



Request for Proposal

State of Nebraska Pricing Proposal

Request for Proposal Number: RFP 6909 Z1

Opening Date: September 24, 2024



Form A
Bidder Proposal Point of Contact
Request for Proposal Number 6909 Z1

Form A should be completed and submitted with each response to this Request for Proposal. This is intended to provide the State with information on the bidder's name and address, and the specific person(s) who are responsible for preparation of the bidder's response.

Preparation of Response Contact Information	
Bidder Name:	Kaizen Laboratories Inc.
Bidder Address:	17 W 20th St Fl 5 New York NY 10011
Contact Person & Title:	Nikhil Reddy, Co-Founder & CEO
E-mail Address:	nikhil@kaizenlabs.co
Telephone Number (Office):	646-904-4259
Telephone Number (Cellular):	408-623-7000
Fax Number:	

Each bidder should also designate a specific contact person who will be responsible for responding to the State if any clarifications of the bidder's response should become necessary. This will also be the person who the State contacts to set up a presentation/demonstration, if required.

Communication with the State Contact Information	
Bidder Name:	Kaizen Laboratories Inc.
Bidder Address:	17 W 20th St Fl 5 New York NY 10011
Contact Person & Title:	Nikhil Reddy, Co-Founder & CEO
E-mail Address:	nikhil@kaizenlabs.co
Telephone Number (Office):	646-904-4259
Telephone Number (Cellular):	408-623-7000
Fax Number:	



**Revised Cost Proposal Sheet - RFP Number 6909 Z1
Nebraska State Park Reservation System
Bidder's Name: Kaizen Laboratories Inc.**

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 five (5) years of the contract. Any request for a price increase subsequent to the initial five (5) years of the contract shall not exceed five percent (5%) 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 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 price increases.

For the purposes of this RFP, we will use the estimated quantities below:

Bidder Please Populate Yellow Cells

Transaction Fees - Initial Contract Period

Description	Estimated Quantity	Per Each Cost Year One	Initial Contract Period - Year One	Per Each Cost Year Two	Initial Contract Period - Year Two	Per Each Cost Year Three	Initial Contract Period - Year Three	Per Each Cost Year Four	Initial Contract Period - Year Four	Per Each Cost Year Five	Initial Contract Period - Year Five
Project Initiation and Planning Phase (Project Implementation)			\$0.00								
Design Phase (Project Implementation)			\$0.00								
System Development Phase (Project Implementation)			\$0.00								
Go Live Initial Contract (Project Implementation)			\$0.00								
Hardware Required for Implementation (Project Implementation)			\$0.00								
Make a reservation at the Call Center	2,000	\$3.50	\$7,000.00	\$3.50	\$7,000.00	\$3.50	\$7,000.00	\$3.50	\$7,000.00	\$3.50	\$7,000.00
Make a reservation on the Internet	75,000	\$7.50	\$562,500.00	\$7.50	\$562,500.00	\$7.50	\$562,500.00	\$7.50	\$562,500.00	\$7.50	\$562,500.00
Make a reservation at the Park Office	14,000	\$4.50	\$63,000.00	\$4.50	\$63,000.00	\$4.50	\$63,000.00	\$4.50	\$63,000.00	\$4.50	\$63,000.00
Make a change to a reservation at the Call Center	1,000	\$1.00	\$1,000.00	\$1.00	\$1,000.00	\$1.00	\$1,000.00	\$1.00	\$1,000.00	\$1.00	\$1,000.00
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.00	\$700.00	\$1.00	\$700.00	\$1.00	\$700.00	\$1.00	\$700.00	\$1.00	\$700.00
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge
Total			\$634,200.00		\$634,200.00		\$634,200.00		\$634,200.00		\$634,200.00

Transaction Fees - First Renewal Period

Description	Estimated Quantity	First Renewal	First	First	First
Make a reservation at the Call Center	2,000	\$3.64	\$7,280.00	\$3.64	\$7,280.00
Make a reservation on the Internet	75,000	\$7.80	\$585,000.00	\$7.80	\$585,000.00
Make a reservation at the Park Office	14,000	\$4.68	\$65,520.00	\$4.68	\$65,520.00
Make a change to a reservation at the Call Center	1,000	\$1.04	\$1,040.00	\$1.04	\$1,040.00
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.04	\$728.00	\$1.04	\$728.00
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge
Total			\$659,568.00		\$659,568.00

