

BENJAMIN J. CAYETANO
GOVERNOR



RAYMOND H. SATO
COMPTROLLER

MARY PATRICIA WATERHOUSE
DEPUTY COMPTROLLER

STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES

P.O. BOX 119
HONOLULU, HAWAII 96810-0119

September 9, 1999

Mr. James Harper
PFA, Inc.
9980 Glenoaks Boulevard, Suite F
Sun Valley, CA 91352-1024

Dear Mr. Harper:

SUBJECT: Notification of Top Three Listed Proposers – Part 2
ICS-FY-99-52
Services to Develop and Implement a Replacement Land Court and Regular
Automated Tracking System for the State of Hawaii

This notice is being sent to you because a previously priority listed offeror has withdrawn. As a result, your proposal has been selected for further discussion. Please contact Mr. Carl Watanabe, Bureau of Conveyances (BOC) Acting Registrar, to schedule a meeting to present and discuss your proposal before September 24, 1999 with the Proposal Evaluation Committee (PEC) at the BOC in Honolulu, Hawaii.

Please plan to have at least your project manager in attendance to present your proposal and clarify any questions posed by members of the PEC.

We have also attached for your information and reference Addendum 7 issued on August 26, 1999, and Addendum 8 issued September 9, 1999.

If you have any questions, please call Mr. Watanabe at (808) 587-0120.

Sincerely,

Lester M. Nakamura, Administrator
Information and Communication
Services Division

Attachments

FILE: G:\PPMO_BIDS\RFPPROD\ICS99-52\RFPL002A1PFA

300875

BENJAMIN J. CAYETANO
GOVERNOR



RAYMOND H. SATO
COMPTROLLER

MARY PATRICIA WATERHOUSE
DEPUTY COMPTROLLER

STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES

P.O. BOX 119
HONOLULU, HAWAII 96810-0119

September 9, 1999

Mr. Noe Santamarina, President
The Main Line Corporation
1150 S. U.S. Highway One, Suite 102
Jupiter, FL 33477

Dear Mr. Santamarina:

SUBJECT: Notification of Top Three Listed Proposers – Part 1
ICS-FY-99-52
Services to Develop and Implement a Replacement Land Court and Regular
Automated Tracking System for the State of Hawaii

This notice is being sent to you because a previously priority listed offeror has withdrawn. As a result, your proposal has been selected for further discussion. Please contact Mr. Carl Watanabe, Bureau of Conveyances (BOC) Acting Registrar, to schedule a meeting to present and discuss your proposal before September 24, 1999 with the Proposal Evaluation Committee (PEC) at the BOC in Honolulu, Hawaii.

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If you have any questions, please call Mr. Watanabe at (808) 587-0120.

Sincerely,

Lester M. Nakamura, Administrator
Information and Communication
Services Division

Attachments

FILE: G:\PPMO_BIDS\IRFPPROD\ICS99-52\RFPL002A1MLC

300876

BENJAMIN J. CAYETANO
GOVERNOR



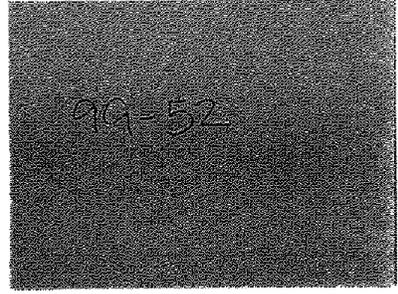
RAYMOND H. SATO
COMPTROLLER

MARY PATRICIA WATERHOUSE
DEPUTY COMPTROLLER

STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES
P.O. BOX 119
HONOLULU, HAWAII 96810-0119
TRANSMITTAL FORM

hm

August 9, 1999



TO: The Honorable Earl I. Anzai, Attorney General
Department of the Attorney General

ATTN: Ms. Diane Erickson, Deputy Attorney General
Administration Division

FROM: Lester M. Nakamura, Administrator *Lester Nakamura*
Information and Communication Services Division

