**Attachment A – Proposal Forms**

**Proposer is to complete each of the Tabs 1 – 13 herein, Attachment B (Tab 14), Attachment C1, and submit per the instructions provided in the RFP. Any Exhibits provided by the Proposer are to be inserted at the end of each applicable tab. Proposers are permitted to make changes to the footers, and necessary formatting changes to tables, to optimize the presentation of information.**

**Proposer** **is instructed to organize Proposal in a tabbed format, and to insert the completed tab forms (Attachment A) in the corresponding tabs as a part of their Proposal response**. In addition to the information captured through the questions and tables in Attachment A, Proposer is requested to provide complementary narrative information, diagrams, and images to help substantiate and support their proposal response to each tab section. Any such information may be provided in Proposers preferred formatting/branding.

| **Proposal Tab No.** | **Proposal Section** |
| --- | --- |
| **Tab 1** | Company Introduction and Relevant Experience |
| **Tab 2** | Software Solution |
| **Tab 3** | Project Approach and Implementation Methodology |
| **Tab 4** | Key Proposed Personnel and Team Organization |
| **Tab 5** | Project Schedule |
| **Tab 6** | System and Application Architecture |
| **Tab 7** | Data Conversion Plan |
| **Tab 8** | Software Hosting |
| **Tab 9** | Testing and Quality Assurance Plan |
| **Tab 10** | Training Plan |
| **Tab 11** | References |
| **Tab 12** | Sample Contracts, Warranty, and Escrow |
| **Tab 13** | Exceptions to Project Scope and Contract Terms |
| **Tab 14** | Functional and Technical Requirements Response |
| **Tab 15** | Price Proposal |
| **Supplements** | Any Proposer-submitted materials or documentation not specifically requested through this RFP may be included as Supplements to the Proposal in a separately marked “Supplements” tab of the proposal.  |

# Tab 1 – Company Introduction and Relevant Experience

1. TRANSMITTAL CERTIFICATION

By signature on the Proposal, the Respondent certifies that it complies with:

1. The laws of the State of Illinois and is licensed or qualified to conduct business in the State of Illinois
2. All applicable local, state, and federal laws, codes, and regulations
3. All terms, conditions, and requirements set forth in this RFP
4. A condition that the Proposal submitted was independently arrived at, without collusion
5. A condition that the offer will remain open and valid for the period indicated in this solicitation; and any condition that the firm and/or any individuals working on the contract do not have a possible conflict of interest
6. The following Non-Collusion Affirmations
* I affirm that I am the Respondent, a partner of the Respondent, or an officer or employee of the Respondent’s corporation with authority to sign on the Respondent’s behalf.
* I also affirm that the attached has been compiled independently and without collusion or agreement or understanding with any other Vendor designed to limit competition.
* I hereby affirm that the contents of this Proposal have not been communicated by the Respondent or its agent to any person not an employee or agent of CMAP.

If the Respondent fails to comply with the provisions stated in this paragraph, CMAP reserves the right to reject the Proposal, terminate the contract, or consider the Respondent in default.

#### Table 1-01: Transmittal Certification and Primary Contact Information

| **Field** | **Response** |
| --- | --- |
| Name of the Respondent Representative |  |
| Title |  |
| Name of Company |  |
| Address |  |
| Telephone Number |  |
| Email Address |  |
| Signature of Authorized Officer of the Firm |  |
| *A signature provides CMAP with the Respondent’s acknowledgement and acceptance of the RFP terms, requirements, and conditions, and the execution of same during the discharge of any succeeding contract.*  |

1. TRANSMITTAL LETTER

A Transmittal Letter, printed on letterhead, shall be submitted and signed by an authorized representative of the Respondent, such as the owner, partner, or in the case of a corporation, the President, Vice President, Secretary, or other corporate officer(s) that address the following:

1. A statement naming the Respondent (legal name and if corporation, whether corporation has corporate seal) and stating the type of entity for the Respondent and any joint Respondent or subcontractor (e.g., corporation, limited liability company, partnership, sole proprietor, etc.)
2. A statement of acknowledging that all addendum to this Request for Proposal have been reviewed by the Respondent; and
3. A statement disclosing whether or not the proposal contains confidential information, trade secrets or other proprietary data the Respondent does not want to be subject to public inspection.
4. COMPANY BACKGROUND AND HISTORY
5. Proposer to provide a comprehensive history statement of the firm, including any mergers, assignments, or other corporate changes during the past 10 years.

1. Proposer shall complete the Company Background and History Table as provided below.

If a partnership with third-party company is a part of the Proposal, the Company Background and History table shall be provided for each entity. It is expected that all points shall be addressed for each company involved in the Proposal, prime or third party. Proposer to copy the table as needed for each Partner/Third-Party Firm proposed and fill out for each.

#### Table 1-02: Company Background and History

| **Metric** | **Response** |
| --- | --- |
| Name of Proposer:  |  |
| (*Copy form and Complete if applicable for each)***Name of Partner/Third-Party Firm:** |  |
| Total number of employees |  |
| Type and number of employees committed to the product and support being proposed |  |
| Office locations (City and State) |  |
| Total years in business |  |
| Total years offering the proposed software system |  |
| Total number of active clients | Private:Government: |
| Total number of active Government Sector FMS clients |  |
| Total number of Illinois Government clients with breakout  | City/Village:County: |
| Total number of completed implementations of the proposed product and version |  |
| Total number of active government clients using the proposed product version |  |
| Total number of clients converted to the proposed product from legacy OneSolution system. |  |
| Largest active government installation, including population  |  |
| Smallest active government installation, including population |  |
| Other products offered by the company  |  |

1. RELEVANT EXPERIENCE
2. Please describe your relevant experience working with Illinois entities (Cities, Villages, Counties, etc.)

1. Please describe any relevant experience working with similarly situated entities, including any unique factors that arise during the implementation process for an organization within Illinois.

1. Identify two recent project implementations that are most comparable to CMAP’s proposed implementation, and provide a project profile for each, including: scope of modules; project duration; any unique requirements or circumstances that were a part of, or came up during, the project; the legacy system converted from; etc.

1. What sets the product(s) and services that your firm proposes apart from competitors’ products and services? Why should CMAP select your firm to partner with?

1. USE OF SUBCONTRACTORS/PARTNERS
2. The Proposer shall identify any of the required Services that are proposed to be subcontracted, if any. This table is to be copied and filled out for each proposed subcontractor.