Transaction Fees - Second Renewal Period

Description	Estimated Quantity	Second Renewal	Second	Second	Second
Make a reservation at the Call Center	2,000	\$3.79	\$7,571.20	\$3.79	\$7,571.20
Make a reservation on the Internet	75,000	\$8.03	\$602,550.00	\$8.03	\$602,550.00
Make a reservation at the Park Office	14,000	\$4.82	\$67,485.60	\$4.82	\$67,485.60
Make a change to a reservation at the Call Center	1,000	\$1.07	\$1,071.20	\$1.07	\$1,071.20
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.07	\$749.84	\$1.07	\$749.84
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge
Total			\$679,427.84		\$679,427.84

Transaction Fees - Third Renewal Period

Description	Estimated Quantity	Third	Third	Third	Third
Make a reservation at the Call Center	2,000	\$3.94	\$7,874.05	\$3.94	\$7,874.05
Make a reservation on the Internet	75,000	\$8.28	\$620,626.50	\$8.28	\$620,626.50
Make a reservation at the Park Office	14,000	\$4.97	\$69,510.17	\$4.97	\$69,510.17
Make a change to a reservation at the Call Center	1,000	\$1.10	\$1,103.34	\$1.10	\$1,103.34
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.10	\$772.34	\$1.10	\$772.34
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge
Total			\$699,886.39		\$699,886.39

Transaction Fees - Forth Renewal Period

Description	Estimated Quantity	Fourth Renewal	Fourth	Fourth	Fourth
Make a reservation at the Call Center	2,000	\$4.09	\$8,189.01	\$4.09	\$8,189.01
Make a reservation on the Internet	75,000	\$8.52	\$639,245.30	\$8.52	\$639,245.30
Make a reservation at the Park Office	14,000	\$5.11	\$71,595.47	\$5.11	\$71,595.47
Make a change to a reservation at the Call Center	1,000	\$1.14	\$1,136.44	\$1.14	\$1,136.44
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.14	\$795.51	\$1.14	\$795.51
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge
Total			\$720,961.72		\$720,961.72

Transaction Fees - Fifth Renewal Period

Description	Estimated Quantity	Fifth	Fifth	Fifth	Fifth
Make a reservation at the Call Center	2,000	\$4.26	\$8,516.57	\$4.26	\$8,516.57
Make a reservation on the Internet	75,000	\$8.78	\$658,422.65	\$8.78	\$658,422.65
Make a reservation at the Park Office	14,000	\$5.27	\$73,743.34	\$5.27	\$73,743.34
Make a change to a reservation at the Call Center	1,000	\$1.17	\$1,170.53	\$1.17	\$1,170.53
Make a change to a reservation on the Internet	1,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a change to a reservation at the Park Office	4,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Call Center	700	\$1.17	\$819.37	\$1.17	\$819.37
Make a cancellation on the Internet	9,000	\$0.00	\$0.00	\$0.00	\$0.00
Make a cancellation at the Park Office	2,000	\$0.00	\$0.00	\$0.00	\$0.00
Registration (walk in/first come first serve) made at Park Office	40,000	No Charge	No Charge	No Charge	No Charge
Total			\$742,672.46		\$742,672.46

Optional Hardware Costs

NGPC is currently required to purchase computers and desktop printers

Include costs for the following items or any other items that are needed to

Supplemental Pricing	Cost per Unit
Merchant Processing Fees	\$1.5*

If using external payment merchant - would not apply if using Elavon

Specialized Hardware Pricing Spreadsheet	Brand Make Model	Cost per Unit
Thermal Receipt Printer	EOM-POS	\$380.00
Cash Drawer	EOM-POS	\$380.00
Bar Code Scanner	EOM-POS	\$380.00
Self-Service Kiosk	*	*
Other (specify)		
Other (specify)		
Add more items below this line if needed:		

* Kaizen can integrate with all existing hardware but also recommends and supplies this brand if necessary.

*Kaizen can integrate with existing kiosks or support procurement of compatible kiosks if State desires.