SUBJECT: Protest Letter from American Cadastre Inc. Regarding Top Three Priority
Vendor Selection for the Bureau of Conveyances Request for Proposals

ORIGINAL(S)	DATE	DESCRIPTION
1	08/06/99	Protest Letter from American Cadastre Inc.
2	08/06/99	Letters to AMCAD Regarding Selection

TRANSMITTED FOR:

- | | | | |
|-------------------------------------|---------------------|--------------------------|------------------|
| <input checked="" type="checkbox"/> | Review and Comments | <input type="checkbox"/> | Your information |
| <input type="checkbox"/> | Approval as to Form | <input type="checkbox"/> | per your request |
| <input type="checkbox"/> | See remarks below | | |

Please call Barbara Tom at ext. 6-1920 if you have any questions

Attachments

REMARKS:

We need to know what the exact protest procedure is (vendor asked), and need your comments and a suggested reply to the attached protest letter, AMCAD to DAGS/BOC.

300877

AMCAD

August 6, 1999

Mr. Carl Watanabe
State of Hawaii
Department of Accounting
And General Services
PO Box 119
Honolulu, Hawaii 96810-0119

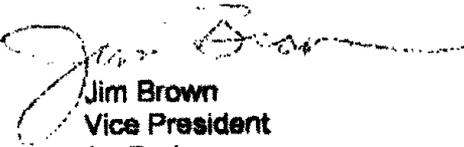
American Cadastre, Inc.
Land Information Systems

370-R Naff Avenue
Harrisonburg, Virginia, U.S.A. 22801
Tel: (540) 434-6275
Fax: (540) 434-3143
Internet: www.amcad.com

Dear Mr. Watanabe:

We have received your letter regarding AmCad's elimination from the evaluation for Part 1 and Part 2 of RFP # ICS-FY-99-52 and we must say that we are not pleased with this action. We are formally protesting the evaluation and elimination. Our solution when evaluated fully has consistently beaten our competitors in all the recent bids where we have competed. Our solution was also uniquely qualified for Hawaii since we are one of the only vendors to have experience with the Deed Recording applications and Land Court applications. We feel if your evaluation team had a chance to review our application in a demonstration and presentation we would convince you of our superior capabilities. We are asking your team to reevaluate your decision and reconsider AmCad. If this is not done we would like a formal de-briefing on why we were not selected as a top finalist. Please let us know the formal procedures to conduct our protest.

Sincerely,



Jim Brown
Vice President
AmCad

300878

BENJAMIN J. CAYETANO
GOVERNOR



RAYMOND H. SATO
COMPTROLLER

MARY PATRICIA WATERHOUSE
DEPUTY COMPTROLLER

STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES
P.O. BOX 119
HONOLULU, HAWAII 96810-0119

August 6, 1999

Mr. James A. Brown, Vice President
American Cadastre, Inc.
411 Shipwrighter Way
Lansdale, PA 19446

Dear Mr. Brown:

SUBJECT: Notification of Top Three Listed Proposers – Part 1
ICS-FY-99-52
Services to Develop and Implement a Replacement Land Court and Regular
Automated Tracking System for the State of Hawaii

Your proposal has been reviewed and evaluated by the Proposal Evaluation Committee (PEC) for the subject RFP. We regret to inform you that your company's proposal was not selected and is eliminated from consideration at this time.

If you have any questions on this matter, please call Mr. Carl Watanabe at (808)587-0120.

Sincerely,

A handwritten signature in black ink, appearing to read "Lester M. Nakamura".

Lester M. Nakamura, Administrator
Information and Communication
Services Division

BENJAMIN J. CAYETANO
GOVERNOR



RAYMOND H. SATO
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STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES
P.O. BOX 119
HONOLULU, HAWAII 96810-0119

August 6, 1999

Mr. James A. Brown, Vice President
American Cadastre, Inc.
411 Shipwrighter Way
Lansdale, PA 19446

Dear Mr. Brown:

SUBJECT: Notification of Top Three Listed Proposers – Part 2
ICS-FY-99-52
Services to Develop and Implement a Replacement Land Court and Regular
Automated Tracking System for the State of Hawaii

Your proposal has been reviewed and evaluated by the Proposal Evaluation Committee (PEC) for the subject RFP. We regret to inform you that your company's proposal was not selected and is eliminated from consideration at this time.

