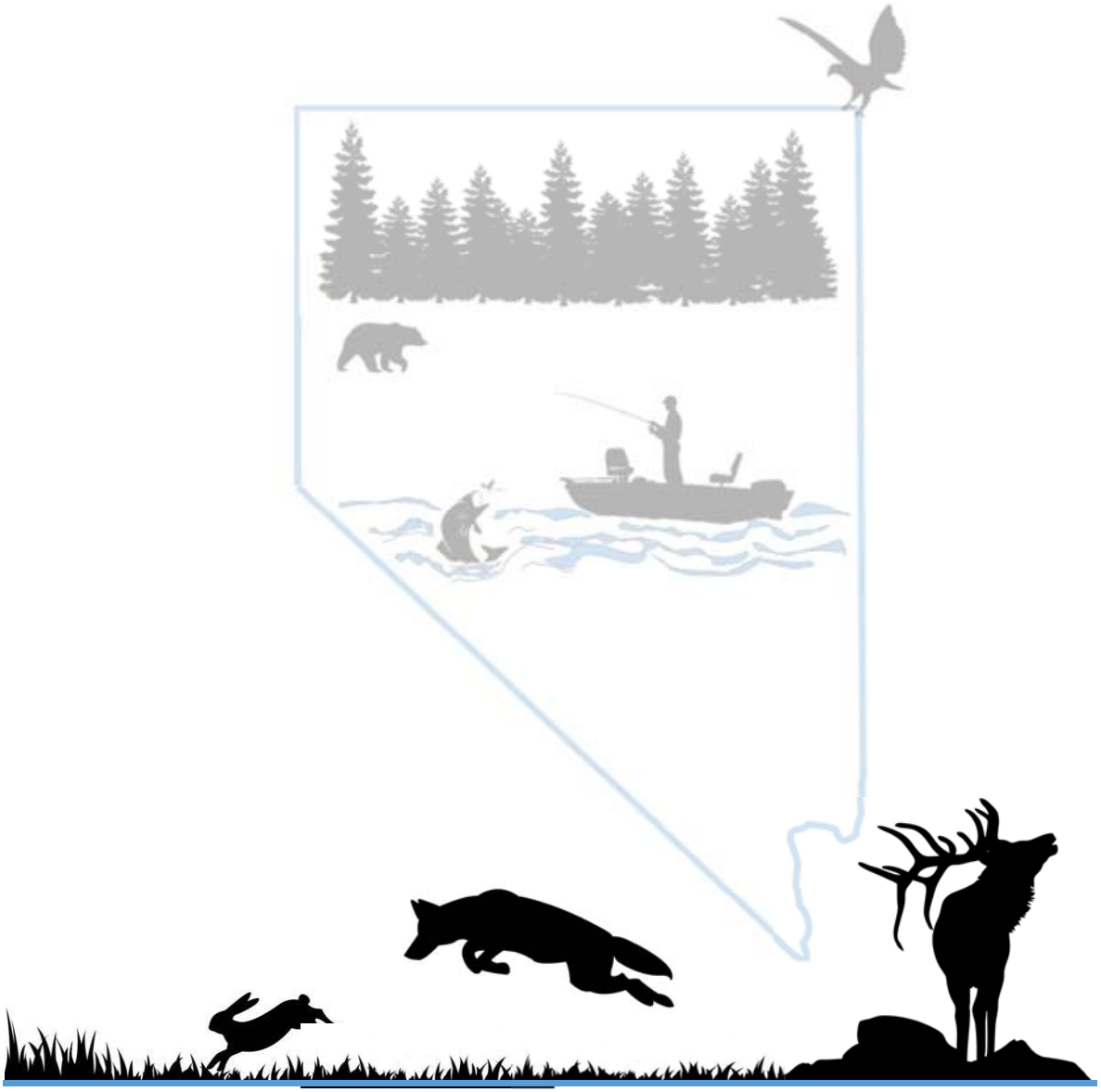
Nevada Department of Wildlife Business Support System

Part II Cost Proposal – RFP 3432

Opening Date: May 31, 2017	Opening Time: 2:00 PM



Systems Consultants – Wildlife Administrative Services

185 North Maine Street - Fallon, Nevada 89406

Systems Consultants

May 16, 2017

Teri Becker, Purchasing Officer
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Dear Ms Becker:

Systems Consultants (SCI), a sole proprietorship and equal opportunity employer based in Fallon, Nevada, is pleased to submit this cost proposal to the State of Nevada Department of Fish and Game in response to the Nevada Department of Wildlife Business Support System—RFP 3432. Systems Consultants will not use any subcontractors in the performance of this RFP should we be awarded a contract.

Systems Consultants has provided a multitude of wildlife administrative services to state wildlife agencies for over two decades. Specifically, having held the only contract with the Nevada Department of Wildlife (NDOW) for 25 years, we have had the unique opportunity to learn and grow with the department throughout the years. No doubt, we share NDOW's progressive vision for its customers and constituents, and we look forward to replacing and combining the AHS and NWDS systems to create an intuitive, consistent, and modern customer/administrative user experience.

