

Award of Contract for Development of Virtual Job Center Web Site

A Request for Proposals (RFP) was used to solicit proposals from area vendors. A RFP is a competitive process, similar to a "Sealed Bid" process but, whereas under a sealed bid selection is based on the lowest cost bid, an RFP allows vendor qualifications and experience to be factors used for selection.

Clifton Gunderson Technology Solutions submitted a proposal for \$73,440.00 and Yahara Software submitted a proposal for \$69,250.00.

A team comprised of Dr. Robert Borremans, Executive Director, Ms. Annette Meudt, Director of Finance, and Mr. Michael Schultz, Information Systems Specialist, reviewed the two proposals and rated each based on the criteria listed in RFP.

The Reviewers rated both proposals and unanimously recommend awarding the contract for the Development of the Virtual Job Center Web Site to Clifton Gunderson Technology Solutions based on the following:

- **Knowledge of Project Scope.** Clifton Gunderson displayed a better understanding of the scope of the project, which was demonstrated by references to the key project focal points.
- **Potential for on-time release.** Clifton Gunderson presented a time estimate with approximately 32% few hours, which the selection team felt would provide a better opportunity to deliver the project on-time and possibly have an earlier release date.
- **Knowledge of existing framework.** Clifton Gunderson has an extensive understanding of SWWDB infrastructure, allowing for easier integration with existing systems and limiting the number of potential delays due to unforeseen technical issues.
- **Scope of Services.** Clifton Gunderson is a large firm and has a wide array of resources and technology consulting professionals available.
- **Credentials.** Clifton Gunderson has achieved the highest level of the Microsoft Partnership Program. This is achieved through continual training and testing given by Microsoft. The program is designed to provide assurance to customers using vendors who deliver Microsoft-based solutions such as the Virtual Job Center.
- **Company History.** Clifton Gunderson has over 40 years of consulting experience and the Madison office is backed by a nation-wide organization. This provides assurance that they will be in business to support the product for many years to come.