TECH WAS UNREASONABLE AS IT FAILED TO PROPERLY ACCOUNT FOR THE TRUE COSTS TO THE STATE

A comparison of the BAFOs submitted by Aspira and Terra Tech shows that, unlike Aspira, Terra Tech proposed charging a \$900,000.00 implementation fee during the first year of the contract. Ex. E (Terra Tech’s BAFO) at PDF p. 5. That is, it appears from the documents that Terra Tech intends to charge the State \$900,000.00 to design, develop, build, and test the System during the first year of performance. In contrast, Aspira did not propose charging the State for those activities (*i.e.*, it did not propose to charge an “implementation fee”) on top of the transaction fees that would occur on contract years two through six (and minimally in contract year one) after the System was live. Notwithstanding, the Department concluded that Terra Tech’s pricing during the six-year contract was lower than Aspira’s.

proposal made clear that transaction fees would not begin until November 14, 2022 when the System went live.

⁴ Calculated based on the prorated amount of \$41,877.05 for contract year one, *see* fn. 2, *supra*, and fixed transaction fees of \$899,125.00 for contract years two through six.

Ex. F (Final Evaluation Document) at 1. This led the Department to assign Terra Tech more points than Aspira for the cost proposal element, and ultimately, to conclude that Terra Tech had earned the highest number of points of all offerors under the RFP’s evaluation criteria—Terra Tech was ranked first among offerors, followed by Aspira, which was ranked second. *Id.* But, as the record shows, Aspira should have received a higher score for the cost proposal element than Terra Tech. *Compare* Ex. D (Aspira’s BAFO) at 2, *with* Ex. E (Terra’s BAFO) at PDF p. 5. In conjunction with the points Aspira received for its technical proposal (and oral interview and demonstration), Aspira’s total score under the evaluation criteria would have been higher than Terra Tech and the highest of all the offerors, thus earning Aspira the contract award. *See* Ex. F at 1. Because the Department determined otherwise, its decision to award the contract to Terra Tech is unreasonable and cannot stand.

Specifically, in its BAFO, Aspira proposed the following for the initial six-year contract period (the period upon which SPB would base its evaluation):

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
Annual Software Subscription Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Test Environment		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production System		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Configuration		\$ -	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ -	0	0	0	0	0
Data Conversion – Final before Go-Live		\$ -	0	0	0	0	0
Implementation and testing Go-Live		\$ -	0	0	0	0	0
Annual Hosting Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Support and maintenance		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000	350,000	350,000	350,000

	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00

Ex. D at 2. As set forth in this submission (and explained above), Aspira did not propose to charge the Department an implementation fee associated with the System design/build activities that would occur in contract year one. That is, during the initial contract period, Aspira did not propose any pricing for the (1) Configuration, (2) Data Conversion – Configuration & Testing, (3) Data Conversion - Final before Go-Live, (4) Implementation and Testing, or (5) Go-Live elements—all activities that would occur during the design/build phase in the first year. Rather, Aspira proposed charging transaction fees only, totaling \$899,125.00 per year. In other words, Aspira proposed charging the State only when the System was live. Because, under the terms of the RFP and the related contract, the system is anticipated to go live approximately one year after the contract start date, *see* RFP § IX ¶ D (Item 5) (PFD p. 74),

the full pricing proposed by Aspira would not begin until year two of the initial contract period. Indeed, until the System is live, there simply will not be any fees to charge the State. And, as explained above, to the extent the go-live date occurs prior to the beginning of the second contract year, Aspira’s proposal included the \$899,125.00 rate for transaction fees—which would be prorated for any portion of the first contract year when the System is live. This is the fee Aspira will charge only when the System is active and in use (and not when it is being designed, developed, and tested). Thus, assuming the System goes live on November 14, 2022, as Aspira proposed, Aspira would collect only \$41,877.05 in contract year one (the prorated transaction fees), *see* Statement of Facts, Section II, *supra*, given that Aspira did not propose charging any implementation fees.

Terra Tech, on the other hand, proposed charging an implementation fee on top of the transaction fees. According to its BAFO, Terra Tech proposed the following charges during the first year of the initial contract period:

1. Configuration	\$200,000.00
2. Data Conversion – Configuration & Testing	\$200,000.00
3. Data Conversion - Final before Go-Live	--
4. Implementation and Testing	\$200,000.00
5. Go-Live	<u>\$300,000.00</u>
Total Implementation Costs	\$900,000.00

Ex. E at PDF p. 5. For its transaction fees, Terra Tech proposed \$897,500.00 per contract year (in years two through six). *Id.* Thus, unlike Aspira, who did not propose an implementation fee at all, Terra Tech proposed an additional \$900,000.00 in costs on top of its transactions fees:

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
Annual Software Subscription Fee							
Test Environment							
Production System							
Configuration		\$ 200,000.00	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ 200,000.00	0	0	0	0	0
Data Conversion – Final before Go-Live			0	0	0	0	0
Implementation and testing		\$ 200,000.00	0	0	0	0	0
Go-Live		\$ 300,000.00	0	0	0	0	0
Annual Hosting Fee							
Annual Support and maintenance							
Billable item sold Online/Mobile	EA		\$ 1.25	\$ 1.25	\$ 1.25	\$ 1.25	\$ 1.25
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$0.00	\$875,000.00	\$875,000.00	\$875,000.00	\$875,000.00	\$875,000.00
Billable item sold by internal agent	EA						
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA						
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA						
	QTY	1,000	1,000	1,000	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA						
	QTY	500	500	500	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA		\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$0.00	\$22,500.00	\$22,500.00	\$22,500.00	\$22,500.00	\$22,500.00
Billable Resale Items	EA						
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA						
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$ 900,000.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00

Id. At minimum, assuming the System did not go live until the first date of the second contract year, Aspira and Terra proposed:

Contract Year & System Phase	Aspira	Terra
1 – Implementation	\$ 0.00	\$900,000.00
1 - Live	\$ 41,877.05	\$ 0.00 ⁵
2 – Live	\$899,125.00	\$897,500.00
3 – Live	\$899,125.00	\$897,500.00
4 – Live	\$899,125.00	\$897,500.00
5 – Live	\$899,125.00	\$897,500.00
6 – Live	\$899,125.00	\$897,500.00
Total Contract Price	\$4,537,502.05	\$5,387,500.00 ⁶

⁵ Based on the contents of its proposal, Terra Tech does not appear to contemplate charging any transaction fees during contract year one, just its implementation fee. *See* Ex. E at PDF p. 5. Thus, for the sake of this protest, we assume this to be true. However, we note that Terra Tech also proposed to have its System go live on September 1, 2022. *See* Terra Tech Technical Response at PDF p. 12. Thus, if Terra Tech does intend to collect transaction fees as soon as it goes live, Terra Tech’s price would go up by \$223,759.90 in contract year one. This number was calculated using Terra Tech’s fixed yearly transaction fees of \$897,500.00 and assumes the first year of contract performance will run from December 1, 2021 through November 30, 2022. This amounts to transaction fees of \$2,458.90 per day ($\$897,500.00 \div 365$). Prorated for the 91 days (from September 1, 2022 through November 30, 2022), this amounts to \$223,759.90 in transaction fees for contract year one. Thus, Terra Tech’s contract year one price could be as high as \$1,123,759.90 (the implementation fee of \$900,000.00 plus the additional prorated transaction fees of \$223,759.90).