Because SCI is the incumbent and the developer of both NWDS and AHS the majority of the transition and data migration requirements required of this RFP will be eliminated should Systems Consultants be awarded the contract. With that being said, we are the only company capable of implementing a truly seamless transition from the current platform to the new one.

Operating from our state-of-the-art call center in Fallon our workforce works only hunting, fishing, and boating areas, so they are accustomed to working with sportsmen, and they have a very good grounding in the hunting arena. Our supervisory force is very experienced and very skilled at handling special circumstance calls and situations relating to the needs of the Nevada Department of Wildlife. In addition to our call-center operators and managers, we provide a well-trained and experienced staff of programmers, a modern communications and information technology infrastructure, and extensive corporate expertise in the hunting arena to the Nevada Department of Wildlife and its customer base for 25 years.

If we are the successful bidder, Systems Consultants agrees to the incorporation of our proposal, as amended by negotiations if applicable, into the resulting contract.

PO Box 2040, Fallon, NV 89407-2040 775.423.1345 FAX 775.423.0381

To the best of our knowledge, our proposal meets all terms and conditions specified in the RFP and attachments. We take no exceptions to the RFP and attachments or the State of Nevada Standard Contract Terms and Conditions, Computer Software Terms and Conditions therein.

Systems Consultants has received the documents in the original RFP posting dated 05/01/2017 and Amendment 1 dated 05/15/2017, a signed copy of which has been included in the State Documents, Part I, Section IV.

Mr. Monty C. Martin, Director
Systems Consultants
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We at Systems Consultants look forward to a continued and enhanced relationship with the Nevada Department of Wildlife on this important undertaking.

Thank you.

Monty C. Martin
Director of Wildlife Administrative Services

Systems Consultants has proposed the following pricing by year. We propose an application fee considerably lower than NDOW is paying under the current contract. We had identified a per License and per Vessel Transaction of $1.00. This will cover incremental costs associated with all sales and fulfillment costs that SCI is currently covering for the portion of these sales it makes under agent ID 292000 and 1920000.

Systems Consultants Pricing							
Year	**Application fee**	**License Fee**	**Vessel Transaction Fee**	**Server Licensing purchased by NDOW per 2.6.3**	**NWDS II Enhancements**	**Hardware**	**Annual Maintenance Fee**
Contract Year 1	$4.50	$1.00	$1.00	$142,560	$165,608.74	$125,814.33	$480,000.00
Contract Year 2	$4.64	$1.00	$1.00	$0	$165,608.74	$125,814.33	$494,400.00
Contract Year 3	$4.77	$1.00	$1.00	$0	$165,608.74	$125,814.33	$509,232.00
Contract Year 4	$4.92	$1.00	$1.00	$0	$165,608.74	$-	$524,508.96
Contract Year 5	$5.06	$1.00	$1.00	$0	$165,608.74	$-	$540,244.23
Contract Year 6	$5.22	$1.00	$1.00	$0	$165,608.74	$-	$556,451.56

We've taken the above costs for Year 1 of the contract and applied them to the 2016 values provided by NDOW in Attachment I of the RFP, so NDOW can evaluate what it would have paid under this schema in 2016 had we been under the proposed pricing.

Production cost based on 2016 values provided in Attachment I of RFP (Less enhancements, hardware and server licensing)			
	2016 values from Attachment I Cost Schedule	**Systems Consultants Fee**	**Total Fee**
Applications	215,795	$4.50	$971,077.50
Licenses	136,895	$1.00	$136,895.00
Vessel Transactions	69,148	$1.00	$69,148.00
Year 1 Annual Maintenance (12 Months X $40,000)			$480,000.00
Total Production cost based on 2016 values from Attachment I			$1,657,120.50

The following is the cost of an additional POS License Station beyond the number identified, i.e., if an agent opted to have more than one that will be provided under the contract and wanted to have 2 instead. The price below is the cost of an additional POS License Station including the device, two screens, keyboard, mouse, and bar code scanner.

Cost of additional POS licenses stations
$2,102.43

If change orders or regulatory changes are required, we have identified a blended rate below based upon a nominal Programming hour. I.e., we have identified 2 hours of QA effort for every programming hour, .1 of an hour of management time for every programming hour, and .2 of an hour of Training and Documentation development time for every programming hour. The blended rate for all of these correlated hours is $173.50 per hour. Individual components of the time can be purchased at the rates quoted below.

Hourly rates for change orders/regulatory changes are based on the following blended rates:			
Staff	**Hours**	**Rate**	**Total**
Programming	1	$100.00	$100.00
QA Rate	2	$25.00	$50.00
Management	0.1	$175.00	$17.50
Training and Documentation	0.2	$30.00	$6.00
Hourly rate for change orders/regulatory changes:			$173.50

These are the rates for each staff classification identified on the project. These rates below were used to come up with the composite rate that would result from a typical programming hour with typical attendant QA, Management and Training, and Documentation hours.

Fixed hourly rate for each staff classification identified on the project.	
Programming	$100.00
QA Rate	$25.00
Management	$175.00
Training and Documentation	$30.00
Operator	$13.00
Supervisor	$40.00