#### Table 1-03: Subcontractor Questions

| **Question** | **Response** |
| --- | --- |
| Does your firm complete the implementations of the product being proposed or is this effort outsourced? |  |
| Has or will any portion of the proposed work be completed by subcontractors or contract employees? |  |
| **This below portion of the table is to be copied and filled out for each proposed subcontractor.** |
| Name of subcontractor and address |  |
| Summary of Service and estimated percentage of Work the subcontractor will be providing. |  |
| Reasons for subcontracting |  |
| Experience |  |
| Detailed subcontractor responsibilities |  |
| Previous history of projects using the named subcontractor |  |
| Any additional relevant information |  |

CMAP reserves the right to request a copy of the prime contractor/subcontractor contract verifying the prime contractor has the sole responsibility for any and all Services under this RFP and is financially liable, without exception, to CMAP for all Services contracted by the Proposer and the subcontractor under this RFP.

CMAP reserves the right to request additional information regarding the subcontractor(s) as it relates to references, history of the firm, and other relative information that has been required of the Proposer to submit in this RFP.

The substitution of one subcontractor for another may be made only at the discretion and prior written approval of CMAP.

1. By signature (electronically or via ink) below on the Certification of Subcontractors/Partners, the Proposer and the Subcontractor/Partner certify that the Proposer has received the permission of the third-party to include the scope of software and services under the cover of the submitted proposal.

#### Table 1-04: Certification of Subcontractors/Partners

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Entity** | **Company Name** | **Representative Name** | **Title** | **Telephone Number** | **Email Address** |
| Proposer |       |       |       |       |       |
| Partner/Third-party software provider |       |       |       |       |       |
| Partner/Third-party software provider |       |       |       |       |       |

Respondents are instructed to return a copy of this Certification table signed by an authorized firm agent as part of proposal responses.

1. ACKNOWLEDGEMENT OF ADDENDUMS:

**Addenda**: Proposer shall acknowledge below the receipt of any addendum posted to CMAP website.

**ADDENDUM NO. DATE ISSUED**

# Tab 2 – Software Solution

1. SUMMARY DESCRIPTION OF EACH FUNCTIONAL AREA

Proposer to provide a summary description of the capabilities for each functional area contained in Section 2.1 of the RFP, in narrative format. The purpose of this summary is so that CMAP has a high-level understanding of the proposed solution. The narrative should be written for an audience of the end-user community. Descriptions should be included for any products proposed by third parties to meet the capabilities described in the Functional and Technical Requirements in Attachment B.

Marketing materials should not be submitted on the proposed functionality.

1. SOFTWARE DOCUMENTATION FEATURES AND FUNCTIONS

Proposer to provide a summary of their software documentation that describes the features and function of the proposed application software. Identify what makes your documentation user friendly and useful to the end user and technical user of the software.

1. PROPOSED SOFTWARE MODULES TABLE

Proposer to complete the table below. Proposed modules that are required to satisfy the requirements associated with the functional areas identified below cannot be proposed as complementary or optional.

#### Table 2-01: Proposed Functional Areas/Modules

| Proposed Software Information |
| --- |
| Product Component/Suite *(Name and Version of the Proposed Software Solution)* |  |
| Time on Market | Release Date of Most Current Version |
|  |  |
| Next Major Release Date | Next Minor Release Date |
|  |  |
| **Licensing** |
| Describe how the software is licensed (e.g. named user, concurrent users, enterprise/site, power user) and the options available for licensing: |  |
| Describe how licensing is structured. Does your approach use a perpetual license, or is an annual subscription for access to the software used? |  |
| How many licenses have been proposed? |  |
| Are the same licenses required for all users, or, would some users (e.g. those only accessing department/division budget) have a different license type than other users (e.g. Finance Director)? |  |
| How are new users added to the system? Are there incremental costs per user? |  |
| **Deployment Model** |
| Deployment Models Proposed to CMAP*(Corresponding Attachment C1 Cost Worksheets shall be completed for each separate deployment model proposed)* | Vendor-Hosted (Perpetual License/Subscription) | Software-as-a-Service (Subscription) |
| **☐** | **☐** |
| **Summary of Modules Proposed**  |
| No. | Functional Area | Name of Proposed System Module(s) to Address Requested Functional Area | Previous Third-Party Partnerships and/or Solutions Successfully Integrated\* With |
| **1** | General Ledger and Financial Reporting  |  |  |
| **2** | Budgeting - Operational and Capital |  |  |
| **3** | Purchasing |  |  |
| **4** | Bid and Contract Management |  |  |
| **5** | Accounts Payable |  |  |
| **6** | Accounts Receivable and Cash Receipts  |  |  |
| **7** | Project Accounting and Grant Management |  |  |
| **8** | Fixed Assets  |  |  |
| *\*Successful integration should include only those instances where both the software and the client are in production environments.* |

1. OPTIONAL AND COMPLEMENTARY MODULES

What other system modules or products, not included in the scope of your proposal, would the Proposer recommend being complementary or optional to the Project Scope?

#### Table 2-02: Optional and Complementary Modules

| **No.** | **Module Name** | **Narrative Description of Functionality Provided** |
| --- | --- | --- |
| **1** |  |  |
| **2** |  |  |

1. PARTNERSHIPS/THIRD-PARTY PRODUCT RELATIONSHIP
2. Proposer to fill out the below table for each of the Partnership/Third-Party software product proposed.

     – Not applicable, no Partnership/Third-Party software proposed

**Table 2-03: Partnership and/or Third-Party Product Identification**

| **Name of Partnership/Third-Party Software Firm** | **Name of Software Product** | **Name of existing Clients using Proposer’s system and the Partnership/Third-Party Software** | **Number of years Client has been using the two products together** |
| --- | --- | --- | --- |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

1. For each product proposed as a Partnership/Third-Party product, detail the options available to CMAP as it relates to contracting relationship between CMAP and the Partnership/Third Party.

1. Proposer to provide the approach and responsibilities for managing the implementation and acceptance testing for each of the proposed Partnership/Third-Party products.

1. Proposer to provide the approach and responsibilities for the SLA/maintenance related to the Partner/Third-Party provider.

1. Proposer to submit references and qualification statements for each of the proposed Partners/Third-Party firms and attach as an Exhibit to Tab 2.

Confirmed, Exhibit attached.

1. Proposer shall indicate if the proposed approach utilizes a systems integrator or consulting firm as the third-party.

1. General
2. Proposer shall clearly indicate the deployment model(s) proposed from among the two categories presented in a-c below. If more than one product is proposed, please clearly identify the deployment model for each product proposed:
3. Proposer hosted (hosted and managed by the Proposer, perpetual licenses)
4. Software as a Service (SaaS or subscription-based models)

1. Proposer shall detail the ability of the proposed system(s) to integrate with Active Directory Domain Services implemented in accordance with published internet standards such as Lightweight Directory Access Protocol (LDAP) and Domain Name System (DNS). If such integration is not offered, Proposer shall explain the identify management solution that is provided.