If you have any questions on this matter, please call Mr. Carl Watanabe at (808)587-0120.

Sincerely,

Lester M. Nakamura, Administrator
Information and Communication
Services Division

300880

Barbara L Tom
08/06/99 04:17 PM

To: CARL T WATANABE@STATEHIUS
cc: Lester M Nakamura/DAGS/StateHiUS@StateHiUS, Wayne T Sasaki/DAGS/StateHiUS@StateHiUS, Barbara L Tom/DAGS/StateHiUS@StateHiUS

Subject: Re: PRC Update

Carl,

We need to move on with discussions and demos from top three despite protest but may not be allowed to award according to Doris at SPO. I called Diane Erickson for advice and confirmation of the protest procedure but she has not gotten back to me yet. Doris thinks vendor has 10 days after we reply to the letter of protest (deny likely) to request reconsideration (of Lloyd) or can go to DCCA within 5 days (? she is not sure). We can request (in writing) award permission from Lloyd if we can show a contract is essential despite ongoing protest. The protest could get to court and AG has to defend us but court takes a long time. I guess we have to wait for Diane to review letter before we know the exact procedure. I received a fax of the letter which I will forward to Diane right away. bt

300881

From: CARL T WATANABE on 08/06/99 03:49 PM

To: Wayne T Sasaki/DAGS/StateHiUS

cc: Barbara L Tom/DAGS/StateHiUS

Subject: PRC Update

8/6/99

Wayne Sasaki
Barbara Tom
Sam Yip
Kinau Alber
Susan Okamoto
Mason Young

Greetings..... Just got a call from Jim Brown (AmCad). Upset that they were not selected. Wanted to know protest procedures for Hawaii. Advised him to address his concerns to us and we will take it up. He will be sending me something in writing.

First Hawaii Title called and requested August 16 to do presentation. Time has been set for 10:00 in the morning.

Happy days are ahead.....

Carl

300882

June 28, 1999

To: Diane Erickson

From: Barbara Tom, ICSD PPMO

Subject: Bureau of Conveyances RFP, Current Dilemma, Legal Advice/Comment Requested

As you may be aware, the ICSD issued an RFP for the Bureau of Conveyances (BOC) for a second time. The first RFP was canceled prior to selection of contractor due to short funding and high bids for a solution.

The second RFP was restructured to provide for award of Phase 1 (Tasks 1-6 Part 1), Phase 2 (Tasks 7-11 Part 1), and Part 2 (task 12 which could be bid separately or by the bidder of Part 1). We have received proposals: five (5) for Part 1 and six (6) for Part 2.

The problem is that, for Part 1, only two proposals are in budget for Phase 1; others (three) are over budget. In addition, the BOC prefers a solution that mimics LCATS (present Wang system) so that staff is minimally impacted and only one proposal will keep LCATS screens etc. with enhancements and new hardware (Lange but over budget); others are for software packages which may or may not look like LCATS.

We need your advice, especially legal comment, as to how to proceed. The next step in the process is to select the top three priority listed offerors which we put off until next month (from due last Friday) to buy time to decide what to do. The BOC received copy of interim budget instructions which cut even more \$ from their budget and provides that contracts cannot be done until October (not in line with planned schedule) so the schedule change kills two birds.

Ideally we contract with one who is in budget with the stipulation that contractor work with Lange Group (the proposal that is over budget but will modify LCATS) on software solution. I suspect such an action is not in line with the RFP specs and may be illegal even though it is probably the best answer for BOC. The other question is how to select top three when only two are in budget and cost/price is only one of criteria? Can we use budget as the basis for selection of top three and award? Can we cancel the RFP again and try for sole source so we can contract with the vendor ideal for BOC?