⁶ Again, this could actually be much higher in reality. *See* fn. 5, *supra*.

Based on the difference in their BAFO pricing, Aspira proposed a total savings to the State of \$891,875.00 over the course of the six-year contract:

$$\$5,387,500.00 - \$4,537,502.05 = \$848,997.95$$

This, in turn, should have resulted in a significant difference in the number of points assigned under the RFP's evaluation criteria.

According to the Final Evaluation Document, SPB assigned Terra Tech the highest number of points, followed by Aspira:

Evaluation Criteria	Possible Points	Aspira	Brandt Information Services LLC	Kalkomey Enterprises LLC	NICUSA Inc	Sovereign Sportsman Solutions	Terra Technology Group
Part 1.0 Corporate Overview	190	151.80	159.40	142.80	151.00	156.80	150.60
Part 2.0 Technical Approach - Functional	1310	1091.40	1185.87	1135.33	1166.20	1213.73	1178.67
Part 2.0 Technical Approach - Technical	300	270.50	284.00	258.75	271.25	279.63	271.25
Part 2.0 Technical Approach - Financial	300	268.86	244.57	252.00	247.43	250.57	253.14
Part 3.0 Cost Proposal	900	861.34	267.14	329.28	900.00	540.63	862.50
Total Points without Oral Interviews & Demonstrations	3000	2643.89	2140.98	2118.16	2735.88	2441.36	2716.16
Oral Interviews and Demonstrations	940	747.77	N/A	N/A	482.23	657.62	790.77
Total Points with Oral Interviews & Demonstrations	3940	3391.66			3218.11	3098.97	3506.93
Ranking		2			3	4	1

Ex. F at 1. The difference in points between Terra Tech and Aspira under the cost proposal evaluation criteria was 1.16, with Terra Tech receiving 862.50 points and Aspira receiving 861.34 points. *Id.*

Properly and reasonably analyzed under the RFP's evaluation scheme, however, Terra Tech and Aspira should have received the following number of points for their cost proposals:

$$\text{Lowest Cost Submitted} \div \text{Cost Submitted} \times \text{Maximum Possible Points} = \text{Cost Points}$$

Terra Tech	\$4,307,500.00 ⁷	\$5,387,500.00	900	= 720
Aspira	\$4,307,500.00	\$4,537,502.05	900	= 854 ⁸

This would have led the Department to assign the following total evaluation scores:

Evaluation Criteria	Terra Tech	Aspira
Part 1.0 Corporate Overview	150.6	151.8
Part 2.0 Technical Approach – Functional	1178.67	1091.4
Part 2.0 Technical Approach – Technical	271.25	270.5
Part 2.0 Technical Approach – Financial	253.14	268.86
Part 3 – Cost Proposal	720	854
Total Points without Oral Interviews & Demonstrations	2573.24	2636.56

⁷ Consideration of the proposals shows NICUSA, Inc. submitted the lowest-priced BAFO, with per-year transaction fees of \$861,500.00. Under the RFP’s cost evaluation criteria, this rate is used as the “Lowest Cost Submitted” portion of the Cost Points calculation. For the sake of this protest, we assume that, like Aspira, NICUSA, Inc. did not plan to charge any implementation fees in the first year of the contract. We also assume, for ease of comparison, that NICUSA Inc.’s system would not go live until day one of contract year two, making their contract year one costs \$0.00. This renders NICUSA, Inc.’s total costs as follows:

$$(\$0.00 + \$861,500 + \$861,500 + \$861,500 + \$861,500 + \$861,500) = \$4,307,500.$$

⁸ Again, we note this is the most conservative point breakdown, as not only could the lowest price submitted (by NICUSA, Inc.) in reality be higher if its system goes live during the first year of the contract, but also, Terra Tech’s total price could be over \$200,000.00 more as a result of transaction fees occurring in the first year of performance that were not captured in Terra Tech’s BAFO. See fn. 5, *supra*.

Oral Interviews and Demonstrations	790.77	747.77
Total Points with Oral Interviews & Demonstrations	3364.01	3384.33
Ranking	2	1

In a proper evaluation that reasonably accounts for the fact that Terra Tech proposed to charge the State an implementation fee for the design/build of the System whereas Aspira did not, it is clear that Aspira’s proposal was superior to Terra Tech’s. Under the RFP’s evaluation criteria, contract award should be made to Aspira.

Against this background, it is clear the Department did not consider the nuanced differences between the BAFOs, or the impact the go-live date would have on the offerors’ pricing. This, on its own, merits a decision to sustain this protest. It is also clear that the Department’s evaluation of Terra Tech’s proposal cannot withstand scrutiny. While, in a side-by-side comparison of the pricing of Aspira and Terra Tech, SPB found the two BAFOs comparable (with virtually identical point values assigned to the two offerors for their proposed costs), a reasonable evaluation that properly accounted for the implementation fees proposed by Terra Tech would have merited Terra Tech a lower cost score. That the Department instead found Terra Tech to have the highest total point score, thereby leading the Department to issue the notice of intent to award a contract under the RFP to Terra Tech, is evidence of SPB’s failure to properly evaluate Terra Tech’s proposal in a manner that reasonably accounted for the actual costs that will be charged to the State over the life of the contract. The Department should accordingly sustain this protest.

II. THE DEPARTMENT’S IMPROPER AWARD DECISION HAS PREJUDICED ASPIRA

Prejudice is an essential element of any successful protest. Here, the Department’s evaluation errors have clearly prejudiced Aspira. Had the Department properly and reasonably evaluated Terra Tech’s cost proposal, the gap in points between Aspira and Terra Tech would have rendered Aspira the highest-scoring offeror. Accordingly, there is no question that the Department’s evaluation resulted in prejudice to Aspira and warrants correction.

CONCLUSION AND REQUEST FOR RELIEF

Based on the foregoing, Aspira asserts that the Department reached an unreasonable award determination by finding that Terra Tech, instead of Aspira, should receive award of the contract. As a result of the Department’s unreasonable actions (as set forth in this protest), Aspira has suffered prejudice. Accordingly, Aspira respectfully requests that the State of Nebraska sustain its protest and award Aspira the contract as the offeror earning the highest number of points or, in the alternative: (a) conduct a new evaluation correcting the errors described above; or (b) obtain revised proposals, evaluate those proposals as mandated by the RFP and make a new award decision in accordance with the evaluation criteria and scheme set forth in the RFP.