1. If applicable to the proposed deployment model, describe how the SaaS application/service provides two-way user and group synchronization with Active Directory (AD). (e.g., as users and groups are added to and removed from AD, these changes are reflected in the SaaS applications). Would CMAP AD be able to push, and the SaaS applications able to receive, user profiles and groups?

1. When a user is added to AD, are the proposed solutions automatically provisioned and, conversely, when a user is removed from AD, access is automatically revoked?

1. Are users able to sign on to the Windows network once, and then easily gain access to the proposed applications without having to enter an additional set of credentials?

1. Proposer shall fully describe the integration/interface/data exchange capabilities of the proposed system, including available API’s, middleware, web services, etc.

1. What strategic decisions or direction is your firm taking or making related to the product being proposed today?

# Tab 3 – Project Approach and Implementation Methodology

1. PROJECT APPROACH

Proposer to provide a description of the proposed approach for providing the Scope described in the RFP, including a comprehensive description of the proposed implementation methodology for the Project. The description should include how the Proposer has developed this methodology to both incorporate lessons learned from experiences as well as to meet the needs described in the RFP.

1. Based on information provided in this RFP and experience in working with other localities, what is the Proposer’s perspective on the most significant risks to this Project, and how do you plan to mitigate these risks?

1. With what frequency will Proposer’s Project Team staff be on-site at CMAP during implementation? Will staff be on-site for full or partial weeks? Has this approach been tailored based on social-distancing practices or has the proposed approach been standard for other implementations?

1. Describe in detail the approach to developing interfaces/integrations/data exchanges. What is the division of responsibility between CMAP and Proposer project teams? What technical skills are required of CMAP staff for this work?

1. Describe the personnel budgeting capabilities provided by the proposed solution.

* 1. What information is required from Ceridian in order to perform budget forecasting/scenarios within the proposed solution?

* 1. How will this information be exchanged between the systems and with what frequency?

1. Describe in detail the approach to configuration and set-up activities. Will the Proposer team complete the majority of the configuration based upon information gathered from CMAP subject matter experts, or will CMAP be expected to perform much of the configuration?

1. Describe any additional assumptions made in the Proposal, not already identified in detail. These should include any assumptions related to the current CMAP technical environment, staffing, project management approach, and CMAP resources available during implementation and support phases.

1. GO-LIVE AND ONGOING SUPPORT

Proposer to describe what level of pre- and post-go-live support is available under the proposed fee structure. If varying levels of support are available, this section of the RFP response should clarify these potential support services and highlight the level of support that has been proposed. Proposer shall use Attachment C1, Cost Worksheets, to clearly identify the varying fees based on the varying levels of support that are available.

1. What are the standard hours that support is offered, and through what means (telephone, web ticket submission, etc.)?

1. Are afterhours and weekend support offered, and if so, is this part of the standard support offering or part of a different tier/offering?

1. How often are releases provided, and what is the process to test each release?

1. Would CMAP be able to test releases in a test environment prior to pushing updates to a live environment?

1. Does the system have the ability to roll back updates should challenges or bugs be encountered?

1. Describe how often major and minor software updates are provided, as well as the level of CMAP resources required for a major update and the level of resources required for a minor update.

1. Is product support offered by Proposer, through the software developer/provider, or sub-contracted?

1. Are there future costs associated with upgrade processes? For example, costs associated with purchasing licensing for upgrades, professional services costs associated with implementing upgrades, etc.? Proposer to describe the frequency of upgrades and any price ranges for anticipated upgrades.

1. What is the role of CMAP in providing ongoing support and maintenance of the system proposed? How many FTE are typically required to support the system on the client-side, and what tasks are entailed?

1. PROJECT MANAGEMENT PROCESS

Proposer to provide their overall approach for managing CMAP’s Project, including the following areas:

1. **Scope Management:** approach for managing the Project Scope and the process used to request changes to Project Scope. It is CMAP’s desire to use the proposed software system “as is” and, as such, any changes (e.g., customizations or modifications to the software) must be reviewed and approved by CMAP’s Implementation Project Team.
2. **Schedule Management:** approach for managing CMAP’s Project Schedule and the process used to submit requested changes to the schedule. T
3. **Risk Management:** their approach for documenting Project risks, providing recommendations for mitigating the risk, and how this will be communicated to CMAP’s Implementation Project Team.
4. **Quality Management:** approach/policies to assure that all written deliverables have received appropriate reviews for quality before being submitted to CMAP.
5. **Communication Management:** approach that will be used to provide CMAP with a detailed communication plan
6. **Organizational Change Management:** process, tools, and techniques they will use to manage the people side of change.
7. **System Interface Plan:** approach and process that will be used to perform CMAP desired interfaces.
8. **Resource Management Plan:** approach to resource management and managing resource allocation for CMAP and vendor teams.

1. RESOURCE HOURS

Proposer shall include the proposed resource levels for CMAP Implementation Project Team and their Project Teams by completing the tables below.

#### Table 3-02: Project Team Resource Hours

| **Project Team** |
| --- |
| **Instructions:** The Proposer is asked to provide the number of resources that will be committed to the Project in terms of number of hours. These numbers should be based on the functionality CMAP desires, included in the detailed Functional and Technical Requirements (Attachment B). |
| **Assumptions**: Any assumptions related to the number of Project Team staff for the Proposer and CMAP teams, roles of staff, and duration of involvement used in the development of the resource hour estimates **should be included here**:      |
| **Functional Area** |  | **Requirements and Design** | **Data Conversion** | **Configuration and Setup** | **Implementation/Project Management** | **Testing** | **Training** | **Total** |
| General Ledger and Financial Reporting | CMAP Team |  |   |   |   |   |   |  |
| Vendor Team |  |  |  |  |  |  |  |
| Budgeting – Operational and Capital | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Purchasing | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Bid and Contract Management | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Accounts Payable | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Accounts Receivable and Cash Receipts | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Project Accounting and Grant Management | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| Fixed Assets | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |
| **Total Hours by Project Task:** | CMAP Team |  |  |  |  |  |  |  |
| Vendor Team |  |  |  |  |  |  |  |

Proposer shall include the anticipated resource hour’s levels for the CMAP Implementation Project Team based on typical project role by completing the tables below. Any comments related to the anticipated hours, any phase-specific involvement, or other assumptions should be noted in the Additional Vendor Comments column.

#### Table 3-03: Anticipated Hours by Project Role

|  |
| --- |
| **Anticipated Hours by Project Role** |
| **Project Role**(e.g. Project Sponsor, Project Manager, Conversion Lead) | **Estimated hours per month per person in this role (ranges are acceptable)** | **Estimated number of individuals required for role** | **Additional Vendor Comments** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

Proposer to provide their overall estimated split/division of the work effort as shared between CMAP and the vendor teams (example: CMAP owns 20% of the work effort, and the Vendor owns 80% of the work effort) along with any narrative to support this estimate.

