

**27. Award RFP-4172-02/JVP – Scale House Management System to Carolina Software, Wilmington, NC (\$121,167.70).**

RFP-4172-02/JVP is for the purchase and maintenance of a Scale House Management System for Seminole County Solid Waste Division. This requirement was publicly advertised and the County received proposals from five (5) firms. The evaluation committee which consist of David Gregory, Manager, Solid Waste; Kim Patterson, Manager, Information Services; Judy Garret, Accounting Supervisor, Environmental Services; Elizabeth Rankin, Technician, Solid Waste and Richard Meinert, Senior Coordinator, Solid Waste evaluated the five proposals against the requirements of the RFP. Consideration was given to the following criteria in determining which proposal offered the best value to the County:

- Project Understanding and Approach – Project understanding, Explanation of Proposed Services, Operating history of Designated Facility, Adequacy of record-keeping and reporting system.
- Ability to Perform – Overall ability of system to meet County needs, Processing capabilities of proposed system, Feasibility of proposed modifications to existing system.
- Corporate Qualifications – Project organization and staff resumes, Demonstrated ability to provide system support, Demonstrated experience with similar systems, References and history of providing satisfactory services, Use of qualified subcontractors.
- Financial Proposal – System Cost

The evaluation committee short listed two companies; DBM Systems of Raleigh, NC (the second lowest priced) and Carolina Software, Inc. of Wilmington, NC (the third lowest priced). The lowest priced proposal (ILS, Inc. of Columbus, OH) was not included on the short list because their proposed system did not include an integrated accounting package as required by the County. This fatal flaw precluded ILS from any reasonable chance for award. The two short listed firms were invited to demonstrate their systems for the evaluation committee. DBM Systems was asked to demonstrate five randomly selected requirements from the RFP's listing of Minimum Specifications. Although DBM Systems' written proposal indicated they fully met the requirements of the solicitation, they were unable to perform any of the five requirements and were consequently found unacceptable. Carolina Software, on the other hand, presented an excellent demonstration; meeting or exceeding the County's requirements in every regard. Therefore, Carolina Software's system is the lowest priced proposal that fully meets the County's minimum requirements. In addition, their demonstration clearly showed their system was highly acceptable and the best value solution for the County's Scale House Management. The Evaluation Committee recommends award to Carolina

Software of Wilmington, NC as offering the best value to the County, price and other factors considered.

The FY03 basic system price is \$42,972.18 and includes a one-year warranty period. The contract will include two one-year options for annual maintenance and technical support once the warranty period expires (\$8,800.00). The contract will also include several options for expanding the system's capability over the next 12 months (\$54,195.52) and options for annual maintenance and technical support on the expanded capability (\$5,600.00). The final option is for converting existing County data to the new management system's format (\$9,600.00). If all options were exercised their price would be \$78,195.52; which, when added to the price of the basic system, gives a total contract price of \$121,167.70.

Once the basic system is installed and running, Environmental Services/Solid Waste will evaluate expanding the system's capability. Exercising any option is contingent on funds being made available by the Board through the budget process. If the Board approves funding, an option may be purchased under the contract without further approval. The Contract will become effective upon execution by the County. The one year warranty begins on start-up of the installed initial system. If both 1-year options for annual maintenance and technical support are exercised, the contract will run through 2006.

Funds are available in account line 087900-40201-534-560-62000, Item #1. Environmental Services/Solid Waste and Fiscal Services/Purchasing recommend the Board approve and authorize the Chairman to execute the Agreement as prepared by the County Attorney's Office with no major deviation in terms and pursuant to the requirements of the Request for Proposal.