300883

HELP! It would be good if you could sit in the next PEC meeting to discuss and decide what to do. The meeting has not been scheduled yet so I would like to know when you may be available.

I drafted an addendum intending to allow award by tasks rather than defined Phases for Part 1 but it may not help. What do you need to review in advance? I will copy for you.

I would appreciate a reply as soon as possible. I know you are very busy but really need your advice on this so we proceed legally.

*** TRANSMISSION REPORT ***

JUN-28-99 16:07

ID:0085861922

DAGS ICSD ADMIN

JOB NUMBER 858
INFORMATION CODE OK
TELEPHONE NUMBER 61372
NAME (ID NUMBER) 0085861372
START TIME JUN-28-99 16:06
PAGES TRANSMITTED 002 TRANSMISSION MODE EMMR
RESOLUTION STD REDIALING TIMES 00
SECURITY OFF MAILBOX OFF
MACHINE ENGAGED 00'38

THIS TRANSMISSION IS COMPLETED.

LAST SUCCESSFUL PAGE 002

June 28, 1999

To: Diane Erickson
From: Barbara Tom, ICSD PPMO
Subject: Bureau of Conveyances RFP, Current Dilemma, Legal Advice/Comment Requested

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300885

BID RECEIPT

Requests for Proposal

DATE: Aug 5, 1999

RECEIVED

Aug 5 11 30 AM '99

RECEIVED
DACS
ICS DIVISION

FROM: First Hawaii Title Corp.

for RFP NO. ICS-FY-99 - 052.

T I M E S T A M P

By Mania S. Sugar

300886

BID RECEIPT
Requests for Proposal

DATE: 6-7-99, 1999

RECEIVED FROM: First Hawaiian Title Corp - Clarific A
for RFP NO. ICS-FY-99-52.

TIME STAMP

NOV 10 1999
ICS DIVISION

JUN 7 3 31 PM '99

01A-1162

By hach-a

300887

RFP ICS-FY-99-052 PROPOSAL EVALUATION SUMMARY

Date/Time In	Bidder Name/Address/Contact	Proposal Opening				Organizational Review Checklist									Reference Chec			Prelliminary Contents Review					
		#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#20	#21	#22	#23	#24	#25	#26	#27	#28	
5/28/1999 9:52AM 6/4/99 unofficial 6/9/99 3:00 PM	The Lange Group - Primary PART 1 ONLY 1100 Ward Avenue, Suite 1050 Honolulu, HI 96814 Ms. Nani Lindsey Phone: (808)545-1822 Fax: (808)599-5264 IBM Corporation - Sub 1240 Ala Moana Blvd. Honolulu, HI 96814 Mr. Steven M. Mizokawa Phone: (808)597-9290 Fax: (808)597-9579 Boss Electric - Sub 46-178 Kahuhipa St. Kaneohe, HI 96744 Glen Boss, VP Phone: (808)247-1411 Fax: (808)235-3625	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
5/26/99 11:00AM 6/8/99 12:24 PM (fax) 6/10/99 1:00 PM (box)	Data Tree - Primary PARTS 1 & 2 550 West "C" Street, Suite 2040 San Diego, CA 92101 Mr. Neil Pieramico Phone: (800)789-7244 ext 135 Fax: (619)231-3301	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y

300888

RFP ICS-FY-99-052 PROPOSAL EVALUATION SUMMARY

Date/Time In	Bidder Name/Address/Contact	Proposal Opening				Organizational Review Checklist								Reference Chec			Preliminary Contents Review							
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	Teghnology Integration Group - Sub 680 Ala Moana Blvd. Honolulu, HI 96813 Mr. Robert Young, Branch Manager Phone: (808)524-6652 Fax: (808)536-2845																							
5/27/99 1:39 PM	PFA, Inc. Primary Part 2 Only 9980 Glenoaks Blvd, Suite F Sun Valley, CA 91352-1024	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		
6/8/99 4:00 PM (fax)	Mr. James Harper Phone: (818)504-1998 Fax: (818)504-2011 HDEP International Sub 1314 South King St., Suite 950 Honolulu, HI 96814-2004 Virendra Nath, President Phone: (808)591-2600 Fax: (808)591-2900																							
5/28/1999 8:54AM (fa 5/28/99 5:00 PM (box)	The Main Line Corporation PARTS 1 & 2 1150 S. U.S. Highway One, Suite 102 Jupiter, FLA 33477	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		
6/8/99 8:54 AM	Mr. Noe Santamarina, President Phone: (561)747-7163 Fax: (561)747-0354																							