#### Table 3-04: Anticipated Work Effort Division

|  |
| --- |
| **Anticipated Work Effort Division** |
|  | **CMAP Project Team** | **Vendor Project Team** |
| **Estimated number of individuals required for Project Team (including project manager, subject matter experts, etc.)** |  |  |
| **Approximate Percentage of Work Effort Owned** |  |  |
| **General Comments** |  |

1. IMPLEMENTATION PLAN

Proposer to provide their overall objectives and approach to CMAP’s implementation. Discuss timing as being chronological, in parallel, etc., for all of the modules proposed.

Proposer shall submit a Sample Implementation Plan as an Exhibit to Tab 3, labeled as VI, Implementation Plan.

Exhibit submitted Yes       No

1. STATUS REPORTING

Proposer to detail their approach to providing status reports throughout the course of the Project. This section should include an example of the recurring status report and identify the expected delivery mechanism that will be used to provide the report to CMAP.

# Tab 4 – Key Proposed Personnel and Team Organization

1. ORGANIZATIONAL CHART
2. Proposer to submit as an Exhibit, labeled as I: Organizational Chart and insert in Tab 4. The Organizational Chart is to include subcontractors and reporting structure of the entire team.
3. PROJECT TEAM RESUMES (PROPOSER)
4. As an Exhibit to Tab 4, resumes shall be provided for the implementation team, as well as for any additional personnel involved in live operation and ongoing support and maintenance. Resumes shall be specific to the actual personnel to be assigned to this Project for all primary roles (e.g., Project Manager, Trainer, Conversion Lead).
* Resumes to include listing of past software implementation projects and certifications held for each team member.
* CMAP anticipates that any staff assigned to the Project will remain assigned to the Project, unless CMAP deems the services to not meet expectations at which point the Contractor and CMAP will work together to remedy such non-conforming services.
1. Summary of Project Team: Proposer shall complete the table on the following page listing a summary of the Project Team Members, including any subcontractors.

**Table 4-01: Proposer Project Team Members**

|  |
| --- |
| **Proposer Project Team Members** |
| **Name** | **Title** | **Role on Proposed Project Team (e.g., Project Manager)** | **Years of Relevant Experience** | **Years with firm** | **Number of implementations completed within past five years** | **Identify Scope of Services/Tasks this individual will be working on for CMAP** | **Relevant certifications (PMP, etc.)** |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

# Tab 5 – Project Schedule

1. PROJECT SCHEDULE
2. Proposer shall submit a proposed Project Schedule with the major milestones, activities, and timing of deliverables for the Scope of Work described in [Section](#ProjectScope) V of the RFP. In addition, the response should reflect Project predecessors, successors, and dependencies.
* CMAP requests that the sample Project Schedule be in a Gantt chart format
* CMAP anticipates beginning implementation in the second or third quarter of calendar year 2022.
* Proposer to submit as an Exhibit, labeled as I. Project Schedule and insert in Tab 5

 **Exhibit submitted Yes       No**

1. PROJECT DELIVERABLES, MILESTONES, AND PAYMENT APPLICATIONS
2. Proposer to include a list of deliverables and milestones of the Project and should describe exactly how and what will be provided to meet the needs of CMAP.
3. Proposer to submit their payment schedule, tied to the listed deliverables and milestones for review by CMAP. This schedule shall be consistent with the terms provided in Tab 15 of Attachment A to the RFP (Price Proposal) and should include the dollar amounts for payments.
4. Proposer to submit as an Exhibit, labeled as II. Project Deliverables, Milestones, and Payment Applications and insert in Tab 5

**Exhibit submitted Yes       No**

1. PROJECT SCHEDULE QUESTIONS

**Table 5-01: Project Schedule Questions**

|  |  |
| --- | --- |
| 1. Based on current obligations, what is the earliest you can begin implementation after contract signing?  |  |
| 2. What activities would the Proposer expect to occur within the first 60 days of contract signing? |  |
| 3. How long does the typical implementation of the product being proposed take for an organization of similar size to CMAP?  |  |

1. PROJECTED GO-LIVE DATES

CMAP initially anticipates that the total implementation process for all modules/products will be 9-14 months in duration, subject to further planning with Proposers. CMAP anticipates that implementation activities would begin in the second to third quarter of calendar year 2022. Proposers are encouraged propose phasing and timelines that best align with the Proposers implementation approach.

**Table 5-02: Projected Go-Live Dates**

|  |  |  |  |
| --- | --- | --- | --- |
| **Phase** | **Functional Areas** | **Potential Start Date** | **Target Go-Live Date** |
| **I** |  |  |  |
| **II** |  |  |  |
| **III** |  |  |  |

# Tab 6 – System and Application Architecture

1. GENERAL OVERVIEW

Proposer to provide a description of the proposed system and application architecture for the proposed application.

1. SYSTEM AND APPLICATION ARCHITECTURE QUESTIONS

**Table 6-01: System and Application Architecture Questions**

|  |  |
| --- | --- |
| 1. What is the source language(s) of the product?
 |  |
| 1. How many environments are available with your proposed solution at no additional cost (e.g., test, training, production)?
 |  |
| 1. List all browsers that are certified for use with the application and describe any required browser add-ons, function enablement, etc.
 |  |
| 1. The underlying architecture of the application design is important to CMAP. Please describe your system architecture model and explain the capabilities and features of this model that led to your use of it in developing this system.
 |  |
| 1. Please describe how data privacy and security compliance is supported within your proposed software solution.
 |  |
| 1. Describe your approach to ensure scalability of the product. This includes transaction growth, upgrades, and replacements of components of the architecture, technology, and application.
 |  |
| 1. List all hardware/operating system/database platforms upon which the product is supported. Provide specifications in terms of processors, processor speed, memory requirements, and other sizing and capacity factors to assist CMAP in budgeting for and acquiring hardware. List which industry standard benchmarks or guidelines measures are used to establish this recommendation.
 |  |
| 1. Describe the design philosophy of your application. Include in your response the degree to which there is a common design philosophy across all modules, common programming languages and tools, and the extent of shared software code across all applications.
 |  |

# Tab 7 – Data Conversion Plan

1. APPROACH

Proposer to detail their approach to developing and implementing the data conversion plan, and what processes will be undertaken by the Proposer’s project team to convert existing data, as well as to interface with identified source systems. Include methods of quality control and testing that will be utilized specific to data conversion.

Describe your organization’s recommended approach toward retention of legacy data. Please describe what options are available, and supported, within your proposed solution. Also, please provide any relevant references of organizations that have successfully addressed legacy data with your solution.

