

BID TABULATION - COMPREHENSIVE INFORMATION TECHNOLOGY SUPPORT SERVICES

COMPREHENSIVE INFORMATION TECHNOLOGY SUPPORT SERVICES AND RELATED REGIONAL LAW ENFORCEMENT SERVICES BID OPENING 10-8-13 Contract term: 1-1-14 to 12-31-18 upon approval by the County Council and County Executive	INTERDEV INC	REJIS
	2650 HOLCOMB BRIDGE ALPHARETTA GA 30022	4255 WEST PINE BLVD ST LOUIS MO 63108
AFIDAVIT COMPLETED	YES	YES
COPY OF INSURANCE PROVIDED	YES	YES
COMMENTS:	SEE ATTACHED	SEE ATTACHED



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 MAPLE ST / PO BOX 100
 HILLSBORO MO 63050
 WWW.JEFFCOMO.ORG

**Request for Proposal: COMPREHENSIVE INFORMATION
TECHNOLOGY SUPPORT SERVICES AND
RELATED REGIONAL LAW
ENFORCEMENT SERVICES**

Date Issued: 9-10-13

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, OCTOBER 8, 2013, AT 2:00 P.M. LOCAL TIME.

Specification Contact: **DAVE COURTWAY**
 Department of the Administrative Services
 636-797-6487

Contract Contact: **VICKIE PRATT**
 Department of Administrative Services
 636-797-5382

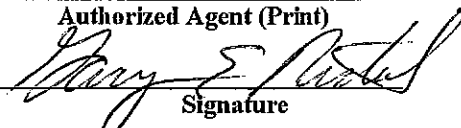
**Mail (3) Three
 Complete Copies
 With Vendor And
 Proposal
 Information As
 Shown In Sample:**

SAMPLE ENVELOPE

<i>VENDOR NAME</i>	
<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	DEPARTMENT OF THE COUNTY CLERK
	JEFFERSON COUNTY MISSOURI
	729 MAPLE ST / PO BOX 100
	HILLSBORO MO 63050-0100
SEALED PROPOSAL: (PROPOSAL NAME)	

**Contract Term:
 1-1-14 to 12-31-18
 upon approval by
 the County Council
 and County
 Executive**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for not less than twenty-four (24) months and no longer than five (5) years with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

InterDev, LLC	Gary Nichols
Company Name	Authorized Agent (Print)
2650 Holcomb Bridge Rd. #310	
Address	Signature
Alpharetta, GA 30022	CEO
City/State/Zip Code	Title
770-643-4400	10-7-13 58-2553449
Telephone #	Date Tax ID #
gnichols@interdev.com	678-672-1555
E-mail	Fax #

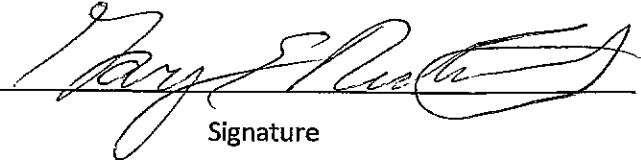
Section 8 – Pricing

**PROPOSED PRICING SHEET
IT SERVICES AND LAW ENFORCEMENT SERVICES CONTRACT
COUNTY OF JEFFERSON**

COMPANY INFORMATION	
Name:	InterDev, LLC.
Address:	2650 Holcomb Bridge Rd. Suite 310 Alpharetta GA 30022
Contact Person:	Gary Nichols – CEO
Phone Number:	770-643-4400
Email Address:	gnichols@interdev.com

BASE PRICING FOR IT CONTRACT RFP (Base Price to include 9,000 man hours)	
Year One:	\$ 1,929,973
Year Two:	\$ 1,997,522
Year Three:	\$ 2,067,435
Year Four:	\$ 2,139,795
Year Five:	\$ 2,214,688
PRICE FOR PROJECT SERVICES	
Hourly Rate:	\$150. Per hour for additional Project Services outside scope of this proposal.

InterDev, LLC
 Proposer's Firm Name
CEO
 Title/Position


 Signature
10/17/13
 Date

Pricing – Supporting Documents

InterDev has based the pricing for the Jefferson County RFP on the following information.

InterDev Proposed Staffing Levels

Job Description	Transitional Employees	Full Time Staffing
Transition Director	1	
IT Director (Tier 3)	1	1
Network Engineer (Tier 3)	2	2
Systems Administration (Tier 2)	6	4
Help Desk Staffing (Tier 1)	10	10
Telephony (Tier 2)	1	1
AS400 (Tier 3)	1	1
IT Security (Tier 3)	1	1
Project Manager	1	1
Transitional Total	24	
Full time Total		20

Pricing - Jefferson County, MO		Base	Fully Burdened	
Role	Qty	Rate	Rate	Total
T1	10	\$34,000	\$59,296	\$592,960
T2	5	\$55,000	\$95,920	\$479,600
T3	2	\$75,000	\$130,800	\$261,600
AS400	1	\$80,000	\$139,520	\$139,520
IT Manager	1	\$110,000	\$191,840	\$191,840
Security	1	\$85,000	\$148,240	\$148,240
Staffing Total	20			\$1,813,760
Training	20	\$3,000		\$60,000
Computer Equipment*	20	\$1,000	\$20,000	See notes
Communications Equipment *	20	\$500	\$10,000	See notes
First Year Total				\$1,873,760

Year 1	Year 2	Year 3	Year 4	Year 5
\$1,929,973	\$1,997,522	\$2,067,435	\$2,139,795	\$2,214,688

Staffing:

- Base Salary is based on published industry standards by Job description and Tier.
- Fully Burdened Rate shows the full salary and benefits figures for each role and pay grade.