## CONTRACT PRICING

<u>Item No.</u>	<u>Description</u>	<u>Qty</u>	<u>Units</u>	<u>Unit Price</u>	<u>Total Price</u>
	<b>INITIAL PURCHASES</b>				
0001	<b>INITIAL PURCHASE WITH ONE YEAR WARRANTY</b>				
0001A	WasteWorks installed on existing equipment: server at transfer station scale house, two PCs at transfer station scale house, two PCs at landfill, four customer service PCs at transfer station office, one supervisor's PC and one manager's PC. (Proposal Item 4.1 & 4.2)	1	each	\$36,347.18	\$36,347.18
0001B	WasteWalker: Initial device including installation, training and one year warranty. (Proposal Item 4.4)	1	each	\$6,625.00	\$6,625.00
	<b>TOTAL INITIAL PURCHASE</b>				\$42,972.18
	<b>OPTIONS</b>				
0002	<b>OPTIONS FOR TWO YEARS OF ANNUAL MAINTENANCE AND TECHNICAL SUPPORT ON THE INITIAL PURCHASE</b>				
0002A	WasteWorks (Options for FY04 & FY05)	2	years	\$4,000.00	\$8,000.00
0002B	WasteWalker (Options for FY04 & FY05)	2	years	\$400.00	\$800.00
0003	<b>OPTIONS FOR THE PURCHASE OF WASTEWIZARD AUTOMATED SCALE UNITS, MUST BE EXERCISED WITHIN 12 MONTHS OF CONTRACT AWARD. (PROPOSAL ITEM 4.3)</b>				
003A	WasteWizard Systems (scale @ \$17,517.76, RF Reader @ \$4,650 and 40 tags @ \$27 each (\$1080).	2	each	\$23,247.76	\$46,495.52
003B	Two one-year options for annual maintenance and technical support. (2 systems, 2 years each; 2 FY04 Options & 2 FY05 Options)	4	years	\$1,000.00	\$4,000.00
0004	<b>OPTIONS FOR THE PURCHASE OF ADDITIONAL WASTEWALKER UNITS, PURCHASE OPTIONS MUST BE EXERCISED WITHIN 12 MONTHS OF CONTRACT AWARD. (PROPOSAL PRICING ADDENDUM DTD 2/4/03)</b>				
004A	WasteWalker Units (units only, not including shipping)	2	each	\$3,850.00	\$7,700.00
004B	Two one-year options for annual maintenance and technical support. (2 units, 2 years each; 2 FY04 Options & 2 FY05 Options)	4	years	\$400.00	\$1,600.00
0005	<b>OPTION FOR DATA CONVERSION BY THE HOUR</b>	80	hours	\$120.00	\$9,600.00
	<b>TOTAL ALL OPTIONS</b>				\$78,195.52
	<b>GRAND TOTAL CONTRACT PRICE</b>				<u>\$121,167.70</u>

EVALUATION FORM  
RFP-4172-02/JVP -Scale House Management System

Scale House Management System	DBM Systems Inc 1701 Asheville Hwy. Hendersonville, NC 28791	ILS Inc 3311 E. Livingston Ave. Columbus, Oh 43227	Sanford Scale Company P.O.Box 1388 Sanford, FL 32772	Compro Systems, Inc 200 Smiley Dr. St. Albans, WV 25177	Carolina Software PO Box 3097 Wilmington, NC 28406
<b>Project Understanding and Approach</b> (10%) *Project Understanding *Explanation of Proposed Services *Proposal Format and consistency with guidelines *Adequacy of record-keeping and reporting system	7.8	6.1	5.7	7.6	7.5
<b>Ability to Perform</b> (40%) *Overall ability of system to meet County needs *Processing capabilities of proposed system *Feasibility if proposed modifications to existing system	33.0	22.4	26.2	24.5	29.2
<b>Corporate Qualifications and Experience</b> (20%) *Demonstrated ability to provide system support *Project organization and staff resumes *Use of qualified subcontractors *Demonstrated experience with similar systems *References and history of providing satisfactory services	15.8 30	11.1 18	10.4 1	14.9 11	15.3 13
<b>Financial Proposal</b> (30%) System Cost	[REDACTED]				
<b>Overall Assessment:</b> H = Highly Acceptable. Proposal exceeds the requirements in a way that benefits the County or meets the requirements and has enhancing features, which benefits the County. A = Acceptable. Proposal meets the County Requirements. Any weakness is minor. M = Marginal. Proposal contains weaknesses or minor deficiencies, which could have an impact, if accepted. U = Unsatisfactory. Proposal does not comply substantially with the requirements.	86.6 A	57.6 M	43.3 M	58 M	65 A

Notes: Short-list top two firms for presentation  
Top two firms provided complete submittals demonstrating that the software will meet the County's requirements.