1. ROLES AND RESPONSIBILITIES

The Awarded Proposer will assist CMAP in the conversion of both commercially available software-based data, and any applicable data maintained in Microsoft Excel and Access, into the new system as further described in the sources identified in Attachment B, Data Conversion tab.

It is expected that CMAP will be responsible for data extraction from current systems and data scrubbing, and that the Awarded Proposer shall be responsible for overall data conversion coordination, definition of file layouts, and data import and validation into the new system(s). Awarded Proposer should plan to have converted data ready for the User Acceptance Testing (UAT) phase of the Project.

As part of the resulting Project, the Awarded Proposer shall develop and provide a detailed Data Conversion Plan that describes how files will be converted to the proposed system (e.g., through software conversion aids/utility programs or special programs that must be written, the actual conversion procedures). A conversion schedule should identify planned conversion steps, estimated hours, and what resources will be required (by CMAP or Awarded Proposer) for all pertinent legacy data.

* 1. Proposer to confirm their proposal includes providing the services identified in this Section (Item II Roles and Responsibilities) and provide any additional services that are also provided as part of your Data Conversion Plan/Program.

* 1. Proposer to specify or provide the format in which legacy system data should be extracted and provided to the Proposer for conversion activities.

1. Responsibility of Data Conversion Activities

Proposer shall complete the table below based on whether the roles identified are supported by the proposed data conversion methodology and approach. The roles defined in Table 7-01 and Table 7-02 contain the indicators that Proposer shall use to report their support of the identified roles. Any conflicts shall be noted with a comment. In the event additional activities are proposed, the Proposer shall identify the roles for both CMAP and their Implementation Project Teams.

#### Table 7-01: Definition of Roles

|  |  |
| --- | --- |
| **Role** | **Summary** |
| Lead | The party ultimately responsible for the activity. |
| Assist | The party provides active assistance for the activity. |
| Participate | The party provides passive assistance for the activity. |
| Share | Both parties share equal responsibility for the activity. |
| None | The party has no role in the activity. |

#### Table 7-02: Summary of Response Indicators

|  |  |  |
| --- | --- | --- |
| **Indicator** | **Response** | **Description** |
| **S** | Supports | The Proposal supports the prescribed responsibility roles with its proposed data conversion methodology and approach. |
| **C** | Conflict | The Proposal has a conflict with the prescribed responsibility roles and proposes alternate responsibility in its proposed data conversion methodology and approach. |

#### Table 7-03: Responsibility of Deliverables

| **No** | **Data Conversion Activity** | **Proposer Role** | **CMAP Role** | **Response** | **Other Comments** |
| --- | --- | --- | --- | --- | --- |
| **1** | Perform Conversion Analysis of Existing Legacy Data | Lead | Participate |  |  |
| **2** | Perform Crosswalk Development of Legacy Data From Legacy System to New System | Lead | Participate |  |  |
| **3** | Provide Conversion Data | None | Lead |  |  |
| **4** | Provide File Layouts/Data Maps of Existing System | None | Lead |  |  |
| **5** | Proof Data Provided | Assist | Lead |  |  |
| **6** | Analysis of Data to be Converted | Lead | Assist |  |  |
| **7** | Developing and Testing Conversions | Lead | None |  |  |
| **8** | Review and Correct Errors | Share | Share |  |  |
| **9** | Load Converted Data Into Training Database | Lead | Participate |  |  |
| **10** | Confirmation of Converted Data in Training Database | None | Lead |  |  |
| **11** | Approval/Signoff of Converted Data in Training Database | None | Lead |  |  |
| **12** | Load Converted Data Into Live Database | Lead | Participate |  |  |
| **13** | Confirmation of Converted Data Into Live Database | None | Lead |  |  |
| **14** | Approval/Signoff of Converted Data in Live Database  | None | Lead |  |  |
| **15** | Other: |  |  |  |  |

# Tab 8 – Software Hosting

1. GENERAL OVERVIEW

Proposer to provide a description of the proposed system deployment model if a SaaS model has been proposed for the application.

1. SOFTWARE HOSTING QUESTIONS

Proposer to respond to the following questions regarding their software hosting platform proposed for CMAP.

**Table 8-01: Software Hosting Questions**

| **Question** | **Response** |
| --- | --- |
| 1. Where are the data center and storage facilities?
 |  |
| 1. How are hosted software applications deployed for use by numerous customers?
 |  |
| 1. What availability and response time do you guarantee?
 |  |
| 1. How many instances of unplanned outages have any of your customers experienced within the past five years?
 |  |
| 1. What has been the duration and scope of such unplanned outages?
 |  |
| 1. What are the standard relief schedules for unplanned system downtime/outages?
 |  |
| 1. Do you have third party vulnerability assessments and scanning done on your hosted instances?
 |  |
| 1. Have you had a cybersecurity intrusion event? How has that impacted your clients?
 |  |
| 1. Do you have a formal process in place of notifying your clients in the event of a cybersecurity breach?
 |  |
| 1. In how many instances has your firm had to pay client relief for unplanned outages?
 |  |
| 1. What is your process for notification of standard maintenance and downtime?
 |  |
| 1. What data security and system redundancy capabilities are available at Proposer’s data center and storage facilities?
 |  |
| 1. How many years has your company provided SaaS solutions?
 |  |
| 1. What is the total number of active clients currently utilizing the proposed software as a SaaS deployment provided by your company?
 |  |
| 1. Provide relevant documentation related to any recent certifications pertaining to the Proposer’s hosting technical and operation capabilities or that of their subcontracted provider for these services.
 |  |
| 1. Provide detailed information on the way(s) in which CMAP will access the software if deployed in a SaaS or hosted environment. Such information should include how the software is accessed when on or off CMAP network, as well as any additional hardware/software that may be required for accessing the software.
 |  |
| 1. Please describe the anticipated cost savings or cost avoidance (e.g. reduced hardware needs, maintaining failover sites) that may be realized through selecting a SaaS deployment model. Specific figures from past projects that can be substantiated may be included.
 |  |
| 1. Is Active Directory integration and/or single sign-on supported? Please provide applicable diagrams and/or details to substantiate the level of integration and compliance with published internet standards (i.e. LDAP and DNS).
 |  |
| 1. Will data be encrypted at rest, and in transit? Please explain any applicable protocols.
 |  |

# Tab 9 – Testing & Quality Assurance Plan

1. APPROACH

Describe your standard approach to testing and quality assurance.

1. SAMPLE PLAN

Submit a Sample Testing and Quality Assurance Plan that would be very similar to the plan utilized for CMAP’s Project. Proposer to submit as an Exhibit, labeled as II. Sample Plan and insert in Tab 9.