Very truly yours,



Kelly E. Buroker
Tamara Droubi

Attorneys for RA Outdoors, LLC dba Aspira

cc: Connie Heinrichs, State Purchasing Bureau (connie.heinrichs@nebraska.gov)

A

NEBRASKA

Good Life. Great Service.

DEPT. OF ADMINISTRATIVE SERVICES



Pete Ricketts, Governor

DATE: September 13, 2021

TO: All Vendors

FROM: Connie Heinrichs, Services Procurement Contracts Officer
AS Materiel State Purchasing Bureau (SPB)

SUBJECT: Request for Proposal 6506 Z1

The State of Nebraska intends to award the above-referenced Request for Proposal for a Statewide Web-Based Permit/Licensing system to Terra Technology Group, LLC.

Thank you for your interest in doing business with the State of Nebraska.

Doug Carlson, Materiel Administrator & Deputy Director

Department of Administrative Services | MATERIEL DIVISION

1526 K Street, Ste. 130
Lincoln, Nebraska 68508

OFFICE 402-471-6500
FAX 402-471-2089

das.nebraska.org

B

State of Nebraska

Nebraska Game and Parks Commission

REQUEST FOR PROPOSAL FOR:

Statewide Web-Based Permit/Licensing
System

RFP No. 6506 Z1

Closing Date: July 1, 2021



ASPIRA

717 N. Harwood St. #2400

Dallas, TX 75201

www.AspiraConnect.com

Contact: Bez Sharkey

619-206-3073

Bez.Sharkey@AspiraConnect.com

C

State of Nebraska

Nebraska Game and Parks Commission

REQUEST FOR PROPOSAL FOR:

Statewide Web-Based Permit/Licensing
System

COST PROPOSAL

RFP No. 6506 Z1

Closing Date: July 1, 2021



ASPIRA

717 N. Harwood St. #2400

Dallas, TX 75201

www.AspiraConnect.com

Contact: Bez Sharkey

619-206-3073

Bez.Sharkey@AspiraConnect.com

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Bidder Name: **Aspira**

Attachment D- Cost Proposal Sheet- Request for Proposal 6506-Z1

Bidder should complete all entries for highlighted fields

This contract is for a fixed price bid. All costs are to be all inclusive (including time, travel and materials). Payments will be tied to completion and acceptance of each deliverable.

Bidders shall provide their proposed costs below. Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the first six (6) years of the contract. Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

It is anticipated that this will be a software as a service type arrangement with costs associated primarily on a 'per billable item'. Provisions are provided to identify one-time costs for specific overhead items and/or ongoing annual fees if needed by the contractor.

Billable Items include all permit types, stamps (Habitat, Aquatic Habitat, and Nebraska Migratory Waterfowl Stamp), NebraskaLand Magazine. A list of current billable permit items and 2020 sales history is below. For scoring purposes, the 2020 figures provide below will be used to calculate cost. See Attachment E for the Billable Items List.

For purposes of this RFP, we will use the following figures:

- 2020 Online/Mobile Billable Items Sold = 700,000
- 2020 External Agent Billable Item Sold = 350,000
- 2020 NGPC Internal Agent Billable Item Sold = 350,000
- 2020 Draw and Lottery Applications Billable Item Sold = 30,000
- 2020 Resale Billable Item Sold = 2,000
- 2020 Periodicals Billable Item Sold = 12,000

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

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
Annual Software Subscription Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Test Environment		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production System		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Configuration		\$ -	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ -	0	0	0	0	0
Data Conversion – Final before Go-Live		\$ -	0	0	0	0	0
Implementation and testing		\$ -	0	0	0	0	0
Go-Live		\$ -	0	0	0	0	0
Annual Hosting Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Support and maintenance		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$927,500.00	\$927,500.00	\$927,500.00	\$927,500.00	\$927,500.00	\$927,500.00

RENEWAL PERIODS

Description		FIRST Renewal Period - Year One	FIRST Renewal Period - Year Two	FIRST Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$927,500.00	\$927,500.00	\$927,500.00

RENEWAL PERIODS

Description		SECOND Renewal Period - Year One	SECOND Renewal Period - Year Two	SECOND Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$927,500.00	\$927,500.00	\$927,500.00

RENEWAL PERIODS

Description		THIRD Renewal Period – Year One	THIRD Renewal Period – Year Two	THIRD Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$927,500.00	\$927,500.00	\$927,500.00

RENEWAL PERIODS

Description		FOURTH Renewal Period - Year One	FOURTH Renewal Period - Year Two	FOURTH Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$927,500.00	\$927,500.00	\$927,500.00

RENEWAL PERIODS

Description		FIFTH Renewal Period – Year One	FIFTH Renewal Period – Year Two	FIFTH Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	350,000	350,000	350,000
	TOTAL	\$262,500.00	\$262,500.00	\$262,500.00
Billable item sold by external agent	EA	\$ 0.40	\$ 0.40	\$ 0.40
	QTY	350,000	350,000	350,000
	TOTAL	\$140,000.00	\$140,000.00	\$140,000.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$927,500.00	\$927,500.00	\$927,500.00

Hardware Costs

The NGPC currently uses its own hardware and requires external agents to supply their own and allows for hunt/fish permits to be printed on plain 8.5 X 11 paper. The only special stock used is for park entry permit window stickers which are printed under contract and distributed to agents. If the bidder's solution requires equipment, use this page to identify costs.

The bidder should provide costs for any additional supplemental or specialized hardware equipment that NGPC might need to purchase. Please provide a list of the supplemental or specialized hardware needed, including cost per item. At renewal time, rates may increase by no more than 5%.

Include costs for the following items or any other items that are needed to be a part of bidder's solution.

Supplemental or Specialized Hardware/Equipment Pricing Spreadsheet	Specify Qty (0-200)	Initial Contract Period Cost per unit	First Optional Renewal Cost per Unit	Second Optional Renewal Cost per Unit	Third Optional Renewal Cost per Unit	Fourth Optional Renewal Cost per Unit	Fifth Optional Renewal Cost per Unit
Thermal Receipt Printer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Drawer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bar Code Scanner		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Register/Computer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

There is no specialized hardware for our solution, all items listed above are sufficient for operation.

Optional Services:

Work may be needed that was not originally delineated in this RFP, but considered within the scope of work. This additional work may stem from Legislative mandates, emerging technologies, secondary research, and/or Regulations and Orders not otherwise addressed in this RFP or known at the time this RFP was issued. If additional work is needed, the Contractor must submit a detailed Scope of Work, Title/Role(s), number of hours, and due dates/deliverables for NGPC review and approval.

The bidder must list each role/title and provide an hourly rate. There is no guarantee regarding the number of hours that will be used. 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.

