

6.0 PRICE Part 1

PART 1

300584

6.0 PRICES – PART 1

These are the cost of items provided by The Lange Group and represents prices for services and actual cost. Please refer to Attachment H – Recommended Hardware, Software and Post Implementation Support by Task. Task to be performed are described in the section 3.0 – Project Approach Work Plan and Schedule.

HOURS BY TASK INCLUDING HOURLY RATES:

Task	Description	Lange Lead	Lange Pgmr	IBM PM	IBM Sys	IBM Appl	IBM Design	IBM Pgmr	IBM IT Spec
1	Implement a basic BOC network	65		30					235
2	BCIS Requirements Verification	120	130		30	20	30		
3	Replacement of Regular & Land Court	235	1052	12					142
4	Implementing Imaging Capability on the BOC	120	120	118	252	148	144	92	16
5	Implementing Imaging Capability to BCIS	160	180	26	20	12	92		
6	Enabling Remote Access to Text Data	20	40						45
7	Enabling Remote Access to Image Data	80	120	11	28				48
8	Enable Public Access to Text Data	102	320	28	30	8	16		140
9	Enable Public Access to Image Data	45	80	17	32	24	60	40	
10	Data Remediation	40	160						
11	GIS Requirements Study	20							
	<i>Total Hours</i>	1007	2202	242	392	212	342	132	626
	<i>Hourly Rate</i>	120.00	100.00	239.00	239.00	239.00	239.00	239.00	239.00

SERVICES COST SUMMARY BY COMPANY:

Company Name	Total Hrs	Total Labor	State GET	Subtotal	T&L Cost Est.	TOTAL
<i>The Lange Group</i>	3209	341,040	14,207	355,247		355,247
<i>IBM</i>	1946	465,094	19,376	484,470	35,000	519,470
<i>Boss Electric</i>		30,114	1,254	31,368		31,368
<i>GIS Specialist</i>		30,000	1,249	31,249		31,249
<i>Project Total Services</i>						937,335

CHANGES:

In general, cost was reduced by \$365,553. The services cost was reduced by the greatest amount \$306,547, which is attributed to the additional time spent in detailing project specifications and shifting personnel assignments. Also, time is being spent in this interim period, in product skill development and site setup. The balance of the cost reduction was the net effect of having a node in the consolidated SP server rather than an RS/6000 standalone unit, even though PC, Server and peripheral equipment was upgraded for a more robust overall system. The cost of the redundant node was increased because this 2nd node had to be exactly the same size as the primary node under the SP configuration. The optional node installation was moved from Task 3 to Task 7 to spread out spending and defer the higher cost of this non-essential part.

300585

6.0 PRICES – PART 1 CONTINUED

The following table shows by task the payment milestones for work performed. Payment is based on identifiable deliverables, with the final payment being made after contract completion. It provides for payment of "actual cost" items such as hardware and software, and a percentage of the labor cost, depending on the deliverable.

PAYMENT MILESTONES:

