



Agenda Item No. 9.6(1)

Meeting Date: January 23, 2007

AGENDA DOCKET FORM

SUBJECT: Award of Request for Proposal #1449

SUMMARY: The District needs to purchase a Student Information Software System to use for a minimum of 51 school sites and various departments throughout the District.

A Request for Proposal # 1449 was issued on October 3, 2006, seeking proposals from qualified contractors to provide a solution for the installation and configuration of the District Student Information System. The scope of work is to supply, install, configure, provide training, on-going support, and test the equipment required to implement the District's Student Information System.

Staff received proposals from seven (7) qualified contractors for this project. Eagle Software received the highest score based on the award selection process and the weighted evaluation criteria as stated in the Request for Proposal.

Eagle Software's price proposal of \$750,150.00 meets all specifications and including software support for a five-year period. The formation of a contract for this project under negotiations by the District and the contractor.

Therefore, staff recommends an award of a contract to Eagle Software for \$750,150.00, contingent upon the formation of a binding contract agreement between both parties.

First Year Cost is \$568,350.00, including support
Four (4) Year Additional Support Cost is \$45,450.00 per year for a total cost of \$181,800.00

FISCAL IMPACT, First Year: \$568,350.00

FUNDING SOURCE: Mandated Cost Reimbursement

RECOMMENDED ACTION: Approve Contingent Award of Request for Proposal as presented.

<p>_____</p> <p>Department Head</p>	<p><i>N. Nicou</i></p> <p>Assistant Superintendent</p>	<p><i>J. McHenry</i></p> <p>Superintendent</p>
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Attachments: Software Pricing Proposal

AERIES Software Pricing Proposal Ref# 11032006-Mt. Diablo USD-4

The following is a price proposal summary for the Mt. Diablo Unified School District's **AERIES** Administrative Student Information Software purchase.

EAGLE SOFTWARE, 505 N. Tustin Avenue, Suite 150, Santa Ana, California, 92705 proposes the sale of a Software License and implementation plan, including a software license and services, installation services (if any), data conversion services (if any) and training with respect to EAGLE SOFTWARE's Aeries™ student administrative software package to Mt. Diablo Unified School DISTRICT (hereinafter "DISTRICT") based upon the following price schedule:

QTY	DESCRIPTION	UNIT PRICE	AMOUNT
SOFTWARE			
30	AERIES Student Software System Elementary version K-6 (Ayers, Bancroft, Bel Air, Cambridge, Delta View, Eagle Peak Montessori, El Monte, Fair Oaks, Gregory Gardens, Hidden Valley, Highlands, Holbrook, Meadow Homes, Monte Gardens, Mountain View, Mt. Diablo, Pleasant Hill, Rio Vista, Sequoia, Shore Acres, Silverwood, Strandwood, Sun Terrace, Valhalla, Valle Verde, Walnut Acres, Westwood, Woodside, Wren Avenue, Ygnacio Valley)	\$ 5,500.00	\$ 165,000.00
10	AERIES Student Software System Middle School Version (Diablo View, El Dorado, Foothill, Glenbrook, Oak Grove, Pine Hollow, Pleasant Hill, Riverview, Sequoia, Valley View)	\$ 7,700.00	\$ 77,000.00
6	AERIES Student Software System Comprehensive High School version (Clayton Valley, College Park, Concord, Mt. Diablo, Northgate, Ygnacio)	\$ 11,000.00	\$ 66,000.00
9	AERIES Student Software System Continuation High/Atypical Schools version (Crossroads High Continuation, Diablo Day Community, Gateway High Continuation, Horizons Alternative, Nueva Vista High Continuation, Olympic Continuation High, Prospect High Continuation, Summit High Continuation, Sunrise Special Education)	\$ 6,600.00	\$ 59,400.00
1	AERIES Student Software System District Office version	\$ 55,000.00	\$ 55,000.00
MAINTENANCE & DISTRICT COORDINATOR SUPPORT			
30	AERIES Student Software System Elementary School version K-6 (50% Coordinator Discount Applied)	\$ 550.00	\$ 16,500.00
10	AERIES Student Software System Middle School Version (50% Coordinator Discount Applied)	\$ 1,100.00	\$ 11,000.00
6	AERIES Student Software System Comprehensive High School version (50% Coordinator Discount Applied)	\$ 1,100.00	\$ 6,600.00

Proposal for Mt. Diablo Unified School District		January 10, 2007	
9	AERIES Student Software System Continuation High/Atypical Schools version (50% Coordinator Discount Applied)	\$ 650.00	\$ 5,850.00
1	AERIES Student Software System District Office version (50% Coordinator Discount Applied)	\$ 5,500.00	\$ 5,500.00
DATA CONVERSION			
1	Data conversion from current Osiris software for current school year (2006-2007) plus an additional 3 years of data. Does not include attendance.	\$ 35,000.00	\$ 35,000.00
1	Data conversion from current HP3000 Mt. Diablo custom system data (elementary schools) for the current school year (2006-2007) plus an additional 3 years of data. Does not include attendance.	\$ 30,000.00	\$ 30,000.00
TRAINING			
25	Train-the-Trainer. (Full Days) Eagle Software provides some training directly to the MDUSD staff, and training to the MDUSD training staff, who subsequently provide Aeries and Aeries Browser Interface (ABI) training to the other District users.	\$ 1,100.00	\$ 27,500.00
EXPENSES			
25	Travel expenses (flight, car, motel and meals)	\$ 200.00	\$ 5,000.00
IMPLEMENTATION, PROJECT MANAGEMENT			
30	Hours Implementation Management Services	\$ 100.00/hr	\$ 3,000.00

COST SUBTOTAL

Software subtotal	\$ 422,400.00
(Software sales tax 8.25%)	\$ (34,848.00)
District Coordinator Software support for one year	\$ 45,450.00
District Coordinator Support for 4 additional years	\$ 181,800.00
Data conversion	\$ 65,000.00
Training at district site with travel	\$ 32,500.00
Project Management	\$ 3,000.00
(Total with sales taxes paid)	\$ 784,998.00
TOTAL (without sales tax)	\$ 750,150.00

EAGLE SOFTWARE hereby expressly represents to DISTRICT that this instant Sales Proposal is merely a proposal and is not binding upon either party unless and until both EAGLE SOFTWARE and DISTRICT have agreed in writing to the terms and conditions set forth in the separate AGREEMENT FOR ACQUISITION OF LICENSE FOR Aeries™ SOFTWARE.

