

Cost Proposal (Fully Managed Solution)



Response to Request for Proposals No. CDC16-067
RFP for Public Housing & Section 8 Programs' Administration Software Solution

Submitted July 5, 2016



Yardi Systems, Inc.
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1. Cost Proposal (Confidential)

On the following pages, we provide the completed cost sheet for a fully managed solution from the RFP. Unless stated otherwise, all pricing is valid for 270 days from the RFP due date. We do not include the cost sheet for an on-premises solution because we do not propose this deployment model for HACoLA. We also include pricing in our format for further clarity following the form from the RFP. Please see [Section 1.1 Yardi Pricing Format](#) for applicable pricing terms. We request that HACoLA treat this information as confidential under the Public Records Act as permitted under paragraph 1.14 of the RFP.

COST SHEET FOR FULLY MANAGED SOLUTION

In Section 1, the Proposer shall provide costs for Public Housing and Section 8 Programs’ Administration Software services as described in Appendix B, Statement of Work. The Housing Authority has developed a Total Cost of Ownership (TCO) calculator tool which uses all the fees/costs presented in the cost proposal as well as the level of effort and other information provided by the Proposer in the Compliance Matrix Form (*Appendix C – Required Forms*) and combine them with estimated internal costs for Housing Authority staff to modify and integrate internally built systems with the proposed Solution. The TCO will be applied to all cost proposals. The maximum number of possible points will be awarded to the lowest TCO. All other cost proposals will be compared to the lowest TCO and lesser points will be awarded proportionately. In addition, the Proposer shall provide costs for annual maintenance services as noted in Section 2 and for Consulting Services as noted in Section 3.

SECTION I				
Line	Description	Cost	Tax	Total Cost
1	Proposer HACoLA Implementation of Modules/Functionalities of Systems Integration for the General Functionality, Requirements and Tasks and Deliverables, as specified in Appendix B, SOW, Section 3			
2	3rd Party Implementation of Modules/Functionalities of Systems Integration for the General Functionality, Requirements and Tasks and Deliverables, as specified in Appendix B, SOW, Section 3			
4	Proposer License Fee , as specified in Appendix B, SOW, Section 2.7			
5	3rd Party License Fee* , as specified in Appendix B, SOW, Section 4.11			
6	Proposer Data Conversion/Migration , as specified in Appendix B, SOW, Section 3			
7	3rd Party Data Conversion/Migration , as specified in Appendix B, SOW, Section 3			
8	Training and Training Materials , as specified in Appendix B, SOW, Section 2 and 3			
9	Travel and Related Expenses , as specified in Appendix B, SOW, Section 4.3			
10		Subtotal for Section 1		

*Subcontract and Third Party Software Acknowledgement Form must also be completed and be included as part of the requirements from Appendix C, Required Forms.¹

SECTION 2

In Section 2, if the contract is extended in one-year increments, for a total of four (4) additional years at the sole discretion of the Housing Authority, the following is the Contractor's provided yearly maintenance, technical support and software license fee cost.

	Line Description	Cost	Tax	Total Cost
11	Annual Maintenance (Year 2)			
12	Annual Maintenance (Year 3)			
13	Annual Maintenance (Year 4) An applicable increase based on the published Consumer Price Index (CPI) is to be determined. We show the applicable fee without the CPI increase.			
14	Annual Maintenance (Year 5) Please see our notes in Line 13 regarding CPI increases.			
15	Subtotal for Section 2			
16	GRAND TOTAL OF SECTION 1 AND SECTION 2			

In Section 3, the Proposer shall provide hourly rates for Consulting Services based on the descriptions below or other descriptions provided by the Proposer, as specified in Appendix B, SOW, Section 3.8.10, Task 10 – Post-Implementation Services.


SECTION 3

Line	Description	On-Premise Cost Hourly Rate
1	Consulting Services: Project Manager	
2	Consulting Services: Developer	
3	Consulting Services: Project Director	
4	Consulting Services: Consultant/Trainer	
5	Additional Technical Support	

Proposer further acknowledges that if any false, misleading, incomplete, or deceptively unresponsive statements in connection with this proposal are made, the proposal may be rejected. The evaluation and determination in this area shall be at the Executive Director's sole judgment and his/her judgment shall be final.

Proposer's Name: Yardi Systems, Inc.
 Address: 430 South Fairview Avenue, Santa Barbara, California 93117
 E-mail address: Jeff.Bischoff@yardi.com
 Telephone number: (800) 866-1144 ext. 1636

On behalf of Yardi Systems, Inc. (Proposer's name), I, Arnold Brier (Name of Proposer's authorized representative), certify that the information contained in this Proposer's Questionnaire/Affidavit is true and correct to the best of my information and belief.



 Signature

 Vice President

 Title

 June 30, 2016

 Date

77-0049051

 IRS Employer Identification No.
 C1315897

 CA License No. (If applicable)

¹ This is not applicable. Yardi is not proposing any subcontractors or third-party software for HACoLA.