**Exhibit submitted Yes       No**

1. PLAN DETAILS

Awarded Proposer will be responsible to provide a Testing and Quality Assurance Plan that describes all phases of testing that may be used: unit, system, interface, integration, regression, parallel, and user acceptance testing (UAT). It is CMAP’s expectation that the Testing and Quality Assurance Plan govern all phases of the Project and that the Proposer will also provide assistance during each testing phase involving CMAP’s users. The Awarded Proposer will develop the initial UAT plan, provide templates and guidance for developing test scripts, and will provide onsite support during UAT. The Awarded Proposer will also provide a plan for stress testing the system, which will occur during or after UAT. Proposer to confirm their proposal includes providing the services identified in this Section (Item III Plan Details) and provide any additional services that are also provided as part of your Testing and Quality Assurance Plan not listed.

1. LEVELS OF SUPPORT

What levels of support will be provided by the Proposer during CMAP’s testing phases (e.g., parallel and UAT)? Will Proposer resources be onsite during certain testing phases? Are varying service levels offered for testing support?

# Tab 10 – Training Plan

1. PROPOSED TRAINING APPROACH/STRATEGY

Proposer to provide their approach to the training plan and what makes their training plan successful and effective for system implementations. Include your approach to when and why you choose to use on-site training versus a webinar or a train-the-trainer format.

Proposer to identify the requested analysis/training room environment requirements and any other requirements related to the training facility/room/equipment. Requirements may include any presentation equipment, whiteboards, seating style, number of computers, printers, and other amenities needed to support on-site implementation activities.

1. TRAINING PLAN AND RESOURCE HOURS

Proposer to provide a chart detailing the proposed training plan and resource hours allocated for CMAP’s project. A *sample format of the chart* is detailed below. Cost Worksheet provided in Attachment C1 to coincide with the hours and resources proposed.

**Table 10-01: Training Plan Legend**

|  |
| --- |
| **Legend** |
| User Types | Core Project Team, End Users, Technology Users, Other (please describe) |
| Training Model | Train-the-Trainer, Proposer-Provided Training, Other (please describe) |
| Class Format | On-Site Classroom, Webinar/Video Conference, Web Training Service, Other (please describe) |

**Table 10-02: Training Plan**

| **Training topic/course** | **Functional Module Covered** (please specify per proposed module, such as purchasing, etc.) | **Type of users to attend** | **General summary of number of sessions offered of this course** | **Maximum class size** | **Format for the class** | **Training data that will be used for this topic/course (live, sandbox, etc.)** |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |

Proposer to submit as an Exhibit, labeled as II. Sample Training Plan, and insert in Tab 10.

**Exhibit submitted Yes       No**

1. KNOWLEDGE TRANSFER

Proposer to detail the knowledge transfer strategy proposed to prepare CMAP staff to maintain the system after it is placed into production.

1. SYSTEM DOCUMENTATION

Proposer to provide a detailed description of system documentation and resources that will be included as part of the implementation by the Proposer including, but not limited to, detailed system user manuals, “Quick Reference” guides, online support, help desk support, user group community resources, videos, and others as available. Proposer to itemize optional items on the Attachment C1 Cost Worksheets. Proposer to check off all that are available and included as part of the RFP response.

**Table 10-04: System Documentation**

| **Type of Documentation** | **Included in Scope of Proposal to CMAP****Yes/No** | **Description/Explanation/Optional** |
| --- | --- | --- |
| Quick Reference Guides |  |  |
| Online Support |  |  |
| Help Desk Support |  |  |
| User Group Community Resources |  |  |
| Annual User Conferences |  |  |
| Videos |  |  |
| Custom User Guides/Manuals |  |  |
| Other: |  |  |

# Tab 11 – References

1. INSTRUCTIONS FOR REFERENCES

Proposer is responsible for verifying correct phone numbers and contact information. Failure to provide accurate data may result in the reference not being considered, which includes the provision of contact person(s) who do not have knowledge of the services provided by your firm. **Failure to submit references may result in the Proposal not being considered for evaluation.**

CMAP may request a more detailed list, including other governmental agencies. CMAP reserves the right to request or contact additional or different references from the provided customer list for consideration, including past experience with CMAP.

Proposer to identify six entities that are most similar to the size and requirements of CMAP that have gone live with the proposed software. CMAP has preference for government references, but will allow private sector references. **Proposer must also provide a complete list of all public sector clients. This includes clients that are currently in the process of implementing the proposed software solution.**

**PROPOSER IS RESPONSIBLE FOR VERIFYING THAT ALL CONTACTS AND PHONE NUMBERS ARE UP TO DATE AND ACCURATE.**

1. SOFTWARE AND PROFESSIONAL SERVICES REFERENCES

Proposers to use the format provided in the table below for providing reference information in conformance with the guidelines in Section I. Entities are requested to be similar in size and system functionality requirements to CMAP, and there is a preference for references that are using the same software as proposed and (as applicable) using the same system integrator..

* References Numbered 1 – 5:
	+ *Entity had a go-live* *date within the past five years*
* Reference Numbered 6:
	+ *Entity had a go-live* *date five or more years in the past*

In the event the Proposer cannot provide the required six references, the Proposer may substitute other organizations to ensure six total references are provided, with understanding that this may be considered in the evaluation of the Proposer. Substitute references may include those that are in the implementation process, have implemented comparable scopes of work without including all system modules, etc.

**Table 11-01 Reference Table**

|  |
| --- |
| **Reference Table** |
| Reference Number:        |
| Governmental Entity Name:       What is the approximate staff count of the Entity?       What is the approximate population served by the Entity?        |
| Detailed narrative description of work completed for this reference (e.g. upgrade process, new implementation for a client transitioning from a different legacy system):        |
| **Contact Information**Address:       City, State, Zip:      Reference Contact Name:       Title:       Phone No.:       Email Address:      Start Date of Project:       Go-Live Date :       **Project Information**Vendor Project Manager/Lead for this Client:      Name and Version of software system installed:      Legacy software system replaced:      Scope of Modules installed:      Model used (Hosted, On-Premise, SaaS, etc.):      Is this reference still using the software? Yes       No      Total Project Cost:       HR/Payroll system used by client:        |

1. CONTRACT TERMINATION/NON-RENEWAL

Provide a summary of any contracts/license agreements/hosted subscriptions that the customer provided notice of cancellation to your firm, with or without cause, or elected to not renew in the past five years as it relates to the software solution proposed. The summary shall state the name of the customer, summary of the contract, term of the contract and reason for cancellation or non-renewal. *If none, state as such.*

Submitted as an Exhibit [ ]  or Response provided as:

1. LITIGATION

Provide a summary of any litigation filed against the Proposer or subcontractors in the past seven years, which is related to the services that Proposer provides in the regular course of business. The summary shall state the nature of the litigation, a brief description of the case, the outcome or projected outcome, and the monetary amount involved. *If none, state as such.*

Submitted as Attachment [ ]  or Type/Provide Response here:

# Tab 12 – Sample Contracts, Warranty, and Escrow

1. SAMPLE CONTRACTS FOR EACH LICENSE MODEL PROPOSED

As an Exhibit to Tab 12, Proposer to provide their sample contract that would be used as basis for developing the final agreement with CMAP. A sample contract for each license model proposed shall be provided.