The bidder should provide the hourly rate for each Title/Role used

Clients are not billed for standard maintenance releases. The following rates will apply to any work specific to Nebraska not originally delineated in this RFP

Role/Title*	Hourly Rate
Project Manager	\$ 150.00
Team Lead	\$ 150.00
Application Developer	\$ 120.00
Database Developer	\$ 150.00
System Architect	\$ 180.00
Graphic Designer	\$ 120.00
Security Analyst	\$ 150.00
Business Analyst	\$ 120.00

Role/Title*	Hourly Rate
System Administrator	\$ 150.00
Software Tester	\$ 120.00
UI Designer	\$ 150.00
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -

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 policies regarding travel reimbursement.

Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1

Sales Channel	2020 Sold Permit	QTY
Online	Big Game - Deer/Antelope/Elk	132,573
Online	Paddlefish	1,815
Online	Park Entry Permit (Annual/Duplicate)	65,017
Online	Park Entry Permit (Daily)	29,389
Online/Mobile	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	163,615
Online/Mobile	Big Game - Turkey	28,256
Online/Mobile	Certificates (Hunter Education, Apprentice)	10,809
Online/Mobile	Magazine	1,280
Online/Mobile	Reprint any Permit	2,560
Online/Mobile	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	254,139
	Sub Total	689,453
External Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	109,451
External Agent	Certificates (Hunter Education, Apprentice)	10
External Agent	Park Entry Permit (Annual/Duplicate)	90,477
External Agent	Park Entry Permit (Daily)	22,585
External Agent	Reprint any Permit	465
External Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	110,665
	Sub Total	333,653
Internal Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	16,284
Internal Agent	Park Entry Permit (Annual/Duplicate)	73,271
Internal Agent	Big Game - Deer/Antelope/Elk	10,522
Internal Agent	Big Game - Turkey	1,057
Internal Agent	Certificates (Hunter Education, Apprentice)	131
Internal Agent	Magazine	6,398
Internal Agent	Paddlefish	63
Internal Agent	Park Entry Permit (Daily)	218,930
Internal Agent	Reprint any Permit	45
Internal Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck)	17,112
	Sub Total	343,813
Draw/Online	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	1,664
Draw/Internal Agent	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	70
Draw/Online	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	16,412
Draw/Internal Agent	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	1,121
Draw/Online	Lottery Application	11,192
Draw/Internal Agent	Lottery Application	167
	Sub Total	30,626
Draw/Internal Agent	Auction Permit	5
	Sub Total	5
	Grand Total	1,397,550

***Bidder Must Identify Billable Items in Column C with a Yes or No
6506-Z1**

**NGPC Current
Billable Items**

***Bidder Proposed
Billable Items
Yes or No**

Hunting



Resident Annual	Yes	Yes
Resident 3-Year Hunt with Habitat Stamp	Yes	Yes
Resident 3-Year Hunt with All State Stamps	Yes	Yes
Resident 5-Year Hunt with Habitat Stamp	Yes	Yes
Resident 5-Year Hunt with All State Stamps	Yes	Yes
Resident Lifetime Hunt (age 0-15)	Yes	Yes
Resident Lifetime Hunt (age 16-45)	Yes	Yes
Resident Lifetime Hunt (age 46 and over)	Yes	Yes
Nonresident Annual	Yes	Yes
Nonresident 3-Year with Habitat Stamp	Yes	Yes
Nonresident 3-Year with all State Stamps	Yes	Yes
Nonresident 5-Year with Habitat Stamp	Yes	Yes
Nonresident 5-Year with all State Stamps	Yes	Yes
Nonresident Lifetime Hunt (age 0-16)	Yes	Yes
Nonresident Lifetime Hunt (age 17 and over)	Yes	Yes
Nonresident Youth	Yes	Yes
Nonresident 2-Day	Yes	Yes

Fishing



Resident Annual Fish	Yes	Yes
Resident 3-Year Fish	Yes	Yes
Resident 5-Year Fish	Yes	Yes
Resident 1-Day Fish	Yes	Yes
Resident 3-Day Fish	Yes	Yes
Resident Lifetime Fish (age 0-15)	Yes	Yes
Resident Lifetime Fish (age 16-45)	Yes	Yes
Resident Lifetime Fish (age 46 & over)	Yes	Yes
Nonresident Annual Fish	Yes	Yes

*Bidder Must Identify Billable Items in Column C with a Yes or No 6506-Z1	NGPC Current Billable Items	*Bidder Proposed Billable Items
Nonresident 3-Year Fish	Yes	Yes
Nonresident 5-Year Fish	Yes	Yes
Nonresident 1-Day Fish	Yes	Yes
Nonresident 3-Day Fish	Yes	Yes
Nonresident Lifetime Fish (age 0-16)	Yes	Yes
Nonresident Lifetime Fish (age 17 and over)	Yes	Yes
Resident Paddlefish *	Yes	Yes
Resident Preference Point (LB287 - 2020)	No	No
Nonresident Paddlefish *	Yes	Yes
Nonresident Preference Point (LB287 - 2020)	No	No
Resident Annual Special Fish	Yes	Yes
Combination (hunting & fishing)		
Resident Annual Hunt/Fish Combo (16 and over)	Yes	Yes
Resident 3-Year Hunt/Fish Combo with Habitat Stamp	Yes	Yes
Resident 3-Year Hunt/Fish Combo with all State Stamps	Yes	Yes
Resident 5-Year Hunt/Fish Combo with Habitat Stamp	Yes	Yes
Resident 5-Year Hunt/Fish Combo with all State Stamps	Yes	Yes
Resident Lifetime Hunt/Fish Combo (age 0-15)	Yes	Yes
Resident Lifetime Hunt/Fish Combo (age 16-45)	Yes	Yes
Resident Lifetime Hunt/Fish Combo (age 46 and over)	Yes	Yes
Nonresident Annual Hunt/Fish Combo (16 and over)	Yes	Yes
Nonresident 3-Year Hunt/Fish Combo with Habitat Stamp	Yes	Yes
Nonresident 3-Year Hunt/Fish Combo with all State Stamps	Yes	Yes
Nonresident 5-Year Hunt/Fish Combo with Habitat Stamp	Yes	Yes
Nonresident 5-Year Hunt/Fish Combo with all State Stamps	Yes	Yes
Nonresident Lifetime Hunt/Fish Combo (age 0-16)	Yes	Yes
Nonresident Lifetime Hunt/Fish Combo (age 17 and over)	Yes	Yes
Senior/Veteran/Deployed Military COMBO - Resident Only		
Veteran Age 64+ Annual Hunt/Fish (FUR*) with all State Stamps	No	No

***Bidder Must Identify Billable Items in Column C with a Yes or No**

6506-Z1

	NGPC Current Billable Items	*Bidder Proposed Billable Items
Individual Age 69+ Annual Hunt/Fish/(FUR*) with all State Stamps	No	No
Deployed Military Annual Hunt/Fish/(FUR*) with all State Stamps	No	No
Resident Disabled Veteran Combo/H/F/Fur w/ all stamps	No	No

