

3. Pricing

Provide the following pricing information for each component of the proposed solution.

3.1. Pricing—Software

Required Modules

Provide pricing information for all required applications/modules included in the proposed solution. Please use the following or similar pricing format. Pricing should include the following minimum-required software features and capabilities; CAD, RMS, Prisoner Booking, Mobile Data Computing, Crime Analysis, Traffic Analysis, Property and Evidence Tracking, Evidence Bar Coding, Personnel Management, Equipment Management, Digital document, audio, video and picture storage, Management Crime and Community Dashboards, report writing and mapping software solutions. Each of these features and capabilities needs to be fully integrated and offer full data sharing.

The modules priced below will provide for an abundance of feature rich, effective, and efficient tools to assist Garden Grove with its day-to-day proactive policing efforts. Requested features include CAD, RMS, Mobile Data Computing, Crime Analysis, Traffic Analysis, Property and Evidence Tracking, Evidence Barcoding, Personnel Management, Equipment Management, Digital document, audio, video and picture storage, Crime Dashboards, report writing, and mapping software solutions. Additionally, all modules quoted include the first year of maintenance, warranty, and support at no additional cost. Recurring maintenance fees will provide the City with ongoing support and training as well as registration fees for one individual to attend Spillman's annual Users' Conference.

Features	Price	# of user licenses included in price	Price per additional user license
Integrated Hub - Names, Vehicles, Property, Wanted Persons	\$125,956	Site License	\$0
GIS (Geobase)	Included	Site License	\$0
Equipment Maintenance	\$18,967	Site License	\$0
Evidence Bar Code & Audit Interface	\$11,378	Site License	\$0
Evidence Management	\$22,756	Site License	\$0

Features	Price	# of user licenses included in price	Price per additional user license
Impound	\$11,378	Site License	\$0
Inventory Management	\$11,378	Site License	\$0
Law Records	\$75,838	Site License	\$0
Licenses & Permits	\$18,967	Site License	\$0
Pawn Property	\$11,378	Site License	\$0
Personnel Management	\$22,756	Site License	\$0
Pin Mapping	\$22,756	Site License	\$0
Traffic	\$22,756	Site License	\$0
Sex Offender Tracking	\$22,756	Site License	\$0
Alarm Tracking & Billing	\$22,756	Site License	\$0
CAD	\$75,838	Site License	\$0
CAD Mapping	\$41,983	Site License	\$0
Driver's License Scanning Interface	\$11,378	Site License	\$0
Mobile AVL Mapping	\$37,933	Site License	\$0
Mobile Incident Offense National Form	\$75,838	Site License	\$0
Mobile Records	\$75,838	Site License	\$0
Mobile State & National Queries	\$75,838	Site License	\$0
Mobile Voiceless Dispatch	\$75,838	Site License	\$0
Jail - Police Dept (Non Custodial Arrest)	\$45,512	Site License	\$0
Imaging	\$37,933	Site License	\$0
InSight	\$22,756	Site License	\$0
CompStat Management Dashboard	\$63,800	Site License	\$0
Spillman Public Access Dashboard	\$23,930	Site License	\$0
Total Price for Required Modules		\$1,086,191	
Check all the following that are included in the quoted Required Modules price: <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Complete integration of all modules with no internal interfaces <input checked="" type="checkbox"/> Site license for all desktop modules <input checked="" type="checkbox"/> First-year maintenance on software <input checked="" type="checkbox"/> Technical support and customer service <input checked="" type="checkbox"/> Onsite end user training at implementation <input checked="" type="checkbox"/> Ongoing end user and administrative training 			

Required Interfaces

Provide pricing information for all required interfaces included in the proposed solution.