1.1. Yardi Pricing Format

[Redacted]

- [Redacted]

- [Redacted]

- [Redacted]

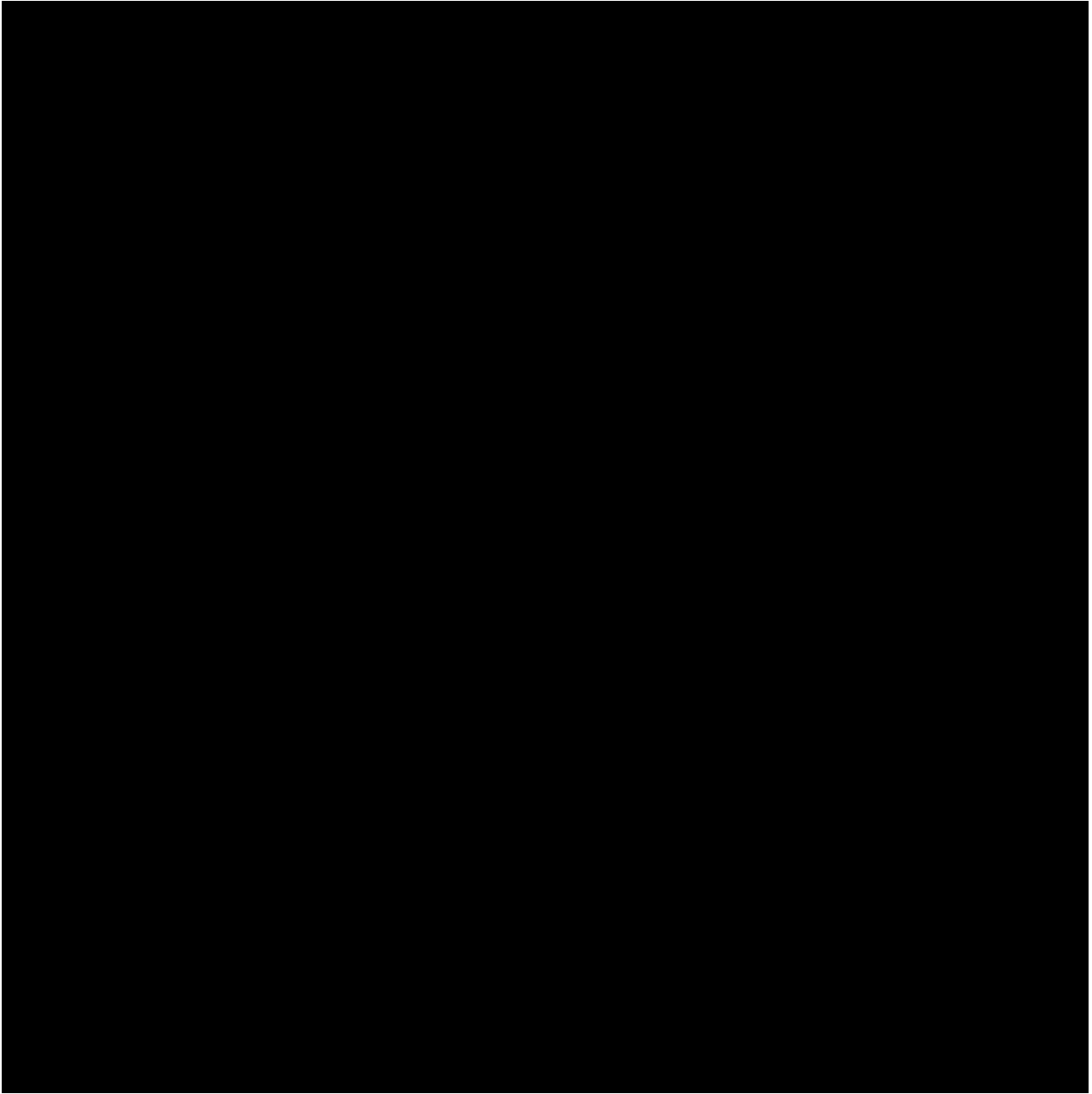
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1.2. Certification of Independent Cost Determination & Acknowledgement of RFP Restrictions

The undersigned deposes and says: That s/he is an officer of the firm of [Yardi Systems, Inc.](#), the party making the foregoing proposal or bid, that such proposal or bid is genuine and not collusive or sham; that said bidder has not colluded, conspired, connived or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person, to fix the bid price of affiant or of any other bidder, or to fix any overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against the Housing Authority, or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

Yardi acknowledges the restrictions identified in the RFP. Please see our attached business proposal for the completed and signed forms requested in the RFP.

Signature of: _____



Name: [Arnold Brier](#)

Title: [Vice President](#)

Date: [June 30, 2016](#)