<i>Task</i>	<i>Amount</i>
<i>Task 1 – Implement a basic BOC Network</i>	
<i>Upon installation of all hardware</i>	Cost of Components as per Attachment H
<i>Upon completion of Task 1</i>	100% of task 1 services and actual cost incurred
<i>Task 2 – BCIS Requirements Verification</i>	
<i>Upon completion of Task 2</i>	100% of task 2 services and actual cost
<i>Task 3 – Replacement of the Regular & Land Court</i>	
<i>Upon installation of RS/6000</i>	Cost of Components as per Attachment H
<i>Upon Completion of Initial Testing in Prototype Region</i>	33% of task 3 services and actual cost incurred
<i>Upon Completion of Acceptance Testing by BOC</i>	33% of task 3 services and actual cost incurred
<i>Upon completion of Task 3</i>	33% of task 3 services and actual cost incurred
<i>Task 4 – Implementing Imaging Capability on BOC</i>	
<i>Upon installation of all Hardware</i>	Cost of Components as per Attachment H
<i>Upon Receipt and approval of System Specification</i>	25% of task 4 services and actual cost incurred
<i>Upon Installation of all Kofax and VisualInfo components</i>	25% of task 4 services and actual cost incurred
<i>Upon completion of Training</i>	25% of task 4 services and actual cost incurred
<i>Upon completion of task 4</i>	25% of task 4 services and actual cost incurred
<i>Task 5 – Implement Imaging Capability on BCIS</i>	
<i>Upon completion of Acceptance Test</i>	33% of task 5 services and actual cost incurred
<i>Upon completion of Training</i>	33% of task 5 services and actual cost incurred
<i>Upon completion of task 5</i>	33% of task 5 services and actual cost incurred
<i>Task 6 – Enable Remote Access to Text Data</i>	
<i>Upon installation of Hardware</i>	Cost of Components as per Attachment H
<i>Upon completion of task 6</i>	100% of task 6 services and actual cost incurred
<i>Task 7 – Enable Remote Access to Images</i>	
<i>Upon installation of all Hardware</i>	Cost of Components as per Attachment H
<i>Upon Receipt and approval of System Specifications</i>	33% of task 7 services and actual cost incurred
<i>Upon completion of Acceptance Test</i>	33% of task 7 services and actual cost incurred
<i>Upon completion of task 7</i>	33% of task 7 services and actual cost incurred
<i>Task 8 – Enable Public Access to Text Data</i>	
<i>Upon installation of all Hardware</i>	Cost of Components as per Attachment H
<i>Upon Receipt and approval of System Specifications</i>	50% of task 8 services and actual cost incurred
<i>Upon completion of task 8</i>	50% of task 8 services and actual cost incurred
<i>Task 9 – Enable Public Access to Images</i>	
<i>Upon Receipt and approval of System Specifications</i>	25% of task 9 services and actual cost incurred
<i>Upon completion of Acceptance Test</i>	25% of task 9 services and actual cost incurred
<i>Upon completion of Training</i>	25% of task 9 services and actual cost incurred
<i>Upon completion of Task 9</i>	25% of task 9 services and actual cost incurred
<i>Task 10 – Data Remediation</i>	
<i>Upon completion of task 10</i>	100% of task 10 services and actual cost incurred
<i>Task 11 – GIS Requirements Study</i>	
<i>Upon completion of task 11</i>	100% of task 11 services and actual cost incurred

300586

6.0 PRICES – PART 1

These are the cost of items provided by The Lange Group and represents prices for services and actual cost. Please refer to Attachment H – Recommended Hardware, Software and Post Implementation Support by Task. Task to be performed are described in the section 3.0 – Project Approach Work Plan and Schedule.

HOURS BY TASK INCLUDING HOURLY RATES:

Task	Description	Lange Lead	Lange Pgrmr	IBM PM	IBM Sys	IBM Appl	IBM Design	IBM Pgrmr	IBM IT Spec
1	Implement a basic BOC network	65		30					235
2	BCIS Requirements Verification	120	130		30	20	30		
3	Replacement of Regular & Land Court	235	1052	12					142
4	Implementing Imaging Capability on the BOC	120	120	118	252	148	144	92	16
5	Implementing Imaging Capability to BCIS	160	180	26	20	12	92		
6	Enabling Remote Access to Text Data	20	40						45
7	Enabling Remote Access to Image Data	80	120	11	28				48
8	Enable Public Access to Text Data	102	320	28	30	8	16		140
9	Enable Public Access to Image Data	45	80	17	32	24	60	40	
10	Data Remediation	40	160						
11	GIS Requirements Study	20							
	<i>Total Hours</i>	1007	2202	242	392	212	342	132	626
	<i>Hourly Rate</i>	120.00	100.00	239.00	239.00	239.00	239.00	239.00	239.00

SERVICES COST SUMMARY BY COMPANY:

Company Name	Total Hrs	Total Labor	State GET	Subtotal	T&L Cost Est.	TOTAL
<i>The Lange Group</i>	3209	341,040	14,207	355,247		355,247
<i>IBM</i>	1946	465,094	19,376	484,470	35,000	519,470
<i>Boss Electric</i>		30,114	1,254	31,368		31,368
<i>GIS Specialist</i>		30,000	1,249	31,249		31,249
<i>Project Total Services</i>						937,335

CHANGES:

In general, cost was reduced by \$365,553. The services cost was reduced by the greatest amount \$306,547, which is attributed to the additional time spent in detailing project specifications and shifting personnel assignments. Also, time is being spent in this interim period, in product skill development and site setup. The balance of the cost reduction was the net effect of having a node in the consolidated SP server rather than an RS/6000 standalone unit, even though PC, Server and peripheral equipment was upgraded for a more robust overall system. The cost of the redundant node was increased because this 2nd node had to be exactly the same size as the primary node under the SP configuration. The optional node installation was moved from Task 3 to Task 7 to spread out spending and defer the higher cost of this non-essential part.