Fur Harvest

Resident Fur Harvest Annual	Yes	Yes
Resident Lifetime Fur Harvest (age 0-15)	Yes	Yes
Resident Lifetime Fur Harvest (age 16-45)	Yes	Yes
Resident Lifetime Fur Harvest (age 46 and over)	Yes	Yes
Nonresident Fur Harvest Annual	Yes	Yes

Turkey

Resident	Yes	Yes
Resident Youth	Yes	Yes
Resident Landowner	Yes	Yes
Nonresident	Yes	Yes
Nonresident Youth	Yes	Yes
Nonresident Landowner	Yes	Yes

Antelope

Resident Rifle Draw	Yes	Yes
Resident Landowner Rifle Draw	Yes	Yes
Resident Youth	Yes	Yes
Resident Landowner Late Season (Doe/Fawn) and Archery	Yes	Yes
Resident Late Season (Doe/Fawn) and Archery	Yes	Yes
Resident Preference Point (LB287 - 2020)	No	No
Nonresident Rifle Draw	Yes	Yes
Nonresident Landowner Rifle Draw	Yes	Yes
Nonresident Youth	Yes	Yes
Nonresident Landowner Late Season (Doe/Fawn) and Archery	Yes	Yes

Aspira's Cost Proposal Response

*Bidder Must Identify Billable Items in Column C with a Yes or No	NGPC Current	*Bidder Proposed
6506-Z1	Billable Items	Billable Items
Nonresident Late Season (Doe/Fawn) and Archery	Yes	Yes
Nonresident Preference Point (LB287 - 2020)	No	No
Antelope -Nonrefundable Application Fee	No	No

Deer		
Resident deer draw *	Yes	Yes
Resident	Yes	Yes
Resident Statewide Buck-Only (Whitetail only)	Yes	Yes
Resident Statewide Buck (M/WT no MDCA)	Yes	Yes
Resident Statewide Buck-Only (allows Mule Deer)	Yes	Yes
Resident Special Antlerless Only	Yes	Yes
Resident Youth	Yes	Yes
Resident Landowner	Yes	Yes
Resident Preference Point (LB287 - 2020)	No	No
Nonresident deer draw	Yes	Yes
Nonresident	Yes	Yes
Nonresident Statewide Buck-Only (Whitetail only)	Yes	Yes
Nonresident Statewide Buck (M/WT no MDCA)	Yes	Yes
Nonresident Statewide Buck-Only (allows Mule Deer)	Yes	Yes
Nonresident Season Choice Antlerless Only	Yes	Yes
Nonresident Special Antlerless Only	Yes	Yes
Nonresident Youth	Yes	Yes
Nonresident Landowner	Yes	Yes
Nonresident Preference Point (LB287 - 2020)	No	No
Landowner Limited (4 Permits) (3 days Sat-Mon prior to opening Firearm) (LB126 2020)	Yes	Yes
Deer -Nonrefundable Application Fee	No	No

Elk		
Resident Elk - Either Sex or Antlerless	Yes	Yes

*Bidder Must Identify Billable Items in Column C with a Yes or No 6506-Z1	NGPC Current Billable Items	*Bidder Proposed Billable Items
Resident Elk - Landowner	Yes	Yes
Nonresident Elk - Landowner	Yes	Yes
Resident Preference Point (LB287 - 2020)	No	No
Nonresident Preference Point (LB287 - 2020)	No	No
Resident Bonus Point (LB287 - 2020)	No	No
Elk - Nonrefundable Application Fee	No	No
Bighorn Sheep		
Residents Only - Nonrefundable Application Fee	No	No
Falconry		
Falconry Permit (age 12-17)	Yes	Yes
Falconry Permit (18 and over)	Yes	Yes
Raptor Propagation Permit	Yes	Yes
Nonresident Raptor Collecting Permit	Yes	Yes
Controlled Shooting Area		
Controlled Shooting Area License	Yes	Yes
Nonresident Controlled Shooting Area License	Yes	Yes
Park - Nebraska Licensed Vehicle - Online Via the Public Web Only		
Daily Park Permit	Yes	Yes
Annual Park Permit	Yes	Yes
Duplicate Annual Park Permit	Yes	Yes
Park - Non-Nebraska Licensed Vehicle - Online Via the Public Web Only		
Daily Park Permit	Yes	Yes
Annual Park Permit	Yes	Yes
Duplicate Annual Park Permit	Yes	Yes

***Bidder Must Identify Billable Items in Column C with a Yes or No
6506-Z1**

**NGPC Current
Billable Items**

***Bidder Proposed
Billable Items**

Stamps

Annual Habitat Stamp	No	No
Annual Waterfowl Stamp	No	No
Annual Aquatic Habitat Stamp (sold only in conjunction with permit)	No	No
Lifetime Habitat Stamp	No	No
Lifetime Waterfowl Stamp	No	No
Lifetime Aquatic Habitat Stamp (sold only in conjunction with permit)	No	No
3-Year Habitat Stamp (sold only in conjunction with multi-year permit)	No	No
3-Year Waterfowl Stamp (sold only in conjunction with multi-year permit)	No	No
3-Year Aquatic Stamp (sold only in conjunction with multi-year permit)	No	No
5-Year Habitat Stamp (sold only in conjunction with multi-year permit)	No	No
5-Year Waterfowl Stamp (sold only in conjunction with multi-year permit)	No	No
5-Year Aquatic Stamp (sold only in conjunction with multi-year permit)	No	No
Nonresident Aquatic Invasive Species	Yes	Yes
Disabled Veteran Park Permit (Free Permit)	No	No
Products such as Calendars, Magazines, Books, Clothing, Firewood, Camp Sites, Food, donations, point of sale items.	No	No
Big Game Replacement Permits	Yes	Yes
Small Game, Fish, Combo or Lifetime Replacement Permits	No	No

D

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Bidder Name:

Aspira

**Attachment D- BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Bidder should complete all entries for highlighted fields

This contract is for a fixed price bid. All costs are to be all inclusive (including time, travel and materials). Payments will be tied to completion and acceptance of each deliverable.

Bidders shall provide their proposed costs below. Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the first six (6) years of the contract. Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

It is anticipated that this will be a software as a service type arrangement with costs associated primarily on a 'per billable item'. Provisions are provided to identify one-time costs for specific overhead items and/or ongoing annual fees if needed by the contractor.

Billable Items include all permit types, stamps (Habitat, Aquatic Habitat, and Nebraska Migratory Waterfowl Stamp), NebraskaLand Magazine. A list of current billable permit items and 2020 sales history is below. For scoring purposes, the 2020 figures provide below will be used to calculate cost. See Attachment E for the Billable Items List.