Equipment and Training

- Training – InterDev supports the continued training and education of all staff. Annual training figures are included.
- Computer Equipment – notebook computers with docking stations and monitors are standard issues for all InterDev staff and are NOT included in the pricing above.
- Communications Equipment – Cellular phones and service fees are required to ensure support team is in touch and available as needed.

* NOTES: We would expect Computer and Communications Equipment to be provided by the County under this contract but if not please plan to budget the figures quoted above.

Annual Cost Increase of 3.5% is calculated into each subsequent year to allow for annual cost of living increases.

Pricing/Estimating Techniques and Basis of Estimates

Our pricing model is based on historical and projected salary requirements for the position classes that are best suited to the task work order. We have taken into consideration our current staff compensation, current and projected economic conditions, research from web resources such as RHT.com, salary.com, the Missouri Department of Labor, and research from other local consulting firms.

Our corporate philosophy is to hire for life. While we understand not all employees will be around for the gold watch, we select candidates that exhibit the qualities we have worked so hard for decades to deliver to our clients. Turnover is very expensive for the company and our clients, so we strive provide a compensation package that attracts rewards and retains the best individuals. We have always preferred to pay a bit more and have a person that will exceed expectations rather than save a few bucks and risk losing a client. Incompetence is very costly in our business.

Our Fully Burdened Rate (FBR) model includes the following:

- | | |
|--|--|
| • Base salary | • Legal and professional |
| • Health benefits | • Dues |
| • Life insurance | • Office space |
| • Time off (vacation, sick, personal, bereavement) | • Utilities |
| • Incentive pay | • Telephone |
| • Bonus pay | • Internet |
| • Retirement plan | • Communications |
| • Taxes (FICA, Medicare, SUI, FUTA) | • Licensing |
| • Administrative | • Software (main office) |
| • Accounting | • Equipment (main office) |
| • Sales effort | • And a variety of lesser expense categories |



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Vendor
Information:

<i>Regional Justice Information Service</i>	<i>DR. WILLIAM R. POWELL JR</i>
Company Name	Authorized Agent (Print)
<i>4255 WEST PINE BLVD</i>	<i>[Signature]</i>
Address	Signature
<i>ST. LOUIS, MO 63108</i>	<i>GENERAL MANAGER</i>
City/State/Zip Code	Title
<i>314-633-0239</i>	<i>OCT 8, 2013</i>
Telephone #	Date
	<i>43-1065029</i>
	Tax ID #
<i>WPOWER@REJIS.ORG</i>	<i>314-535-1729</i>
E-mail	Fax #

Section 8. Pricing

**PROPOSED PRICING SHEET
IT SERVICES AND LAW ENFORCEMENT SERVICES CONTRACT
COUNTY OF JEFFERSON**

COMPANY INFORMATION	
Name:	Regional Justice Information Service
Address:	4255 West Pine Blvd., St Louis, MO 63108
Contact Person:	Dr. William R. Powell Jr.
Phone Number:	314-633-0239
Email Address:	wpowell@rejis.org
BASE PRICING FOR IT CONTRACT RFP (Base Price to include 9,000 man hours)	
Year One:	\$1,148,572 plus monthly and annual fees
Year Two:	\$1,194,702 plus monthly and annual fees
Year Three:	\$1,242,490 plus monthly and annual fees
Year Four:	\$1,292,190 plus monthly and annual fees
Year Five:	\$1,343,877 plus monthly and annual fees
PRICE FOR PROJECT SERVICES	
Hourly Rate:	\$73 for Network Services \$85 for Application Development \$104 for Project Management

A detailed breakdown of the 2014 price schema as well as a ala carte pricing schema are provided at Appendix H.

Current Annual Amount of Monthly/Annual Fees Include:

Communications Support Fees	\$ 16,326.60
Monitoring Fees	\$ 1,152.00
Maintenance Fees	\$ 1,966.87
Subdivision Escrow Fee	\$ 10,800.00
IMDS Subscription Fees	\$ 20,820.00
Total Monthly Annual Fees	\$ 51,065.47

Regional Justice Information Service
Proposer's Firm Name


Signature

General Manager
Title/Position

October 8, 2013
Date

The information contained herein is proprietary. It may contain trade secrets and commercial or financial information that is privileged or confidential and is therefore exempt from disclosure under the provisions of 5 USC Section 552. Release of this information is prohibited per sanctions set forth in 18 USC Section 1905.