300587

6.0 PRICES – PART 1 CONTINUED

PAYMENT TERMS AND CONDITIONS:

Payment is due upon receipt of the invoice. Section 103-10 HRS, provides that the State shall have thirty (30) calendar days from receipt of invoice or satisfactory delivery of goods or performances of services to make payment. Upon delinquency, interest will be due in accordance with statute.

POST IMPLEMENTATION SUPPORT:

The Lange Group Total Support Service annual maintenance of Lange authored programs includes error correction changes, consulting etc., at the reduced SOH hourly rate, fixed for the first year, with the option to renew one additional year. Also listed is the annual Appx Software Subscription Service which provides for software updates.

The Lange Group Annual Support Service (annual)	\$15,000
Appx Software Subscription Service (annual)	\$ 7,680 (optional)

All software developed by The Lange Group under this proposal is included in the annual maintenance. Support is offered during normal business hours, 8:00 am to 4:30 pm Monday through Friday, except holidays. The following is the average response times that you will normally experience. Our usual response time is well within it.

1. There is a two hour response time for severe problems
2. There is a four hour response time for degraded level problems
3. There is a 24 hour response time for less severe problems

Please add State General Excise Tax at the rate of 4.166%

300588

6.0 PRICES – PART 1 CONTINUED

This is the Summary of total cost for items provided by The Lange Group, and represents prices for Services, Actual cost, Recommended Hardware, Software by Task, and Post Implementation Support by Year. Tasks to be performed are described in the section 3.0 – Project Approach Work Plan and Schedule. Prices include Shipping and Handling and Hawaii State Tax 4.166%.

TOTAL COST SUMMARY:

Phase	Task	Description	Labor Services Lange & IBM	Other Services	Travel & Living Estimate	Subtotal Services	Required H/W & S/W	Optional Node	Grand Total	Cumulative Total
1	1	Implement a Basic BOC Network	74,098.48	31,368.55		105,467.03	135,315.18		240,782.21	240,782.21
	2	BCIS Requirements Verification	48,458.02			48,458.02			48,458.02	289,240.24
	3	Replacement of RS and LCATS	177,296.78			177,296.78	190,171.04		367,467.82	656,708.06
		Phase 1 Totals	299,853.29	31,368.55		331,221.84	325,486.22		656,708.06	
2	4	Implementing Imaging Capability at BOC	219,196.51		15,000.00	234,196.51	251,048.26		485,244.77	1,141,952.83
	5	Implement Imaging Capability on BCIS	76,093.26		5,000.00	81,093.26			81,093.26	1,223,046.10
		Phase 2 Totals	295,289.78		20,000.00	315,289.78	251,048.26		566,338.04	
3	6	Enable Remote Access to Text Data	17,869.68			17,869.68	59,524.24		77,393.92	1,300,440.01
	7	Enable Remote Access to Images	42,167.44		5,000.00	47,167.44		97,461.46	144,628.90	1,445,068.91
		Phase 3 Totals	60,037.12		5,000.00	65,037.12	59,524.24	97,461.46	222,022.82	
4	8	Enable Public Access to Text Data	101,351.43		5,000.00	106,351.43	33,121.12		139,472.55	1,584,541.47
	9	Enable Public Access to Images	57,027.76		5,000.00	62,027.76			62,027.76	1,646,569.23
		Phase 4 Totals	158,379.19		10,000.00	168,379.19	33,121.12		201,500.31	
5	10	Data Remediation	21,666.53			21,666.53			21,666.53	1,668,235.75
		Phase 5 Totals	21,666.53			21,666.53			21,666.53	
6	11	GIS Requirements Study	2,499.98	31,249.80		33,749.78			33,749.78	1,701,985.54
		Phase 6 Totals	2,499.98	31,249.80		33,749.78			33,749.78	
		Total Acquisition Cost	837,725.89	62,618.35	35,000.00	935,344.24	669,179.84	97,461.46	1,701,985.54	
Year	1	Post Implementation Support 1 st Year	15,624.90			15,624.90	53,952.99		69,577.89	1,771,563.43
Year	2	Post Implementation Support 2 nd Year	15,624.90			15,624.90	61,616.09	7,187.52	84,428.51	1,855,991.94
Year	3	Post Implementation Support 3 rd Year	15,624.90			15,624.90	90,933.78	7,187.52	113,746.20	1,969,738.14
		Grand Total Acquisition & Post Implementation Support by the end of 3 Years	884,600.59	62,618.35	35,000.00	982,218.94	875,682.70	111,836.50	1,969,738.14	

6.0 PRICES – PART 1 CONTINUED

The following table shows by task the payment milestones for work performed. Payment is based on identifiable deliverables, with the final payment being made after contract completion. It provides for payment of "actual cost" items such as hardware and software, and a percentage of the labor cost, depending on the deliverable.