For purposes of this RFP, we will use the following figures:

- 2020 Online/Mobile Billable Items Sold = 700,000
- 2020 External Agent Billable Item Sold = 350,000
- 2020 NGPC Internal Agent Billable Item Sold = 350,000
- 2020 Draw and Lottery Applications Billable Item Sold = 30,000
- 2020 Resale Billable Item Sold = 2,000
- 2020 Periodicals Billable Item Sold = 12,000
- 2020 Periodicals Billable Item Sold = 12,000
- Billable Item- Gift card sales = projected estimate of 1,000
- Billable Item sold via phone by Contractor = projected estimate of 500

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

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
Annual Software Subscription Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Test Environment		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production System		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Configuration		\$ -	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ -	0	0	0	0	0
Data Conversion – Final before Go-Live		\$ -	0	0	0	0	0
Implementation and testing		\$ -	0	0	0	0	0
Go-Live		\$ -	0	0	0	0	0
Annual Hosting Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Support and maintenance		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00	\$ 899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FIRST Renewal Period – Year One	FIRST Renewal Period – Year Two	FIRST Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$899,125.00	\$899,125.00	\$899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		SECOND Renewal Period – Year One	SECOND Renewal Period – Year Two	SECOND Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$899,125.00	\$899,125.00	\$899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		THIRD Renewal Period – Year One	THIRD Renewal Period – Year Two	THIRD Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$899,125.00	\$899,125.00	\$899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FOURTH Renewal Period – Year One	FOURTH Renewal Period – Year Two	FOURTH Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$899,125.00	\$899,125.00	\$899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FIFTH Renewal Period - Year One	FIFTH Renewal Period - Year Two	FIFTH Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	700,000	700,000	700,000
	TOTAL	\$525,000.00	\$525,000.00	\$525,000.00
Billable item sold by Internal agent	EA	\$ 0.68	\$ 0.68	\$ 0.68
	QTY	350,000	350,000	350,000
	TOTAL	\$238,000.00	\$238,000.00	\$238,000.00
Billable item sold by external agent	EA	\$ 0.38	\$ 0.38	\$ 0.38
	QTY	350,000	350,000	350,000
	TOTAL	\$133,000.00	\$133,000.00	\$133,000.00
Billable item- Gift card sales	EA	\$ -	\$ -	\$ -
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA	\$ 6.25	\$ 6.25	\$ 6.25
	QTY	500	500	500
	TOTAL	\$3,125.00	\$3,125.00	\$3,125.00
Billable draw application sold	EA	\$ -	\$ -	\$ -
	QTY	30,000	30,000	30,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Resale Items	EA	\$ -	\$ -	\$ -
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$899,125.00	\$899,125.00	\$899,125.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Hardware Costs

The NGPC currently uses its own hardware and requires external agents to supply their own and allows for hunt/fish permits to be printed on plain 8.5 X 11 paper. The only special stock used is for park entry permit window stickers which are printed under contract and distributed to agents. If the bidder's solution requires equipment, use this page to identify costs.

The bidder should provide costs for any additional supplemental or specialized hardware equipment that NGPC might need to purchase. Please provide a list of the supplemental or specialized hardware needed, including cost per item. At renewal time, rates may increase by no more than 5%.

Include costs for the following items or any other items that are needed to be a part of bidder's solution.

Supplemental or Specialized Hardware/Equipment Pricing Spreadsheet	Specify Qty (0-200)	Initial Contract Period Cost per unit	First Optional Renewal Cost per Unit	Second Optional Renewal Cost per Unit	Third Optional Renewal Cost per Unit	Fourth Optional Renewal Cost per Unit	Fifth Optional Renewal Cost per Unit
Thermal Receipt Printer							
Cash Drawer							
Bar Code Scanner							
Cash Register/Computer							
Other (specify)							
Other (specify)							

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

There is no specialized hardware for our solution, all items listed above are sufficient for operation.

Optional Services:

Work may be needed that was not originally delineated in this RFP, but considered within the scope of work. This additional work may stem from Legislative mandates, emerging technologies, secondary research, and/or Regulations and Orders not otherwise addressed in this RFP or known at the time this RFP was issued. If additional work is needed, the Contractor must submit a detailed Scope of Work, Title/Role(s), number of hours, and due dates/deliverables for NGPC review and approval.

The bidder must list each role/title and provide an hourly rate. There is no guarantee regarding the number of hours that will be used. 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.

The bidder should provide the hourly rate for each Title/Role used to complete optional services.

Role/Title*	Hourly Rate
Project Manager	\$ 150.00
Team Lead	\$ 150.00
Application Developer	\$ 120.00
Database Developer	\$ 150.00
System Architect	\$ 180.00
Graphic Designer	\$ 120.00
Security Analyst	\$ 150.00
Business Analyst	\$ 120.00

Role/Title*	Hourly Rate
System Administrator	\$ 150.00
Software Tester	\$ 120.00
UI Designer	\$ 150.00

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

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 policies regarding travel reimbursement.

Sales Channel	2020 Sold Permit	QTY
Online	Big Game - Deer/Antelope/Elk	132,573
Online	Paddlefish	1,815
Online	Park Entry Permit (Annual/Duplicate)	65,017
Online	Park Entry Permit (Daily)	29,389
Online/Mobile	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	163,615
Online/Mobile	Big Game - Turkey	28,256
Online/Mobile	Certificates (Hunter Education, Apprentice)	10,809
Online/Mobile	Magazine	1,280
Online/Mobile	Reprint any Permit	2,560
Online/Mobile	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	254,139
	Sub Total	689,453
External Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	109,451
External Agent	Certificates (Hunter Education, Apprentice)	10
External Agent	Park Entry Permit (Annual/Duplicate)	90,477
External Agent	Park Entry Permit (Daily)	22,585
External Agent	Reprint any Permit	465
External Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	110,665
	Sub Total	333,653
Internal Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	16,284
Internal Agent	Park Entry Permit (Annual/Duplicate)	73,271
Internal Agent	Big Game - Deer/Antelope/Elk	10,522
Internal Agent	Big Game - Turkey	1,057
Internal Agent	Certificates (Hunter Education, Apprentice)	131
Internal Agent	Magazine	6,398
Internal Agent	Paddlefish	63
Internal Agent	Park Entry Permit (Daily)	218,930
Internal Agent	Reprint any Permit	45
Internal Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck)	17,112
	Sub Total	343,813
Draw/Online	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	1,664
Draw/Internal Agent	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	70
Draw/Online	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	16,412
Draw/Internal Agent	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	1,121
Draw/Online	Lottery Application	11,192
Draw/Internal Agent	Lottery Application	167
	Sub Total	30,626
Draw/Internal Agent	Auction Permit	5
	Sub Total	5
	Grand Total	1,397,550

E



TERRA TECHNOLOGY
GROUP

BAFO COST PROPOSAL

Statewide Web-Based Licensing / Permitting System for Nebraska Game and Parks Commission

**State of Nebraska Department of Administrative Services (DAS), Materiel
Division, State Purchasing Bureau (SPB)
RFP Number 6506 Z1; Statewide Web-Based Permit/Licensing system**

ATTN: Connie Heinrichs
Nebraska State Purchasing Bureau
1526 K Street, Suite 130, Lincoln, NE 68508

SUBMITTED BY:

Terra Technology Group
20 Wight Avenue, Suite 130
Hunt Valley, MD 21030

CONTACT PERSON:

Jeff Roberts, Chief Product Officer
410.316.2304
jroberts@terratg.com



July 26, 2021

RE: Request for Proposal Number 6506 Z1;
Statewide Web-Based Permit/Licensing system

Nebraska State Purchasing Bureau
1526 K Street, Suite 130,
Lincoln, NE 68508
ATTN: Connie Heinrichs
Email: connie.heinrichs@nebraska.gov

Dear Ms. Heinrichs,

Please see Terra Technology Group's (TTG) response to the State of Nebraska, Game & Parks Commission's request for a Best and Final Offer for RFP Number 6506 Z1.

