

TOWN OF TRUMBULL
CONNECTICUT REQUEST FOR
PROPOSAL
TRUMBULL BOARD OF
EDUCATION
PURCHASE AND INSTALL TIME
AND ATTENDANCE SYSTEM

RFP: 6148

DUE: ~~October 13, 2015~~ @ 2:00PM

Due: October 27, 2015 @ 2pm

BID results

All 3 companies that bid or attached below

Kevin J Bova Purchasing Agent

Harbort 10-27-15

2pm

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DUE: October 13, 2015 @ 2:00PM

Proposal (Continued)

Kronos Incorporated

Company Name

297 Billerica Road, Chelmsford, MA 01824

Address

Kronos Incorporated

Company Name

October 16, 2015

Date

info@kronos.com

Email

Signature



by (Signature)

John O'Brien

Print Name

Senior Vice President, Global Sales

Title

(978) 250-9800 / (978) 367-5900

Telephone & Fax

www.kronos.com

Website



TOWN OF TRUMBULL CONNECTICUT
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RFP: 6148

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PROPOSAL FOR TOWN AND BOARD OF EDUCATION PURCHASE

THE UNDERSIGNED AFFIRMS AND DECLARES that this proposal is executed with full knowledge and acceptance of the specifications, requirements, terms and conditions contained herein and with complete understanding and full compliance of system requirements and hereby submits this proposal for the request noted above and certifies that this proposal meets all the specifications and conditions requested herein. Any substitutions to the specifications requested are clearly and completely noted. Any alternate proposals are presented in a similar format to those requested and are attached herein. It is understood that the Town & BOE reserves the right to reject any or all proposals or waive any formalities in this request

The following Addenda have been received. The modifications to the bid Documents noted therein have been considered and all cost thereto are included in the total base bid

Addenda# 1

Pricing is Firm Fixed Pricing (FFP) and shall remain in effect for 180 days.

Please provide below your pricing model. Please list your hardware, software, implementation and training separately.

A. Combined Bid Award: Pricing if awarded project for both entities

1. Pricing Model VENDOR HOSTED

Hardware \$ BOE can use 14 clocks they currently have with "Central Proposal" \$2,624.75 per clock. \$876 per biometric add on.

"Central" - \$6.46 per employee per month for 350 employees. \$4.60 per employee per month for all 1,000 in city and school.

Software \$ "Ready" \$3.78 per employee per month regardless of volume (new clocks required)

Any and all other related costs \$ NONE

Installation & Implementation \$ \$25 per employee (fixed bid regardless of duration or effort)

Total Proposed: \$ Varies by volume (EXCLUDING HARDWARE)

2. Pricing Model VENDOR NON-HOSTED

Hardware \$ BOE can use 14 clocks they currently have \$2,624.75 per clock. \$876 per biometric add on.

Software \$ \$49 per employee \$310 per manager

Any and all other related costs \$ Maintenance of 22% of software

Installation & Implementation \$ Bill as you go based upon scope at \$180/hour

Total Proposed: \$ Varies by volume (EXCLUDING HARDWARE)

B. Separate Bid Award: Separate Pricing Same as above for each entity independently

Town of Trumbull

1. Pricing Model: VENDOR HOSTED

Hardware \$ BOE can use 14 clocks they currently have with "Central Proposal" \$2,624.75 per clock. \$876 per biometric add on.

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Total Proposed: \$ Varies by volume (EXCLUDING HARDWARE)

Board of Education

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Hardware \$ BOE can use 14 clocks they currently have with "Central Proposal" \$2,624.75 per clock. \$876 per biometric add on.

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Any and all other related costs \$ NONE

Installation & Implementation \$ \$25 per employee (fixed bid regardless of duration or effort)

Total Proposed: \$ Varies by volume (EXCLUDING HARDWARE)

Town of Trumbull

2. Pricing Model: VENDOR NOT HOSTED

Hardware \$ BOE can use 14 clocks they currently have \$2,624.75 per clock. \$876 per biometric add on.

Software \$ \$49 per employee \$310 per manager

Any and all other related costs \$ Maintenance of 22% of software

Installation & Implementation \$ Bill as you go based upon scope at \$180/hour

Total Proposed: \$ Varies by volume (EXCLUDING HARDWARE)

Board of Education

2. Pricing Model: VENDOR NOT HOSTED

Hardware \$ BOE can use 14 clocks they currently have \$2,624.75 per clock. \$876 per biometric add on.

Software \$ \$49 per employee \$310 per manager

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Proposal (Continued)

Andrews Technology HMS, Inc.
Company Name


by (Signature)

1213 Culbreth Drive, Wilmington, NC 28405
Address

Jamie Blundell
Print Name

Andrews Technology HMS, Inc.
Company Name

Vice President
Title

10/5/15
Date

Phone: 516-592-0885
Telephone & Fax

Jamie@andrewstechnology.com
Email

www.andrewstechnology.com
Website


Signature

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Addenda# _____, _____, _____, _____

Pricing is Firm Fixed Pricing (FFP) and shall remain in effect for 180 days.

Please provide below your pricing model. Please list your hardware, software, implementation and training separately.

