

January 18, 2005

TO: The Honorable Commissioners Court
FROM: Selection Committee for RFP #2004-064-1485
SUBJECT: Vendor Recommendation for RFP #2004-064-1485
Recording, Indexing and Imaging System

Background:

On October 20, 2004, the Dallas County selection committee received Best and Final Offers from the following four vendors: ACS, AmCad, BearingPoint, and LanData. The selection committee has reviewed the Best and Final Offers and met on January 13, 2005 to evaluate these offers.

Results and Recommendations:

As a result of the January 13th meeting, the selection committee voted unanimously to begin contract negotiations with BearingPoint. BearingPoint was determined to be the best evaluated offer, taking into consideration the relative importance of price and other evaluation factors set forth in RFP # 2004-064-1485. BearingPoint's proposal represents by far the most significant financial savings for the County at a minimum of \$4.5 million over a five year period.

It is therefore recommended that the Dallas County Commissioners Court accept the recommendation of the selection committee.

The following attachments provide background information that supports the selection committee's recommendation:

- Attachment A: Summary of Rationale
- Attachment B: Scoring Summary from RFP Analysis
- Attachment C: BAFO Pricing

Attachments

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Attachment A: Summary of Rationale

The following is a summary of the selection committee's rationale for its recommendation. This information is not intended to be all inclusive, but rather highlights some major points of discussion. In addition, the points below are not listed in order of priority.

BearingPoint

- Offered the lowest cost from the BAFO responses representing a significant savings over the current contract price. Over the five-year period, the County will save a minimum of \$4.5 million.
- Highest M/WBE participation of all proposals at 47%.
- According to the vendor's RFP response and verified through the vendor's software demonstration and a site visit to Tarrant County, the system represents a 91% fit with County's stated functional and technical requirements.
- The County was able to view an acceptable operation in Tarrant County.
- BearingPoint's BAFO response addressed concerns with business model issues presented in original RFP reflecting a keen interest in County priorities.
- The eRecording model is currently in operation in Tarrant County.
- BearingPoint's software is used successfully in other large and small Texas counties.
- Outsourced indexing will be performed in Dallas County by a M/WBE firm.
- Proposed solution is based on the County's standard Oracle database.
- Previous successful Dallas County experience.
- Proposal includes a full-time on-site systems administrator to provide desktop support.
- No revenue sharing for Internet access to records – all funds flow directly to the County.

Result: The selection committee unanimously voted that the County begin negotiations with BearingPoint.

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Attachment B: Scoring Summary from RFP Analysis

Dallas County Selection Committee - Scoring Results Summary
Recording, Indexing and Imaging RFP# 2004-064-1485

	Evaluators										Total Points	Overall Rank
	Evaluator #1		Evaluator #2		Evaluator #3		Evaluator #4		Evaluator #5			
	Points	Rank	Points	Rank	Points	Rank	Points	Rank	Points	Rank		
AmCad	54.41	3	69.20	2	53.07	1	71.78	3	68.60	1	307.06	1
Bearing Point	53.84	2	72.62	1	40.49	4	76.98	1	57.97	2	301.70	2
LanData	55.94	1	66.60	4	45.90	2	67.80	4	60.57	3	286.61	3
ACS	49.66	4	67.69	3	41.19	3	74.89	2	38.92	4	272.55	4

Allocation of Vendor Rankings

Vendors	1st	2nd	3rd	4th
Bearing Point	2	2	0	1
LanData	1	1	1	2
AmCad	2	1	2	0
ACS	0	1	2	2

Attachment C: BAFO Pricing

BAFO Per Document Price Comparison

	ACS	AmCad (a)	BearingPoint	LanData
Hardware	\$ 0.23	\$ 0.25	\$ 0.30	\$ 0.30
Software	\$ 0.40	\$ 1.08	\$ 0.32	\$ 0.21
Indexing	\$ 0.59	\$ 0.39	\$ 0.30	\$ 0.81
Microfilming	\$ 0.11	\$ 0.04	\$ 0.08	\$ 0.03
Price per Docum	\$ 1.33	\$ 1.75	\$ 1.00	\$ 1.35

(a) Price includes hardware and software refresh in Year 3 of the contract term