3.3 Services Portfolio. REJIS shall maintain a current list of services that it provides and has experience in and for which it maintains current competence/skills. REJIS shall provide County with such a list upon receipt of a written request from the DAS within ten (10) Working Days of REJIS' receipt of such a request.

3.4 Ownership:

3.4.1 Asset & Facilities Ownership

REJIS will send County any revisions to County specific circuit configurations or asset management/inventory information within ten (10) Working Days of the change going into effect/production. Circuit configurations will be sent to the County DAS. If created electronically, the files will also be sent or made available to County.

3.4.2 Data Ownership/ Intellectual Property

Data/Information Ownership. All information, data, and publications created specifically for and paid for by County or as a result of the work identified in Article III of this Agreement is the property of County unless otherwise noted, copyright protected, or defined or agreed to by both parties to this Agreement.

Custom Software Ownership. However, if custom coded software is developed by REJIS, the following statement applies. As implied under the REJIS operating charter to support regional government entities, REJIS will retain ownership of the developed custom coded software and make it available to any/all regional government entity (entities) that can utilize the capability. REJIS retains title and all copyrights, trade secrets, and intellectual property rights to the custom coded software as long as REJIS does not disclose any County confidential or proprietary information to any third party; and provided, that County is granted a perpetual, worldwide, non-exclusive, royalty free license to use such custom coded software for its internal business purposes. County agrees that the custom coded software will not be disclosed, given, sold to, or used by another party without the approval of REJIS.

Article IV – Pricing and Payment

4.1 Fees and Pricing. REJIS' fees, rates, and other charges for services provided pursuant to the terms, covenants and conditions of this Agreement shall be as follows:

Year One:	\$1,148,572 plus monthly and annual fees
Year Two:	\$1,194,702 plus monthly and annual fees
Year Three:	\$1,242,490 plus monthly and annual fees
Year Four:	\$1,292,190 plus monthly and annual fees
Year Five:	\$1,343,877 plus monthly and annual fees

The composition of the 2014 price structure is based upon the following:

Current Annual Amount of Monthly/Annual Fees	
Communications Support Fees	\$ 16,326.60
Monitoring Fees	\$ 1,152.00
Maintenance Fees	\$ 1,966.87
Subdivision Escrow Fee	\$ 10,800.00

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IMDS Subscription Fees**\$ 20,820.00****Total Monthly Annual Fees****\$ 51,065.47**

These fees, rates, and charges apply to the prime General Services, Systems Administration, Help Desk and Network Support, and Project Development set out in the Service Area Exhibits to this Agreement.

4.2 Method of Payment. County shall pay REJIS all network service fees, rates, and charges for usage pursuant to a Service Area Exhibit for any Agreement year. Where County has made an annual commitment for Network Service hours, payment will be made in advanced quarterly installments due on the first day of each quarter. The payment will be for services rendered during that quarter. Where County has not made an annual commitment for Network Services, payment will be made monthly in arrears. Any offsets require the written agreement of the parties. Fees and payments for services which exceed County's established usage for the Agreement Year or other fees or charges shall be payable upon receipt of invoice which generally will be issued monthly. REJIS will invoice County quarterly instead of monthly for mutually agreed to services that are recurring. REJIS will generate a quarterly invoice (mid-month of the quarter) for agreed to services as an advance billing scenario and will then do a true up invoice the following quarter.

4.3 Pass Through Charges. From time to time, at the request of and with the prior approval by the County's DAS and consistent with applicable County policies, REJIS will purchase from third party vendors various items or services for County to be used by County which are beyond the scope of services to be provided County as set out in the Service Area Exhibits. Such purchases or expenditures by REJIS will be reimbursed by County to REJIS at the cost of the item or service plus up to a ten percent (10%) administration fee and which shall become due and payable from County within thirty (30) days of County's receipt of billing by REJIS with no offsets.

4.5 Hourly Billings. Except as otherwise provided for herein, REJIS shall bill County all hourly rates in fifteen (15) minute (1/4 of an hour) increments.

Article V - Law and Venue

This Agreement is made and entered into in the City of St Louis, Missouri, and the laws of the State of Missouri shall govern the construction of this Agreement or any action or causes of action arising out of this Agreement. Venue of any action arising out of this Agreement shall only be in the City of St. Louis, Missouri.

Article VI - Audit

During the term of this Agreement, and for a period of one (1) year following the expiration or termination of this Agreement, County retains the right to audit the services provided by REJIS and the associated charges in accordance with the terms of the Service Area Exhibits, upon reasonable notice to REJIS, at County's discretion and expense. County personnel may inspect and/or tour the REJIS facilities at the discretion of the County DAS and with advanced approval of the REJIS General Manager (which approval will not be unreasonably withheld), and review all relevant books and records, as long as such inspections are not disruptive to REJIS' operations. In the event that the results of such audit establish that REJIS has overcharged County, REJIS will refund such overcharge within thirty (30) days of notice from County.