Qualification Committee Member:  
 David Gregory *AKG* 10.21.02  
 Judith E. Garrett *JEG* 10/21/02  
 Richard A. Meinert *RAM* 10/21/02  
 Elizabeth E. Rankin *ERK* 10/21/02  
 Kim Patterson *KP* 10.21.02

**Presentation**  
**RFP-4172-02/JVP -Scale House Management System**

**Scale House Management System**

*Carolina Software*  
*PO Box 3097*  
*Wilmington, NC 28406*

**COMMENTS**

**Project Understanding and Approach** (10%)  
 \*Project Understanding  
 \*Explanation of Proposed Services (Questions)  
 \*Proposal Format and consistency with guidelines  
 \*Adequacy of record-keeping and reporting system

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See attached

**Ability to Perform** (40%)  
 \*Overall ability of system to meet County needs  
 \*Processing capabilities of proposed system  
 \*Feasibility if proposed modifications to existing system

3E

**Corporate Qualifications and Experience** (20%)  
 \*Demonstrated ability to provide system support  
 \*Project organization and staff resumes  
 \*Use of qualified subcontractors  
 \*Demonstrated experience with similar systems  
 \*References and history of providing satisfactory services

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**Financial Proposal** (30%)  
 System Cost

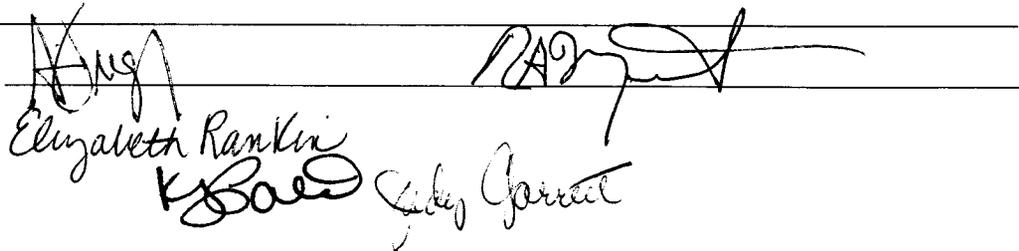
[REDACTED]

**Overall Assessment:**  
  
 H = Highly Acceptable. Proposal exceeds the requirements in a way that benefits the County or meets the requirements and has enhancing features, which benefits the County.  
  
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H

Additional Notes: \_\_\_\_\_

Qualification Committee Member:

  
 Elizabeth Rankin  
 K. B. [unclear]  
 [unclear]

Comments to accompany Scale House Management System evaluation.  
Presentation December 13, 2002  
RFP-4172-02/JVP – Scale House Management System

Carolina Software  
PO Box 3097  
Wilmington, NC 28406

The comments indicated below are based on the demonstration of the system as conducted by the company representative(s) and on the responses to questions posed to the company representative(s).

- Carolina Software representatives were extremely prepared for demonstration.
- Representatives very knowledgeable of solid waste operations and how their product will meet operational needs.
- Demonstration met County requirements.
- Answered questions verbally and followed up in writing.
- Presentation covered scope of project to include accounting system demonstration.
- Database is **NOT** SQL
- Reports are imported into Excel
- Processing capability of system will allow a faster transaction rate and complete reporting capability of scale house operations.
- Carolina Software currently has over 500 customers using this software package.
- Customer Service consists of 5 technicians, twenty-fours a day, seven days a week, three-hundred-sixty-five days a year.
- Overall Assessment is highly acceptable/exceeding County standards.