PAYMENT MILESTONES:

<i>Task</i>	<i>Amount</i>
<i>Task 1 – Implement a basic BOC Network</i>	
<i>Upon installation of all hardware</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon completion of Task 1</i>	<i>100% of task 1 services and actual cost incurred</i>
<i>Task 2 – BCIS Requirements Verification</i>	
<i>Upon completion of Task 2</i>	<i>100% of task 2 services and actual cost</i>
<i>Task 3 – Replacement of the Regular & Land Court</i>	
<i>Upon installation of RS/6000</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon Completion of Initial Testing in Prototype Region</i>	<i>33% of task 3 services and actual cost incurred</i>
<i>Upon Completion of Acceptance Testing by BOC</i>	<i>33% of task 3 services and actual cost incurred</i>
<i>Upon completion of Task 3</i>	<i>33% of task 3 services and actual cost incurred</i>
<i>Task 4 – Implementing Imaging Capability on BOC</i>	
<i>Upon installation of all Hardware</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon Receipt and approval of System Specification</i>	<i>25% of task 4 services and actual cost incurred</i>
<i>Upon Installation of all Kofax and VisualInfo components</i>	<i>25% of task 4 services and actual cost incurred</i>
<i>Upon completion of Training</i>	<i>25% of task 4 services and actual cost incurred</i>
<i>Upon completion of task 4</i>	<i>25% of task 4 services and actual cost incurred</i>
<i>Task 5 – Implement Imaging Capability on BCIS</i>	
<i>Upon completion of Acceptance Test</i>	<i>33% of task 5 services and actual cost incurred</i>
<i>Upon completion of Training</i>	<i>33% of task 5 services and actual cost incurred</i>
<i>Upon completion of task 5</i>	<i>33% of task 5 services and actual cost incurred</i>
<i>Task 6 – Enable Remote Access to Text Data</i>	
<i>Upon installation of Hardware</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon completion of task 6</i>	<i>100% of task 6 services and actual cost incurred</i>
<i>Task 7 – Enable Remote Access to Images</i>	
<i>Upon installation of all Hardware</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon Receipt and approval of System Specifications</i>	<i>33% of task 7 services and actual cost incurred</i>
<i>Upon completion of Acceptance Test</i>	<i>33% of task 7 services and actual cost incurred</i>
<i>Upon completion of task 7</i>	<i>33% of task 7 services and actual cost incurred</i>
<i>Task 8 – Enable Public Access to Text Data</i>	
<i>Upon installation of all Hardware</i>	<i>Cost of Components as per Attachment H</i>
<i>Upon Receipt and approval of System Specifications</i>	<i>50% of task 8 services and actual cost incurred</i>
<i>Upon completion of task 8</i>	<i>50% of task 8 services and actual cost incurred</i>
<i>Task 9 – Enable Public Access to Images</i>	
<i>Upon Receipt and approval of System Specifications</i>	<i>25% of task 9 services and actual cost incurred</i>
<i>Upon completion of Acceptance Test</i>	<i>25% of task 9 services and actual cost incurred</i>
<i>Upon completion of Training</i>	<i>25% of task 9 services and actual cost incurred</i>
<i>Upon completion of Task 9</i>	<i>25% of task 9 services and actual cost incurred</i>
<i>Task 10 – Data Remediation</i>	
<i>Upon completion of task 10</i>	<i>100% of task 10 services and actual cost incurred</i>
<i>Task 11 – GIS Requirements Study</i>	
<i>Upon completion of task 11</i>	<i>100% of task 11 services and actual cost incurred</i>

6.0 PRICES – PART 1 CONTINUED

PAYMENT TERMS AND CONDITIONS:

Payment is due upon receipt of the invoice. Section 103-10 HRS, provides that the State shall have thirty (30) calendar days from receipt of invoice or satisfactory delivery of goods or performances of services to make payment. Upon delinquency, interest will be due in accordance with statute.

