



**To:** Matt Morgan  
Assistant Superintendent of Support Services

**From:** Severin Castro  
Director of Purchasing

**Date:** April 6, 2018

**Re:** Online Childcare Registration and Management Software  
Annual Contract #18-03-9115RFP

The following bids were received and opened at 3:00 p.m., Wednesday, February 7, 2018 as advertised and specified in documents concerning **Annual Contract #18-03-9115RFP Online Childcare Registration and Management Software**. The bids received are located on pages 2-3.

**Recommendation:** GTSOft, Inc.

**Funding:** Community Programs

**Estimated Expenditure:** \$60,000.00

**Contract Term:** April 17, 2018 - April 16, 2019

**Renewal:** 2 Years

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### 18-03-9115RFP Online Childcare Registration and Management Software

6.0 Evaluation – The District may award a contract for any or all sections of this bid. Bids shall be held open during evaluation for ninety (90) days from the time of opening until recommendations are presented to the school board. The minimum specifications listed for the item are intended to illustrate to the vendor the type of equipment for the item that the District plans to use. The District reserves the right to waive certain specifications if it is in the best interest of the District. In evaluating qualified bids, the following considerations will be taken into account for award recommendations:

- 6.1 the purchase price; (30%)
- 6.2 the reputation of the vendor and of the vendor's goods or services; (20%)
- 6.3 the quality of the vendor's goods or services; (20%)
- 6.4 the extent to which the goods or services meet the needs of the District; (10%)
- 6.5 the vendor's past relationship with the District; (10%)
- 6.6 the long-term cost to the District to acquire the vendor's goods or services; (10%)
- 6.7 for a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state; (0%)
- 6.8 any other relevant factor specifically listed in the request for bid or proposal (0%).

#### TEAM SCORE SUMMARY

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Average Score	Ranking*
GTSOFT, Inc.	74.00	75.00	73.80	71.00	73.80	73.52	1
Kinderlime, Inc.	21.72	60.32	34.12	41.72	61.52	43.88	4
Ledger Software, LLC	22.31	55.11	40.71	39.31	52.51	41.99	5
Orgamation Technologies, Inc.	67.60	73.00	57.40	72.00	63.80	66.76	2
Personalized Software	64.24	58.04	51.24	51.24	56.24	56.20	3

\*Ranking based on first year

**18-03-9115RFP Online Childcare Registration and Management Software**

**Note: Calculation is based on 80 sites and 10,000 students**

**First Year Cost**

Service Descriptions	GTSOft, Inc.	Kinderlime, Inc.	Ledger Software, LLC	Orgamation Technologies, Inc. <sup>1</sup>	Personalized Software <sup>2</sup>
Initial Cost	\$0.00	\$51,700.00	\$0.00	\$0.00	\$103,200.00
Annual	\$60,000.00	\$111,600.00	\$151,620.00	\$42,000.00	\$33,152.00
<b>Total =</b>	<b>\$60,000.00</b>	<b>\$163,300.00</b>	<b>\$151,620.00</b>	<b>\$42,000.00</b>	<b>\$136,352.00</b>

**Three-Year Cost**

Service Descriptions	GTSOft, Inc.	Kinderlime, Inc.	Ledger Software, LLC	Orgamation Technologies, Inc. <sup>1</sup>	Personalized Software <sup>2</sup>
Annual Three Year Cost	\$180,000.00	\$386,500.00	\$454,860.00	\$114,000.00	\$169,504.00
<b>Total =</b>	<b>\$180,000.00</b>	<b>\$386,500.00</b>	<b>\$454,860.00</b>	<b>\$114,000.00</b>	<b>\$169,504.00</b>

**First Year Cost Ranking**

Company	Price Calculation	Ranking
GTSOft, Inc.	21.00	2
Kinderlime, Inc.	7.72	5
Ledger Software, LLC	8.31	4
Orgamation Technologies, Inc.	30.00	1
Personalized Software	9.24	3

Pricing Calculation = (lowest proposed price/proposer's price) x weight of 30%

**Three-Year Cost Ranking**

Company	Price Calculation	Ranking
GTSOft, Inc.	19.00	3
Kinderlime, Inc.	8.85	4
Ledger Software, LLC	7.52	5
Orgamation Technologies, Inc.	30.00	1
Personalized Software	20.18	2

Pricing Calculation = (lowest proposed price/proposer's price) x weight of 30%

1. Orgamation Technologies, Inc.: Year 1 cost is \$4.20 per child; Year 2 is \$3.60 per child; Year 3 is \$3.60 per child.  $(10,000 \times \$4.20) + (10,000 \times \$3.60) + (10,000 \times \$3.60) = \$114,000$  for 3-year
2. Personalized Software: Initial cost is calculated using 80 sites at \$1,290 = \$103,200.00. 3-year cost is initial cost + (2 x annual cost) =  $(\$103,200 + (\$33,152 \times 2)) = \$169,504$