TTG has elected not to alter the pricing submitted in our original cost proposal. Please see the attached BAFO Cost Proposal form below.

Thank you for taking the time to consider TTG. We look forward to providing outstanding solutions for the Nebraska Game and Parks Commission and your customers.

Please contact TTG's point of contact, Jeff Roberts at (443) 834-4023 or by email at jroberts@terratg.com should you have any further questions regarding our proposal.

Best regards,



Caroline Howell
President of Terra Technology Group
Chowell@terratg.com
20 Wight Ave, Hunt Valley, MD

ATTACHMENT D

BAFO COST PROPOSAL SHEET

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Bidder Name:

Terra Technology Group, LLC

**Attachment D- BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Bidder should complete all entries for highlighted fields

This contract is for a fixed price bid. All costs are to be all inclusive (including time, travel and materials). Payments will be tied to completion and acceptance of each deliverable.

Bidders shall provide their proposed costs below. Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the first six (6) years of the contract. Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

It is anticipated that this will be a software as a service type arrangement with costs associated primarily on a 'per billable item'. Provisions are provided to identify one-time costs for specific overhead items and/or ongoing annual fees if needed by the contractor.

Billable Items include all permit types, stamps (Habitat, Aquatic Habitat, and Nebraska Migratory Waterfowl Stamp), NebraskaLand Magazine. A list of current billable permit items and 2020 sales history is below. For scoring purposes, the 2020 figures provide below will be used to calculate cost. See Attachment E for the Billable Items List.

For purposes of this RFP, we will use the following figures:

- 2020 Online/Mobile Billable Items Sold = 700,000
- 2020 External Agent Billable Item Sold = 350,000
- 2020 NGPC Internal Agent Billable Item Sold = 350,000
- 2020 Draw and Lottery Applications Billable Item Sold = 30,000
- 2020 Resale Billable Item Sold = 2,000
- 2020 Periodicals Billable Item Sold = 12,000
- 2020 Periodicals Billable Item Sold = 12,000
- Billable Item- Gift card sales = projected estimate of 1,000
- Billable Item sold via phone by Contractor = projected estimate of 500

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

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
Annual Software Subscription Fee							
Test Environment							
Production System							
Configuration		\$ 200,000.00	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ 200,000.00	0	0	0	0	0
Data Conversion – Final before Go-Live			0	0	0	0	0
Implementation and testing		\$ 200,000.00	0	0	0	0	0
Go-Live		\$ 300,000.00	0	0	0	0	0
Annual Hosting Fee							
Annual Support and maintenance							
Billable item sold Online/Mobile	EA		\$ 1.25	\$ 1.25	\$ 1.25	\$ 1.25	\$ 1.25
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$0.00	\$875,000.00	\$875,000.00	\$875,000.00	\$875,000.00	\$875,000.00
Billable item sold by internal agent	EA						
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA						
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA						
	QTY	1,000	1,000	1,000	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA						
	QTY	500	500	500	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA		\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$0.00	\$22,500.00	\$22,500.00	\$22,500.00	\$22,500.00	\$22,500.00
Billable Resale Items	EA						
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA						
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$ 900,000.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00	\$ 897,500.00

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FIRST Renewal Period – Year One	FIRST Renewal Period – Year Two	FIRST Renewal Period – Year Three
Annual Software Subscription Fee	YR			
Test Environment	YR			
Production System	YR			
Annual Hosting Fee	YR			
Annual Support and maintenance	YR			
Billable item sold Online/Mobile	EA	\$ 1.31	\$ 1.31	\$ 1.31
	QTY	700,000	700,000	700,000
	TOTAL	\$918,750.00	\$918,750.00	\$918,750.00
Billable item sold by Internal agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA			
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA			
	QTY	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA	\$ 0.79	\$ 0.79	\$ 0.79
	QTY	30,000	30,000	30,000
	TOTAL	\$23,625.00	\$23,625.00	\$23,625.00
Billable Resale Items	EA			
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA			
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$942,375.00	\$942,375.00	\$942,375.00

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

RENEWAL PERIODS

Description		SECOND Renewal Period – Year One	SECOND Renewal Period – Year Two	SECOND Renewal Period – Year Three
Annual Software Subscription Fee	YR			
Test Environment	YR			
Production System	YR			
Annual Hosting Fee	YR			
Annual Support and maintenance	YR			
Billable item sold Online/Mobile	EA	\$ 1.38	\$ 1.38	\$ 1.38
	QTY	700,000	700,000	700,000
	TOTAL	\$964,687.50	\$964,687.50	\$964,687.50
Billable item sold by Internal agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA			
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA			
	QTY	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA	\$ 0.83	\$ 0.83	\$ 0.83
	QTY	30,000	30,000	30,000
	TOTAL	\$24,806.25	\$24,806.25	\$24,806.25
Billable Resale Items	EA			
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA			
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$989,493.75	\$989,493.75	\$989,493.75

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

RENEWAL PERIODS

Description		THIRD Renewal Period – Year One	THIRD Renewal Period – Year Two	THIRD Renewal Period – Year Three
Annual Software Subscription Fee	YR			
Test Environment	YR			
Production System	YR			
Annual Hosting Fee	YR			
Annual Support and maintenance	YR			
Billable item sold Online/Mobile	EA	\$ 1.45	\$ 1.45	\$ 1.45
	QTY	700,000	700,000	700,000
	TOTAL	\$1,012,921.88	\$1,012,921.88	\$1,012,921.88
Billable item sold by Internal agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA			
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA			
	QTY	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA	\$ 0.87	\$ 0.87	\$ 0.87
	QTY	30,000	30,000	30,000
	TOTAL	\$26,046.56	\$26,046.56	\$26,046.56
Billable Resale Items	EA			
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA			
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$1,038,968.44	\$1,038,968.44	\$1,038,968.44

