


### ERP Scoring - Phase 3


Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
Qualifications	10	2.0	Low Score	High Score				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	4		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5		
Total Points					10	9	0	0
Functionality	40		Low Score	High Score				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	40	35		
Total Points					40	35	0	0
Training, Support & Technical Documentation	15		Low Score	High Score				
Training		1.25 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
Total Points					15	14	0	0
Installation/ Configuration/ Set-up/ Implementation	15		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	5		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	5		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
Total Points					15	14	0	0
Cost	20		Low Score	High Score				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	8	20		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product				
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product				
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product				
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product				
Total Points					0	0	0	0
TOTAL:	100				80	72	0	0

**Scoring:**

scores are based on total points available for each category  
if the vendor does not have input for a category, they are to be scored a 0 for that line item



Printed Name



Signature

4-11-16

Date

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4-11-16

### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	5		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5		
<b>Total Points</b>					<b>10</b>	<b>10</b>	<b>0</b>	<b>0</b>
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
<b>Total Points</b>					<b>5</b>	<b>5</b>	<b>0</b>	<b>0</b>
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	3	5		
<b>Total Points</b>					<b>13</b>	<b>15</b>	<b>0</b>	<b>0</b>
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	5		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	5		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
<b>Total Points</b>					<b>15</b>	<b>15</b>	<b>0</b>	<b>0</b>
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	4	4		
<b>Total Points</b>					<b>18</b>	<b>20</b>	<b>0</b>	<b>0</b>
<b>TOTAL:</b>	<b>100</b>				<b>61</b>	<b>65</b>	<b>0</b>	<b>0</b>

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

Gwendolyn Thornton Spencer

Printed Name

Gwendolyn Spencer

Signature

04.11.2016

Date



### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	3		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	4		
<b>Total Points</b>					10	7	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	38	20		
<b>Total Points</b>					38	20	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	4		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	4		
<b>Total Points</b>					15	13	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	4		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	4		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
<b>Total Points</b>					15	12	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	3	5		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	5	4		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	5	3		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	3	4		
<b>Total Points</b>					20	20	0	0
<b>TOTAL:</b>	<b>100</b>				98	73	0	0

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

Tennille Decoste

Printed Name



Signature

3/31/16

Date

4/11/16

### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	5	0	0
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	4	0	0
<b>Total Points</b>					10	9	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	ms 38	ms 34	0	0
<b>Total Points</b>					4	4	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	4	4	0	0
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4	0	0
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	4	0	0
<b>Total Points</b>					14	12	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	4	4	0	0
Implementation		2.8	Low Effectiveness	High Effectiveness	5	4	0	0
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	4	0	0
<b>Total Points</b>					13	12	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	3	4	0	0
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	4	3	0	0
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	4	3	0	0
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	4	3	0	0
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	3	4	0	0
<b>Total Points</b>					18	17	0	0
<b>TOTAL:</b>	<b>100</b>				59	54	0	0

**Scoring:**

scores are based on total points available for each category  
if the vendor not have input for a category, they are to be scored a 0 for that line item

MARK E STIVERS

Printed Name

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3/31/16

Date

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*[Signature]*



### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	5		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5		
<b>Total Points</b>					10	10	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	40	20		
<b>Total Points</b>					40	20	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	3		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	3		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	3		
<b>Total Points</b>					15	9	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	3		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	3		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	3		
<b>Total Points</b>					15	9	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	3	4		
<b>Total Points</b>					15	20	0	0
<b>TOTAL:</b>	<b>100</b>				95	68	0	0

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

Janet Meeks

Printed Name

Janet Meeks

Signature

4/11/16

Date

### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	4		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	4		
<b>Total Points</b>					10	8	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
<b>Total Points</b>					5	4	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	4		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support				
<b>Total Points</b>					10	8	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	4		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	4		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach				
<b>Total Points</b>					10	8	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	4	4		
<b>Total Points</b>					20	20	0	0
<b>TOTAL:</b>	<b>100</b>				55	48	0	0

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

Javaro A. Sims

Printed Name

Javaro A. Sims

Signature

3/30/16

Date



### ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	5	5		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5		
<b>Total Points</b>					10	10	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	40	35		
<b>Total Points</b>					40	35	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	3		
<b>Total Points</b>					15	13	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	4	3		
Implementation		2.8	Low Effectiveness	High Effectiveness	4	4		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4		
<b>Total Points</b>					13	11	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	2	5		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	5	3		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	5	3		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	5	3		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	2	5		
<b>Total Points</b>					19	19	0	0
<b>TOTAL:</b>	<b>100</b>				<b>97</b>	<b>88</b>	<b>0</b>	<b>0</b>

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

Kevin L Green

Printed Name

KEA

Signature

4/1/16

Date

ERP Scoring - Phase 3

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	<b>10</b>	<b>2.0</b>	<b>Low Score</b>	<b>High Score</b>				
Executive Summary		2.1	Low Understanding of RFP and solution not meeting the specific requirements	High Understanding of RFP and solution meeting the specific requirements	4	4		
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	6		
<b>Total Points</b>					9	10	0	0
<b>Functionality</b>	<b>40</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	29	26		
<b>Total Points</b>					29	26	0	0
<b>Training, Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
Technology Features		2.5 / 2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5		
<b>Total Points</b>					15	15	0	0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	4		
Implementation		2.8	Low Effectiveness	High Effectiveness	5	3		
Data Conversion		1.2.19 / 1.2.20	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5		
<b>Total Points</b>					15	12	0	0
<b>Cost</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Application software license fees (from RFP)			High Cost of Product	Low Cost of Product	3	4		
Modifications / Data Conversion costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Implementation, training and support services costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Project Management costs (from RFP)			High Cost of Product	Low Cost of Product	4	4		
Annual software maintenance costs for 5 years (from RFP)			High Cost of Product	Low Cost of Product	3	4		
<b>Total Points</b>					18	20	0	0
<b>TOTAL:</b>	<b>100</b>				<b>86</b>	<b>83</b>	<b>0</b>	<b>0</b>

**Scoring:**

scores are based on total points available for each category

if the vendor does not have input for a category, they are to be scored a 0 for that line item

GERARD SMITH

Printed Name



Signature

4-1-16

Date