



**DALLAS COUNTY**  
**OFFICE OF BUDGET AND EVALUATION**

October 30, 2007

To: Commissioners Court

From: Shannon S. Brown, Purchasing Agent

Subject: Additional Information on Award Recommendation  
RFP No. 2007-117-3023 RFP for Desktop Technical Support

Last week, the Purchasing Department submitted a briefing based on the evaluation committee's recommendation to award this RFP to Unisys as the overall lowest cost. Upon further review by IT Services, there were concerns that the cost reflected in the evaluation did not represent the total cost of the proposal to Dallas County. Both susceptible vendors, Unisys and Cyberdyne, were asked to clarify their proposals on Wednesday, October 24, 2007. Below is a comparison of the two proposals based on the written documentation and the clarification sessions. Cost data is summarized at the bottom of the table with additional information available for review.

	Cyberdyne	Unisys
On-Site Staffing	24 FTE	8-10 FTE
Daily Coverage	7:00 am – 6:00 pm	8:00 am – 5:00 pm
Transition Time	7 business days	30 business days to Go Live plus 90 days for full transition (beginning of SLAs) This timeline would require further extension of the contract with ATOS for these services for a minimum of 2 months at a cost of \$183,457 per month
Inventory Management	\$95,000 for initial inventory with maintenance of inventory included in price quote – if Dallas County believes	\$195,000 for initial inventory based on cost quote of \$15 per device and 13,000 devices with maintenance of inventory included in price quote – if Dallas County believes inventory

GOVERNMENT  
EXHIBIT NO.  
333  
3:14-CR-293-M

8

	Cyberdyne	Unisys
	inventory is not valid at any time, Cyberdyne will conduct another inventory at their cost	is not valid at any time, Unisys will conduct another inventory at Dallas County's cost
MWBE Participation	D/I Laser at 5% and Cyberdyne is certified firm	Austin Ribbon & Computing at 5% and Vignon Corporation at 5%
Out of Scope Moves/Adds/Changes (MACs)	20+ units	10+ units
Contractual exceptions	<p>Requested</p> <ul style="list-style-type: none"> <li>- deletion of termination without cause provision</li> <li>- addition of non-solicitation of employees</li> </ul>	<p>Made numerous requests for changes to proposed contract including, but not limited to.</p> <ul style="list-style-type: none"> <li>- termination only allowed after first 12 months of contract</li> <li>- termination requires 120 day notice</li> <li>- deletion of first paragraph of standard indemnification language</li> <li>- deleting Sovereign Immunity</li> <li>- deleting Monetary Restitution</li> <li>- deleting waiver of subrogation for insurance</li> <li>- tied revised indemnification language to insurance provisions</li> </ul>
Cost Comparisons	<p>Transition: \$100,000                      Annual: \$1,718,000                      Out of Scope Projects: \$75,000 (based on 2007 usage of 1,000 at \$75 per hour)                      Interface with HelpDesk System: \$0                      Total Five Year Cost: \$9,430,798</p>	<p>Transition: \$288,791                      Annual \$1,601,496                      Out of Scope Projects: \$85,000 (based on 2007 usage of 1,000 hours at \$85 per hour)                      Interface with HelpDesk system: \$150,000                      Total Five Year Cost: \$9,433,185</p>