Check if Existing Interface	Interface	Price	# of licenses	Price per additional license
<input checked="" type="checkbox"/>	E9-1-1 Interface	\$11,378	1 PSAP	\$0
<input checked="" type="checkbox"/>	UCR Reporting Interface	Included	Site	\$0
<input checked="" type="checkbox"/>	Smartphone and Tablet Interface	\$37,933	Site	\$0
<input checked="" type="checkbox"/>	LiveScan Fingerprint Interface	\$28,978	1 Machine	\$0
<input checked="" type="checkbox"/>	CLETS Interface	\$45,512	Site	\$0
<input checked="" type="checkbox"/>	Brazos Interface	\$28,978	Site	\$0
<input checked="" type="checkbox"/>	Coplink Interface	\$11,378	Site	\$0
<input checked="" type="checkbox"/>	External Data Queries Interface	Free/discussion needed/ODBC/XML	Site	\$0
Total Price for Required Interfaces			\$164,157	

3.2. Pricing – Professional Services

Implementation Services	
Total price for implementation project management	\$69,650
Check all the following that are included in the quoted implementation and project management price:	
<input checked="" type="checkbox"/> Onsite project management services <input checked="" type="checkbox"/> PMP-certified project managers <input checked="" type="checkbox"/> Code table setup <input checked="" type="checkbox"/> Connection with state database	
Total price for software and hardware installation	Included
***UT Spillman User’s Conference Attendance Included	\$2,000
***Prepaid Training (Spillman will be onsite every year for ongoing training)	\$1,200
***Potential Esri Licensing & Services (\$20K included in quote)	\$20,000
Check all the following that are included in the quoted software and hardware installation price:	
<input checked="" type="checkbox"/> Multiple onsite installation visits	
Total price for travel and per diem	Included
Total Price for Implementation Services	\$92,850

Training Services	
Total price for administrative training	Included
Check all the following that are included in the quoted administrative training price: <ul style="list-style-type: none"> <input checked="" type="checkbox"/> User manuals and other training materials <input checked="" type="checkbox"/> Defined timeframe for Go-live <input checked="" type="checkbox"/> Training database that utilizes agency-specific data <input checked="" type="checkbox"/> Complete administrator training <input checked="" type="checkbox"/> Post Go-live refresher training 	
Total price for end user training	\$69,650
Check all the following that are included in the quoted end user training price: <ul style="list-style-type: none"> <input checked="" type="checkbox"/> User manuals and other training materials <input checked="" type="checkbox"/> Post Go-live refresher training <input checked="" type="checkbox"/> Pre-Implementation project team training <input checked="" type="checkbox"/> Access to online training database 	
Total price for Go-live assistance	Included
Check all the following that are included in the quoted Go-live assistance price: <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Post Go-live onsite refresher training 	
Total travel and per diem estimate	Included
Total Price for Training Services	\$69,650

Total Price for Implementation and Training Services \$162,500

3.3. Pricing – Hardware

Unit	Price	Quantity	Extended Price
Server (Linux box)	\$18,864	1	\$18,864
Barcode equipment & hardware	\$1,930	1	\$1,930
911 Etherlite	\$430	1	\$430
Cisco 891	\$950	1	\$950
GIS Windows server needed for ESRI Data/Assuming Garden Grove has one in place. Normally \$6-8K	Not quoted		
Total Price for Hardware			\$22,174

3.4. Pricing – Warranty, Maintenance, and Support

Support	Standard Business Hours	24/7 Support
First-year support (12 months)	Included	Please note that 24/7 support will cost an additional \$34,000. Very few of our 1,150 customers go this route, however, because our product is so reliable, making it far less expensive to use an hourly rate.
Second-year support (required modules)	\$154,644	Please note that 24/7 support will cost an additional \$34,000. Very few of our 1,150 customers go this route, however, because our product is so reliable, making it far less expensive to use an hourly rate.

3.5. Pricing – Data Conversion

Data Source	Price
Northrup Grumman CAD	See total
Image Ware Booking System	See total
Evidence Tracker Barcoding Application	See total
Hourly Rate / Table Rate for In-house GGPD RMS	\$150 per hour
Total Price for Conversion	\$87,500
<p>***Based on preliminary conversations, we estimate data conversions at about \$87,500. It was recommended to not convert CAD data due to incidents in RMS created from existing CAD calls, so we would request more discussion in these areas.</p>	

3.6. Pricing – Summary

Inclusions	Price
Total Module	\$1,086,191
Total Interfaces	\$164,157
Total Professional Services	\$162,500
Total Hardware	\$22,174
Total Support	Included
Total Data Conversion	\$87,500
***Approx. CA Taxes	\$108,893
Grand Total	\$1,631,415

Vendor is required to provide an authorized signature certifying that the submitted bid includes **ALL** costs associated with the proposed project.

Name and title Lance Clark, President & CEO

Signature 