The instant Sales Proposal shall expire at 5:00 p.m. (P.S.T.) on February 1, 2007 without further notice from EAGLE SOFTWARE unless EAGLE SOFTWARE has agreed in writing to extend the expiration

thereof or EAGLE SOFTWARE and DISTRICT have agreed in writing to the specific terms and conditions of an AGREEMENT FOR ACQUISITION OF LICENSE FOR Aeries™ SOFTWARE.

We have a policy of waiving California Sales Tax if our product and documentation are downloaded from our web site. California sales tax rules allow for this exemption. California Reg. § 1502 (f))1) (D). If you would like to use this option, it will reduce your quote by \$34,848.00.

Support Option: A discount of 50% of the cost of software support has been applied. It requires that the District use a district coordinator to contact Eagle Software for software support.

Training of Aeries users is available for \$1,100 per day plus expenses. (Full days at a lab within the District.) The number of training days and expenses proposed in this quote is an estimate. Training on Elementary Standards Based Grade Reporting and the Aeries Browser Interface may add to the number of training days required. Training and expenses will be invoiced based upon the actual number of training days and actual expenses that apply.

Installation of Aeries: The cost of installation is omitted in the total cost proposed. Eagle Software's Aeries SIS software is traditionally installed by the District's staff (over 350 California school districts and educational agencies to date). Factors such as number of computers per site, the District's continued desire to use Eagle Software's assistance after experiencing the ease of installation plus variables Eagle Software might encounter beyond our control, make it necessary to quote a daily rate for installation services (\$1,600.00 per day) plus travel expenses.

QTY	DESCRIPTION	UNIT PRICE	AMOUNT
To be determined based upon District needs.	Installation Services	\$1,600.00 per day per Eagle Software Representative required plus travel expenses.	To be determined based upon District needs.

Data Conversion: Any data conversion other than that identified in this proposal will be quoted for an additional fee. Data conversion services are performed in the Santa Ana office of Eagle Software and the data files are transmitted electronically between your district and Eagle Software.

Implementation/Project Management: The project management costs as follows:

QTY	DESCRIPTION	UNIT PRICE	AMOUNT
30 (thirty) Hours	Project Management	\$100.00 per hour per Eagle Software Representative required plus travel expenses (if required).	\$3,000.00

If the implementation assistance project management requirements exceeds thirty (30) hours, the District will be billed the hourly rate.

Eagle Software

1065 N. PacificCenter Dr. Suite 400
 Anaheim, CA 92806
 (888) 487-7555 (714)634-1567

Invoice

INVOICE NO: SUP-Mt.Diablo11.12
 DATE: April 1, 2011

To: Mt. Diablo Unified School District
 Attn: Jim Morrison
 1936 Carlotta Dr.
 Concord, CA 94519

Please make all checks payable to Eagle Software and include a copy of this invoice with your check. If you have any questions, please contact Lucille Stephenson (888-487-7555).

	Beginning Date	Ending Date	
	4/1/2011	3/31/2012	

Quantity	Description	Unit Price	Total Amount
29	AERIES Elementary School Maintenance & Support <i>Ayers, Bancroft, BelAir, Cambridge, Delta View, Eagle Peak Montessori, El Monte, Fair Oaks, Highland, Hidden Valley, Gregory Gardens, Meadow Homes, Monte Gardens, Mountain View, Mt. Diablo, Pleasant Hill, Rio Vista, Sequoia, Shore Acres, Silverwood, Strandwood, Sun Terrace, Valhalla, Valle Verde, Walnut Acres, Westwood, Woodside, Wren Avenue, Ygnacio Valley Elementary Schools</i>	\$550.00	\$15,950.00
9	AERIES Middle School Maintenance & Support <i>Diablo View, El Dorado, Foothill, Oak Grove, Pine Hollow, Pleasant Hill, Riverview, Sequoia, Valley View</i>	\$1,100.00	\$9,900.00
6	AERIES High School Maintenance & Support <i>Clayton Valley, College Park, Concord, Mt. Diablo, Northgate, Ygnacio</i>	\$1,100.00	\$6,600.00
9	AERIES Continuation/Atypical School Maintenance & Support <i>Crossroads High Continuation, Diablo Day Community, Gateway High Continuation, Horizons Alternative, Nueva Vista High Continuation, Olympic Continuation High, Prospect High Continuation, Summit High Continuation, Sunrise Special Education</i>	\$650.00	\$5,850.00
1	AERIES District Office Maintenance & Support <i>Mt. Diablo Unified School District</i>	\$5,500.00	\$5,500.00
1	AERIES.net	\$8,760.00	\$8,760.00
	<i>Aeries Yearly Maintenance Fee, including telephone support, updates and enhancements, with DISTRICT COORDINATOR Support</i>		
AERIES Student Software Maintenance & Support through 3/31/2012			\$52,560.00