



DALLAS COUNTY
COUNTY AUDITOR

ITSC
3/15/05

March 14, 2005

To: IT Steering Committee
From: Brian M. Stevens *Brian M Stevens*
Through: Virginia Porter, Dallas County Auditor *Virginia Porter*
Cc: Robert Clines, Dallas County MIS Director
Mike Cantrell, Dallas County Commissioner
John Wiley Price, Dallas County Commissioner

Subject: Evaluation of responses to RFP 2005-015-1591,
Request for Proposals for Countywide Receipting System.

Attached for your review is a one-page analysis of the four remaining proposals in contention for the Countywide Receipting System. This system selection matrix is intended to provide a "snapshot" of the strengths and weaknesses of the four proposed solutions. Additional supporting documentation is available.

If you have any questions or comments, please call Virginia Porter at (214) 653-6972 or myself at (214) 653-6425.

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GOVERNMENT
EXHIBIT NO.

242

3:14-CR-293-M

SBP-1A-544-0311-01-1849

**Dallas County
System Selection Matrix
Project: County Wide Receiving**

Strategic Plan: Yes
 Process Assessment: Yes
 Cost Savings: Yes
 Sponsor Departments: County Treasurer & County Auditor
 RFI Issued: July 13, 2004
 RFP Issued: October 5, 2004

Objectives - Replace existing receiving systems, automate deposit updates for subsidiary and general ledgers, consolidate collection points, create receivables repository.

| Responses | ACI | Bearing Point | System Innovators | Class Software |
|---|----------------------------|----------------------------|-----------------------------|---|
| DC Business Plan | | | | |
| ▪ DC Global Objective Alignment | Weak | Weak | Strong | Average |
| ▪ Meet Finance Department Policy and Procedures | Weak | Not Satisfactory | Strong | Strong |
| Functionality | | | | |
| ▪ user departments | Poor | Good | Good | Moderate |
| ▪ finance departments | Poor | Not Satisfactory | Strong | Strong |
| ▪ turnkey solution | No | Yes | Yes | Yes |
| Technology | | | | |
| ▪ Security | Weak | Administered by Vendor | Strong | Strong |
| ▪ Consistent w/ County IT standards | No | Yes | Yes | Yes |
| ▪ Interfaces | Custom Point-to-point | Incomplete (County burden) | Best | Sufficient |
| ▪ Maintenance efforts | High | Undefined | Normal | Normal |
| ▪ life cycle (product viability curve) ¹ | Outdated | Product Introduction | Replacement Products Coming | Replacement Products Coming |
| Costs | <i>Incomplete</i> | <i>Managed Service</i> | | |
| ▪ license | 30,000 | n/a | 350,000 | 250,000 |
| ▪ equipment | Not proposed | Included | 601,055 plus servers | Proposal incomplete |
| ▪ conversion | n/a | n/a | n/a | n/a |
| ▪ implementation & training | 120,100 plus interfaces | 397,583 | 200,670 | 200,000 |
| ▪ modifications | \$90-\$100 per hour (Many) | (County IT-Interfaces) | \$179-\$215 per hour (Some) | \$10,000 per additional interface (1 or more) |
| ▪ maintenance and support | 6,500 (22%) | n/a | 60,500 (16%) ² | 62,500 (25%) |
| ▪ 5-year projected cost | 260,600 | 3,026,097 | 1,442,657 | 1,512,500 |

¹ Normal product viability curve may include: Introduction, High-volume shipment, High-volume use, Replacement products, Discontinuation, and End-of-life.

² Software maintenance and support is 16% of license plus \$500 per interface, Increases 5% each year beginning year 3.