Attached as an Exhibit:

1. SERVICE LEVEL/MAINTENANCE AGREEMENT

As an Exhibit to Tab 12, Proposer to provide their proposed Maintenance and/or Service Level Agreement that would be used as basis for developing the final agreement with CMAP. A sample is to be submitted for each license model proposed, unless the same Agreement applies to all products proposed.

Attached as an Exhibit:

1. THIRD-PARTY LICENSE AGREEMENTS

As an Exhibit to Tab 12, Proposer to provide any third-party license agreements that would be separate from the Proposers license agreement, i.e., Adobe or other partner/third-party modules proposed.

Attached as an Exhibit:

1. WARRANTY

A comprehensive warranty in form and content satisfactory to CMAP is sought by CMAP for all software and implementation services covered by this RFP. The entire system solution as proposed in this RFP must include a first-year warranty (for Proposer-supplied hardware and software) to conform to contractually agreed specifications, and to protect against any defects or damage caused by Manufacturer, Proposer, or subcontractors, in the systems’ equipment or software. The year-one warranty will begin (for products accepted in phases) at the point that the system is officially accepted by CMAP. All repairs made under warranty will be at the sole expense of the Proposer (or Manufacturer), including parts, software, labor, travel expenses, meals, lodging and any other costs associated with the repair.

Proposer to provide as an Exhibit to Tab 12 or submit below a detailed explanation of their Warranty provisions. Proposer to be explicit in when the warranty period expires and when the fees for maintenance will start and be invoiced.

Attached as an Exhibit:      or detailed below as:

1. ESCROW AGREEMENT/SOURCE CODE

As an Exhibit to Tab 12, Proposer to provide their sample contract for the Source Code Escrow that would be used for CMAP’s Project.

Attached as an Exhibit:      or Not available/applicable

# Tab 13 – Exceptions to Project Scope and Contract Terms

CMAP reserves the right to disallow exceptions it finds are not in the best interests of CMAP. Any and all exceptions must be identified and fully explained in the submitted Proposal. It is CMAP’s intention to be made aware of any exceptions to terms or conditions prior to contract negotiations.

*Note: Deviations to the payment and retainage schedule to be provided in the Price Proposal. Deviations to functionally to be provided in Attachment B.*

1. DEVIATIONS TO SCOPE OF WORK
2. The Proposer to identify and describe any exceptions/deviations to the Scope of Work and identify their impact to CMAP, including, but not limited to workarounds; reductions in performance; capacity; flexibility; accuracy; and ultimately, cost and value.

1. Proposer to identify the areas where they feel the requested service or product is not available, deviates from the specific requests, or is deemed an unwise or unwarranted approach.

1. DEVIATIONS TO RFP TERMS AND CONDITIONS FOR CONTRACT AS PROPOSED BY CMAP

As an Exhibit to Tab 13, Proposer to provide any deviations to the sample contract language proposed by CMAP in the RFP under Attachment B, as well as within the RFP. Each item to be listed along with the requested alternative language for review by CMAP.

*If no deviations taken, state as such.* Substantive exceptions to CMAP’s terms, submitted after the date and time established for the submittal of Proposals, will not be considered.

No deviations taken: [ ]

# Tab 14 – Functional and Technical Requirements Response

*Please note Tab 14 does not contain narrative questions. Proposer is instructed to complete and submit Attachment B, Functional and Technical Requirements/Capabilities under the cover of Tab 14.*

This tab is to include Proposer’s response as detailed in **Attachment B – Functional and Technical Requirements/Capabilities**, which is an Excel document to be filled out by the Proposer. Proposers are required to use the following legend for completing **Attachment B – Functional and Technical Requirements/Capabilities**.

When providing responses to the requirements in **Attachment B – Functional and Technical Requirements/Capabilities**, Proposer shall use the response indicators contained in the following table.

Proposers are instructed to enter only one response indicator in response to each requirement. Responses to an individual requirement that contain more than one indicator (e.g., C/T) will be treated as a response of “N” feature/function not provided.

If a Proposer is not proposing on certain functionality, a response of “No Bid” shall be provided for all applicable areas. A response of “No Bid’ should not be used as a replacement for an “N” response. Requirements submitted without a response will be treated as a response of “N” feature/function not provided.

| **Indicator** | **Definition** | **Instruction** |
| --- | --- | --- |
| **S** | **Standard:** Feature/Function is **included in the current software release** and will be implemented by the planned phase go-live date as part of the proposal from Vendors in accordance with agreed-upon configuration planning with CMAP.  | Respondents are encouraged, but not required, to provide additional information in the Comments column to further demonstrate the system’s ability to meet the requirement.  |
| **F** | **Future:** Feature/Function **will be available in a future software release** available to CMAP by October 1, 2022, at which point it will be implemented in accordance with agreed-upon configuration planning with CMAP.  | If a response indicator of “F” is provided for a requirement that will be met in a future software release, the Respondent shall indicate the planned release version, as well as the time the release will be generally available. |
| **C** | **Customization:** Feature/Function is **not included** in the current software release, and is not planned to be a part of a future software release. However, **this feature could be provided with custom modifications.** All related customization costs should be indicated in Attachment C1 – Cost Worksheet.  | If a response indicator of “C” is provided for a requirement that will be met through a custom modification, the Respondent shall indicate the cost of such a modification. |
| **T** | **Third Party:** Feature/Function is **not** included in the current software release, and is **not** planned to be a part of a future software release. However, this feature could be **provided with integration with a third-party system.** This system should be specified.  | If a response indicator of “T” is provided for a requirement that will be met by integration with a third-party system, the Respondent shall identify this third-party system and include a cost proposal to secure this system. If the third-party system is a part of the proposal, the third-party shall respond to the appropriate requirements using the “S”/”C”/”T”/”N” response indicators with a clear notation that the responses are provided by the third-party. |
| **N** | **No: Feature/Function cannot be provided.** | N/A |

# Tab 15 – Price Proposal

Proposer is instructed to complete and submit the Price Proposal under cover of Tab 15 as identified herein. Proposer to use the following subheader format as provided below.

1. PART I: COST WORKSHEETS

Proposer to submit and complete the Cost Worksheets as contained in **Attachment C1.** Proposers shall not modify the worksheets in any way. CMAP understands that there will be potentially four primary types of costs associated with procuring a new system: software licensing, implementation services, annual maintenance costs, and annual subscription costs.