POST IMPLEMENTATION SUPPORT:

The Lange Group Total Support Service annual maintenance of Lange authored programs includes error correction changes, consulting etc., at the reduced SOH hourly rate, fixed for the first year, with the option to renew one additional year. Also listed is the annual Appx Software Subscription Service which provides for software updates.

The Lange Group Annual Support Service (annual)	\$15,000
Appx Software Subscription Service (annual)	\$ 7,680 (optional)

All software developed by The Lange Group under this proposal is included in the annual maintenance. Support is offered during normal business hours, 8:00 am to 4:30 pm Monday through Friday, except holidays. The following is the average response times that you will normally experience. Our usual response time is well within it.

1. There is a two hour response time for severe problems
2. There is a four hour response time for degraded level problems
3. There is a 24 hour response time for less severe problems

Please add State General Excise Tax at the rate of 4.166%

300591

6.0 PRICES – PART 1 CONTINUED

This is the Summary of total cost for items provided by The Lange Group, and represents prices for Services, Actual cost, Recommended Hardware, Software by Task, and Post Implementation Support by Year. Tasks to be performed are described in the section 3.0 – Project Approach Work Plan and Schedule. Prices include Shipping and Handling and Hawaii State Tax 4.166%.

TOTAL COST SUMMARY:

Phase	Task	Description	Labor Services Lange & IBM	Other Services	Travel & Living Estimate	Subtotal Services	Required H/W & S/W	Optional Node	Grand Total	Cumulative Total
1	1	Implement a Basic BOC Network	74,098.48	31,368.55		105,467.03	135,315.18		240,782.21	240,782.21
	2	BCIS Requirements Verification	48,458.02			48,458.02			48,458.02	289,240.24
	3	Replacement of RS and LCATS	177,296.78			177,296.78	190,171.94		367,468.72	656,708.06
		Phase 1 Totals	299,853.29	31,368.55		331,221.84	325,486.22		656,708.06	
2	4	Implementing Imaging Capability at BOC	219,196.51		15,000.00	234,196.51	251,048.26		485,244.77	1,141,952.83
	5	Implement Imaging Capability on BCIS	76,093.26		5,000.00	81,093.26			81,093.26	1,223,046.09
		Phase 2 Totals	295,289.78		20,000.00	315,289.78	251,048.26		566,338.04	
3	6	Enable Remote Access to Text Data	17,869.68			17,869.68	59,524.24		77,393.92	1,300,440.01
	7	Enable Remote Access to Images	42,167.44		5,000.00	47,167.44		97,461.46	144,628.90	1,445,068.91
		Phase 3 Totals	60,037.12		5,000.00	65,037.12	59,524.24	97,461.46	222,022.82	
4	8	Enable Public Access to Text Data	101,351.43		5,000.00	106,351.43	33,121.12		139,472.55	1,584,541.47
	9	Enable Public Access to Images	57,027.76		5,000.00	62,027.76			62,027.76	1,646,569.23
		Phase 4 Totals	158,379.19		10,000.00	168,379.19	33,121.12		201,500.31	
5	10	Data Remediation	21,666.53			21,666.53			21,666.53	1,668,235.75
		Phase 5 Totals	21,666.53			21,666.53			21,666.53	
6	11	GIS Requirements Study	2,499.98	31,249.80		33,749.78			33,749.78	1,701,985.54
		Phase 6 Totals	2,499.98	31,249.80		33,749.78			33,749.78	
		Total Acquisition Cost	837,725.89	62,618.35	35,000.00	935,344.24	669,179.84	97,461.46	1,701,985.54	
Year	1	Post Implementation Support 1 st Year	15,624.90			15,624.90	53,952.99		69,577.89	1,771,563.43
Year	2	Post Implementation Support 2 nd Year	15,624.90			15,624.90	61,616.09	7,187.52	84,428.51	1,855,991.94
Year	3	Post Implementation Support 3 rd Year	15,624.90			15,624.90	90,933.78	7,187.52	113,746.20	1,969,738.14
		Grand Total Acquisition & Post Implementation Support by the end of 3 Years	884,600.59	62,618.35	35,000.00	982,218.94	875,682.70	111,836.50	1,969,738.14	

300592

6.2 PRICE Part 2

PART 2

**Offeror is not proposing a
price for this part**

300593