Note: Fax on time; delivery/all copies followed

300889

RFP ICS-FY-99-052 PROPOSAL EVALUATION SUMMARY

Date/Time In	Bidder Name/Address/Contact	Proposal Opening				Organizational Review Checklist								Reference Chec			Preliminary Contents Review							
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5/28/1999 9:45AM	American Cadastre, Inc (AMCAD) Primary PART Land Information Systems 376-R Neff Avenue Harrisburg, VA 22801	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		
6/8/99 4:00 PM (fax) (partial clarification)	Mr. James A. Brown, Vice President 411 Shipwrighter Way Lansdale, PA 19446 Phone: (215)361-7332 (Direct) or: (540)434-6275 (Corporate) Fax: (215)361-7340					Y	Y	Y	Y	Y	Y	Y												
6/10/99 3:00 PM (fax)	Document Technology Systems, Ltd. Sub 846 N. Clevelant Massillon Rd. Akron, OH 44333					Y	Y	Y	Y	Y	Y	Y												
	Patrick J. Kelly, President Phone: (330)665-1880 Fax: (330)666-0745																							
	Unisys Corporation Sub 711 Kapiolani Blvd. Honolulu, HI 96813																							
	Mr. Charles Yoshioka Phone: (808)591-7007 Fax: (808)591-7050																							
	Micrographic Imaging Services Sub 4068 Mother Lode Drive, Suite D Shingle Springs, CA 95682																							

300890

RFP ICS-FY-99-052 PROPOSAL EVALUATION SUMMARY

Date/Time In	Bidder Name/Address/Contact	Proposal Openin ing				Organizational Review Checklist								Reference Chec			Preliminary Contents Review							
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5/27/99 2:28PM	Dana Amacher, Director of Marketing Phone: (530)677-2701 Fax: (530)672-8060																							
NO Clarification Req	Title Guaranty of Hawaii, Inc. Primary PART 2 235 Queen Street P.O. Box 3084 (Zip = 96802) Honolulu, HI 96813	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		
	Michael A. Pietsch, President & CEO Telephone: (808)521-0259 Fax: (808)532-3141																							
	J.W. Loo and Associates Sub P.O. Box 22205 Honolulu, HI 96823																							
	Mr. Jeffery W. Loo, Principle Phone: (808)528-7176 Fax: (808)523-8543																							
5/27/99 11:46 AM	First Hawaii Title Corporation Primary PARTS 1 201 Merchant Street, Suite 2000 Honolulu, HI 96813	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y								
6/8/99 8:00 AM	REQ Clarif bt Wayne																							
	Mr. Charles Kaneshiro, President Phone: (808)521-3411 Fax: (808)538-0761																							
	Conquest Softworks Sub 434 Turner Drive, Suite 5 Durango, CO 81301																							

Note: Copies labeled 1 of 8

300891

RFP ICS-FY-99-052 PROPOSAL EVALUATION SUMMARY

Date/Time In	Bidder Name/Address/Contact	Proposal Opening				Organizational Review Checklist								Reference Check			Preliminary Contents Review							
		#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#20	#21	#22	#23	#24	#25	#26	#27	#28		
	Mr. William Birdsall Phone: (970)247-3308 Fax: (970)247-1772 Data Services, Inc (DSI) Sub 6424 E. Tanque Verde Rd., Suite D Tucson, Arizona 85715 Mr. Martin Thomas, President Phone: (520)298-5590 Fax: (520) ?																							

300892