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

RENEWAL PERIODS

Description		FOURTH Renewal Period – Year One	FOURTH Renewal Period – Year Two	FOURTH Renewal Period – Year Three
Annual Software Subscription Fee	YR			
Test Environment	YR			
Production System	YR			
Annual Hosting Fee	YR			
Annual Support and maintenance	YR			
Billable item sold Online/Mobile	EA	\$ 1.52	\$ 1.52	\$ 1.52
	QTY	700,000	700,000	700,000
	TOTAL	\$1,063,567.97	\$1,063,567.97	\$1,063,567.97
Billable item sold by Internal agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA			
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA			
	QTY	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA	\$ 0.91	\$ 0.91	\$ 0.91
	QTY	30,000	30,000	30,000
	TOTAL	\$27,348.89	\$27,348.89	\$27,348.89
Billable Resale Items	EA			
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA			
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$1,090,916.86	\$1,090,916.86	\$1,090,916.86

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

RENEWAL PERIODS

Description		FIFTH Renewal Period – Year One	FIFTH Renewal Period – Year Two	FIFTH Renewal Period – Year Three
Annual Software Subscription Fee	YR			
Test Environment	YR			
Production System	YR			
Annual Hosting Fee	YR			
Annual Support and maintenance	YR			
Billable item sold Online/Mobile	EA	\$ 1.60	\$ 1.60	\$ 1.60
	QTY	700,000	700,000	700,000
	TOTAL	\$1,116,746.37	\$1,116,746.37	\$1,116,746.37
Billable item sold by Internal agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold by external agent	EA			
	QTY	350,000	350,000	350,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item- Gift card sales	EA			
	QTY	1,000	1,000	1,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable item sold via phone by Vendor	EA			
	QTY	500	500	500
	TOTAL	\$0.00	\$0.00	\$0.00
Billable draw application sold	EA	\$ 0.96	\$ 0.96	\$ 0.96
	QTY	30,000	30,000	30,000
	TOTAL	\$28,716.34	\$28,716.34	\$28,716.34
Billable Resale Items	EA			
	QTY	2,000	2,000	2,000
	TOTAL	\$0.00	\$0.00	\$0.00
Billable Periodicals	EA			
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$1,145,462.70	\$1,145,462.70	\$1,145,462.70

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Hardware Costs

The NGPC currently uses its own hardware and requires external agents to supply their own and allows for hunt/fish permits to be printed on plain 8.5 X 11 paper. The only special stock used is for park entry permit window stickers which are printed under contract and distributed to agents. If the bidder's solution requires equipment, use this page to identify costs.

The bidder should provide costs for any additional supplemental or specialized hardware equipment that NGPC might need to purchase. Please provide a list of the supplemental or specialized hardware needed, including cost per item. At renewal time, rates may increase by no more than 5%.

Include costs for the following items or any other items that are needed to be a part of bidder's solution.

Supplemental or Specialized Hardware/Equipment Pricing Spreadsheet	Specify Qty (0-200)	Initial Contract Period Cost per unit	First Optional Renewal Cost per Unit	Second Optional Renewal Cost per Unit	Third Optional Renewal Cost per Unit	Fourth Optional Renewal Cost per Unit	Fifth Optional Renewal Cost per Unit
Thermal Receipt Printer							
Cash Drawer							
Bar Code Scanner							
Cash Register/Computer							
Other (specify)							
Other (specify)							

**Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1**

Optional Services:

Work may be needed that was not originally delineated in this RFP, but considered within the scope of work. This additional work may stem from Legislative mandates, emerging technologies, secondary research, and/or Regulations and Orders not otherwise addressed in this RFP or known at the time this RFP was issued. If additional work is needed, the Contractor must submit a detailed Scope of Work, Title/Role(s), number of hours, and due dates/deliverables for NGPC review and approval.

The bidder must list each role/title and provide an hourly rate. There is no guarantee regarding the number of hours that will be used. 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.

The bidder should provide the hourly rate for each Title/Role used to complete optional services.

Role/Title*	Hourly Rate
Project Manager	\$ 144.00
Business Analyst	\$ 120.00
Marketing and R3 Coordinator	\$ 144.00
Sr. Applications Developer	\$ 156.00
Applications Developer	\$ 120.00
Database Developer	\$ 115.00
User Experience Designer	\$ 132.00
Quality Assurance Analyst	\$ 96.00

Role/Title*	Hourly Rate
Systems Administrator	\$ 108.00
Database Administrator	\$ 120.00
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -

Attachment D
BAFO Cost Proposal Sheet
Request for Proposal 6506-Z1

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 policies regarding travel reimbursement.

Sales Channel	2020 Sold Permit	QTY
Online	Big Game - Deer/Antelope/Elk	132,573
Online	Paddlefish	1,815
Online	Park Entry Permit (Annual/Duplicate)	65,017
Online	Park Entry Permit (Daily)	29,389
Online/Mobile	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	163,615
Online/Mobile	Big Game - Turkey	28,256
Online/Mobile	Certificates (Hunter Education, Apprentice)	10,809
Online/Mobile	Magazine	1,280
Online/Mobile	Reprint any Permit	2,560
Online/Mobile	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	254,139
	Sub Total	689,453
External Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	109,451
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Internal Agent	Park Entry Permit (Annual/Duplicate)	73,271
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	Sub Total	343,813
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Draw/Internal Agent	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	70
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Draw/Internal Agent	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	1,121
Draw/Online	Lottery Application	11,192
Draw/Internal Agent	Lottery Application	167
	Sub Total	30,626
Draw/Internal Agent	Auction Permit	5
	Sub Total	5
	Grand Total	1,397,550

F

FINAL EVALUATION DOCUMENT
RFP Number 6506 Z1
Statewide Web-Based Permit/Licensing System
Opening Date: July 1, 2021 2:00 pm

Evaluation Criteria	Possible Points	Aspira	Brandt Information Services LLC	Kalkomey Enterprises LLC	NICUSA Inc	Sovereign Sportsman Solutions	Terra Technology Group
Part 1.0 Corporate Overview	190	151.80	159.40	142.80	151.00	156.80	150.60
Part 2.0 Technical Approach - Functional	1310	1091.40	1185.87	1135.33	1166.20	1213.73	1178.67
Part 2.0 Technical Approach - Technical	300	270.50	284.00	258.75	271.25	279.63	271.25
Part 2.0 Technical Approach - Financial	300	268.86	244.57	252.00	247.43	250.57	253.14
Part 3.0 Cost Proposal	900	861.34	267.14	329.28	900.00	540.63	862.50
Total Points without Oral Interviews & Demonstrations	3000	2643.89	2140.98	2118.16	2735.88	2441.36	2716.16
Oral Interviews and Demonstrations	940	747.77	N/A	N/A	482.23	657.62	790.77
Total Points with Oral Interviews & Demonstrations	3940	3391.66			3218.11	3098.97	3506.93
Ranking		2			3	4	1