A. Combined Bid Award: Pricing if awarded project for both entities

1. Pricing Model VENDOR HOSTED

Hardware \$ 19,266 (Based on 19 NT450 Biometric Terminals) _____

Software \$14,970 per year _____

Any and all other related costs \$ _____

Installation & Implementation \$ 9,205 _____

Total Proposed: \$ 43,441 (EXCLUDING HARDWARE)

2. Pricing Model VENDOR NON-HOSTED

Hardware \$ 19,266 (Based on 19 NT450 Biometric Terminals)

Software \$ 14,625

Any and all other related costs \$ _____

Installation & Implementation \$ 11,205

Total Proposed: \$ 45,096 (EXCLUDING HARDWARE)

B. Separate Bid Award: Separate Pricing Same as above for each entity independently Town of Trumbull

1. Pricing Model: VENDOR HOSTED

Hardware \$ 8,450 (Based on 5 NT450 Biometric Terminals)

Software \$ 10,950 per year

Any and all other related costs \$ _____

Installation & Implementation \$ 5475

Total Proposed: \$ 24,875 (EXCLUDING HARDWARE)

Board of Education

1. Pricing Model: VENDOR HOSTED

Hardware \$ 18,928 (Based on 14 NT450 Biometric Terminals)

Software \$ 3,795 per year

Any and all other related costs \$ _____

Installation & Implementation \$ 5,730

Total Proposed: \$ 28,453 (EXCLUDING HARDWARE)

Town of Trumbull

2. Pricing Model: VENDOR NOT HOSTED

Hardware \$ 8,450 (Based on 5 NT450 Biometric Terminals)

Software \$ 10,875

Any and all other related costs \$ _____

Installation & Implementation \$ 7,475

Total Proposed: \$ 26,800 (EXCLUDING HARDWARE)

Board of Education

2. Pricing Model: VENDOR NOT HOSTED

Hardware \$ 18,928 (Based on 14 NT450 Biometric Terminals)

Software \$ 3,750

Any and all other related costs \$ _____

Installation & Implementation \$ 5,730

Total Proposed: \$ 28,408 (EXCLUDING HARDWARE)

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DUE: October 13, 2015 @ 2:00PM

Proposal (Continued)

Care Systems, Inc.

Company Name


by (Signature)

2400 Research Blvd, Rockville MD,
20879
Address

Andres Granados

Print Name

Care Systems, Inc

Company Name

Vice President

Title

October 27, 2015

Date

240-404-0355 (P) & 301-987-7423 (F)

Telephone & Fax

agranados@caresystemsinc.com

Email

www.caresystemsinc.com

Website

Signature



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The following Addenda have been received. The modifications to the bid Documents noted therein have been considered and all cost thereto are included in the total base bid

Addenda# 1, 2

Pricing is Firm Fixed Pricing (FFP) and shall remain in effect for 180 days.

Please provide below your pricing model. Please list your hardware, software, implementation and training separately.

A. Combined Bid Award: Pricing if awarded project for both entities

1. Pricing Model: VENDOR HOSTED

Hardware **\$ 650 per clock (11 months warranty)**

Software **\$32,000 annually – first year due at contract**

Any and all other related costs **Support: \$16,500 annually – due at start of training**

Installation & Implementation **\$48,000 – due in 3 equal payments**

Total Proposed: \$96,500 First Year (EXCLUDING HARDWARE)

*Please note that monthly payments are available for software at \$3,200 (starting year two) and support at \$1,650 monthly. All payments in advance of applicable period; Subsequent years subject to higher of 4% or CPI increase % of prior year.

NOTE- Escalation and Payment Plan comments apply as relevant to other pricing sections below.

2. Pricing Model: VENDOR NON-HOSTED

Hardware \$650 per clock (11 months warranty)

Software \$74,000 for 3 years, thereafter prorate, due at contract

Any and all other related costs Support: \$16,500 annually – due at start of training

Installation & Implementation \$48,000 – due in 3 equal payments

Total Proposed: \$138,500 First Year covering 3 years' license (EXCLUDING HARDWARE)

*Please note that monthly payments are available for support at 1,650 monthly.

B. Separate Bid Award: Separate Pricing Same as above for each entity independently

Town of Trumbull - 1. Pricing Model: VENDOR HOSTED

Hardware \$650 per clock (11 months warranty)

Software \$22,000 annually - first year due at contract

Any and all other related costs Support: \$9,500 annually – due at start of training

Installation & Implementation \$48,000 – due in 3 equal payments

Total Proposed: \$79,500 First Year (EXCLUDING HARDWARE)

*Please note that monthly payments are available for software at \$2,200 (starting year two) and support at \$950 monthly.

Board of Education - 1. Pricing Model: VENDOR HOSTED

Hardware \$650 per clock (11 months warranty)

Software \$22,000 annually - first year due at contract

Any and all other related costs Support: \$9,500 annually - due at start of training

Installation & Implementation \$48,000 – due in 3 equal payments

Total Proposed: \$79,500 First Year (EXCLUDING HARDWARE)

*Please note that monthly payments are available for software at \$2,200 (starting year two) and support at \$950 monthly.

Town of Trumbull - 2. Pricing Model: VENDOR NOT HOSTED

Hardware \$650 per clock (11 months warranty)

Software \$42,000 for 3 years, then prorate, due at contract

Any and all other related costs Support: \$9,500 annually - due at start of training

Installation & Implementation \$48,000 - due in 3 equal payments

Total Proposed: \$99,500 First Year includes three years license (EXCLUDING HARDWARE)

*Please note that monthly payments are available support at \$950 monthly.

Board of Education - 2. Pricing Model: VENDOR NOT HOSTED

Hardware \$650 per clock (11 months warranty)

Software \$42,000 for 3 years, then prorate, due at contract

Any and all other related costs Support: \$9,500 annually - due at start of training

Installation & Implementation \$48,000 - due in 3 equal payments

Total Proposed: \$99,500 First Year includes three years license (EXCLUDING HARDWARE)

*Please note that monthly payments are available for support at \$950 monthly.

Pricing – Additional Terms

For all options above, the support fee includes two on-line training sessions for ongoing training on major updates and upgrades. Additional on-line training will be priced at the rate of \$250/hour for the first 2 hours and \$125/hour thereafter.