Presentation  
RFP-4172-02/JVP -Scale House Management System

**Scale House Management System**

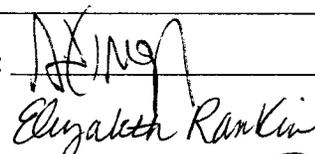
**DBM Systems Inc**  
1701 Asheville Hwy.  
Hendersonville, NC 28791

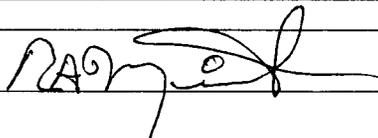
**COMMENTS**

<p><b><u>Project Understanding and Approach</u></b> (10%)</p> <p>*Project Understanding *Explanation of Proposed Services (Questions) *Proposal Format and consistency with guidelines *Adequacy of record-keeping and reporting system</p>	5	See attached
<p><b><u>Ability to Perform</u></b> (40%)</p> <p>*Overall ability of system to meet County needs *Processing capabilities of proposed system *Feasibility if proposed modifications to existing system</p>	15	
<p><b><u>Corporate Qualifications and Experience</u></b> (20%)</p> <p>*Demonstrated ability to provide system support *Project organization and staff resumes *Use of qualified subcontractors *Demonstrated experience with similar systems *References and history of providing satisfactory services</p>	10	
<p><b><u>Financial Proposal</u></b> (30%)</p> <p>System Cost</p>		
<p><b>Overall Assessment:</b></p> <p>H = Highly Acceptable. Proposal exceeds the requirements in a way that benefits the County or meets the requirements and has enhancing features, which benefits the County.</p> <p>A = Acceptable. Proposal meets the County Requirements. Any weakness is minor.</p> <p>M = Marginal. Proposal contains weaknesses or minor deficiencies, which could have an impact, if accepted.</p> <p>U = Unsatisfactory. Proposal does not comply substantially with the requirements.</p>	M	

Additional Notes: \_\_\_\_\_

Qualification Committee Member: \_\_\_\_\_

  
 Elizabeth Rankin

  
 Kelly Garrett

  
 K. J. [unclear]

Comments to accompany Scale House Management System evaluation.  
Presentation December 16, 2002  
RFP-4172-02/JVP – Scale House Management System

DBM Systems Inc  
1701 Ashville Hwy.  
Hendersonville, NC 28791

The comments indicated below are based on the demonstration of the system as conducted by the company representative(s) and on the responses to questions posed to the company representative(s).

- DBM Representative was not aware of demonstration expectations, was not prepared for demonstration, and did not demonstrate complete functionality of system.
- Representative was not prepared to answer questions and was unsure of answers provided.
- System is SQL – VB Client
- Reports are generated by Crystal Reports or Access.
- DBM Systems currently has 15 customers using this software package.
- Customer Service consists of 3 technicians, Monday to Friday, 8-5 Eastern Time, with on-call after normal hours of operations.
- DBM submittal stated yes to all Minimum Specifications for the system with no detail or clarification. Verbal answers contradicted written response.
- Representative was 1 ½ hours late starting demonstration. Due to this time constraint, representative was requested to demonstrate 5 specifications randomly selected from the RFP Minimum Specification requirements with the following results:
  - Provide “flagging” of customer accounts and customers for bad checks, etc. --DBM Systems does not have this capability.
  - Allow for 10 items with split weight or origins. –DBM Systems does not have this capability.
  - Allow for deposits to be taken for inbound cash customers at time of weigh-in. --DBM Systems does not have this capability.
  - Ability to set parameters flags. –DBM Systems does not have this capability.
  - System should track daily authorized tonnage and with warning as authorized amount is approached. –DBM Systems does not have this capability.
- As described by the DBM representative, the system would require additional hardware and software to support the application.
- Overall Assessment is Unsatisfactory.