The below statements are provided to further guide the Proposer on how to fill out the cost worksheets.

* 1. **Software Licensing Cost:** Software license costs include all costs related to licensing the software application and include third-party software license fees, where applicable. In presenting software license fees, the Proposer shall:
* Explain all factors that could affect licensing fees in the Vendor Notes field of **Attachment C1.**
* To the extent possible, the Proposer shall show any applicable discounts separately from the prices for products and Services.
	1. **Implementation Services Cost:** Implementation service costs typically include all costs related to professional services (including general implementation, project management, configuration, and other professional services), data conversion, customization, and training. It is important to note the following:
* In the event the product or service is provided at no additional cost, the item should be noted as "No charge.”
* In the event the product or service is not being included in the Proposal, the item should be noted as "No bid.”
* Proposer shall make clear the basis of calculation for all fees and costs.
* All estimated travel expenses and related out-of-pocket costs must be included as a separate line item in **Attachment C1** on a not-to-exceed basis. CMAP shall not be liable for additional travel costs or out-of-pocket costs incurred for any reason outside CMAP’s control. Travel expenses will be paid as incurred on a monthly basis.
	1. **Annual Maintenance Cost:** Annual maintenance costs include the annual maintenance and support fees for the application environment. **CMAP expects software maintenance costs will not increase in the first five (5) years upon go-live operation, and will increase by no more than 3% annually thereafter, and that maintenance costs will not be payable until after go-live sign-off.** Unless a standard offering or otherwise included in scope of the Proposal, Proposers shall list any disaster recovery, enhanced support, or annual hosting server upgrade or other costs as optional.
	2. **Ongoing Software Subscription Cost (If SaaS Deployment):** Ongoing software subscription costs include the annual payments for access to the software, hosting costs, backup costs, and potentially disaster recovery provisions. **CMAP expects annual subscription costs** **will not increase in the first five (5) years upon go-live operation, and will increase by no more than 3% annually thereafter**.
1. PART II: TRAVEL AND EXPENSE EXHIBIT

Proposer to submit a travel and expense policy that will apply for the duration of the Project up to final payment and for the future as it relates to any renewal terms.

Confirm Exhibit attached in Price Proposal

1. PART III: PAYMENT AND RETAINAGE TERMS

CMAP requests that the following Payment and Retainage Terms be utilized for CMAP’s Project:

1. **Software Licensing:** Use of an acceptance-based payment schedule for software licensing.
2. Potential milestones including system deployment, Phase Kickoff, Initial Module/System Configuration, Approval of Phase Go-Live, and Acceptance of System. CMAP expects that licensing for any software modules will not be payable until the associated project phase for that module begins. For example, if Module X were a part of a potential Phase II to the project, CMAP would expect to have payment milestones for Module X begin with the phase kickoff for Phase II.
3. *Proposer shall fully describe their proposed milestone-based payment schedule for software licensing as part of their Price Proposal.*
4. **Implementation Services Cost:** Implementation service costs typically include all costs related to implementation, configuration, data conversion, customization, and training.
5. CMAP prefers that implementation service costs be proposed as “not-to-exceed” amounts and that CMAP will be charged for Services as incurred up to the not-to-exceed amounts. Establishment of a not-to-exceed amount does not obligate CMAP to expend the full amount.
6. CMAP prefers that services be invoiced on a deliverable, phased, or milestone basis.
7. CMAP prefers that twenty percent (20%) of each invoice for the implementation service costs will be retained (as a “holdback”) until successful completion, and CMAP’s written acceptance, of the Project.
8. **Annual Maintenance Cost:** CMAP’s expectation is that it will not pay maintenance fees on functional areas being implemented until formal CMAP acceptance has been provided to approve live processing for the associated Project phase. *For example, the annual maintenance fees associated with XX will be paid upon CMAP acceptance of the Project phase associated with the XX module.*
9. **Ongoing Software Subscription Cost (If SaaS Deployment):** Ongoing software subscription costs include the annual payments for access to the software, hosting costs, backup costs, and potentially disaster recovery provisions. CMAP expects that subscription costs for software modules will not be payable until the associated project phase for that module begins. For example, if *Module XX* were a part of a potential Phase II to the project, CMAP would expect to have payment for Module XX begin with the phase kickoff for Phase II. CMAP expects to pre-negotiate any rates of increase in these costs in the first 10 years.

Proposer to submit a brief statement of agreement with the payment and retainage terms identified herein for each Cost Worksheet submitted. If a Proposer does not agree with all items, a description should be provided for those items for which an exception is taken.

Proposer confirms that the RFP proposal is submitted in compliance with the payment and retainage terms provided above in Part III, Payment and Retainage Terms.

Brief Statement:

**OR**

Proposer takes exceptions to the payment and retainage terms provided in Part III Payment and Retainage Terms as itemized below.

Description of each exception and proposed alternative:

1. NARRATIVE DESCRIPTION OF PRICE PROPOSAL

Proposers are encouraged to include a narrative description of the proposed costs, including, at a minimum the following;

1. Any optional services/offerings for professional services

Brief Statement:

1. Any discounts that have been offered

Brief Statement:

1. Any additional service offerings that may be out of scope, but may be available on an optional basis to serve to shift some of the implementation work effort from CMAP to the vendor during implementation.

Statement:

1. Any projected or anticipated cost savings or cost avoidance considerations related to the proposed software and services (savings in CMAP staff time, savings in ongoing hardware acquisition/maintenance costs, etc.)

Statement:

1. A description of any future upgrade costs, including upgrades to hardware, software, and related professional services costs (such as training, configuration, and other anticipated services costs related to upgrades in the future)

Statement:

1. A description of the estimated travel costs, including the number of trips, average duration of trips and number of staff included per trip, average cost per trip, and whether seasonality in pricing has been considered in the travel estimate.

Statement:

1. Other topics or statements related to the price proposal that the Proposer feels will help CMAP better understand the pricing structure or key differentiators for the proposed products and services.

Statement:

1. Rates Table

Proposer shall complete the following rate table, identifying the hourly rate for services offered by typical roles on an implementation. Spaces have been provided for additional roles if necessary.

|  |  |  |
| --- | --- | --- |
| **No.** | **Role** | **Hourly Rate** |
| **1** | Project Manager |  |
| **2** | Training Lead |  |
| **3** | Data Conversion Lead |  |
| **4** | Integration Lead |  |
| **5** | Testing Lead |  |
| **6** | Configuration/Set-up Lead |  |
| **7** | Functional Lead(s) |  |
| **8** | Other: |  |
| **9** | Other: |  |
| **10** | Other: |  |