

## Scoring Summary Sheet - Phase 2

Member Name	Phase 2 Total Score			
	New World	Quintel SAP	SunGard	Tyler Tech
Jeff Snyder	95	95	75	94
Gwen Spencer	100	100	72	95
Tennille Decoste	96	97	75	88
Mark Stivers	88	84	82	81
John Morgan	95	89	85	92
Janet Meeks	85	94	72	82
Javaro Sims	70	88	62	74
Kevin Green	80	96	44	76
Gerard Smith	100	85	59	58
<b>GRAND TOTAL</b>	810	828	626	740

## ERP Scoring - Phase 2

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	5	5	5
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5	5	5
Total Points					0	0	0	0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	25	27	20	27
Total Points					0	0	0	0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	15	15	15	15
Total Points					0	0	0	0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5	3	5
Solution Description		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	5	5
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5	2	5
Total Points					0	0	0	0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	5	3	5
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	5	5	0	5
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	5	5	3	5
Implementation		2.8	Low Effectiveness	High Effectiveness	5	5	4	5
Total Points					0	0	0	0
Data Conversion	10		Low Score	High Score				
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	10	8	10	7
Total Points					0	0	0	0
TOTAL:	100				95	95	75	94

### 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

Jeff Snyder  
Printed Name

JMS  
Signature

2-29-16  
Date



## ERP Scoring - Phase 2

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	5	5	5
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5	0	5
Total Points					10 0	10 0	5 0	10 0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	30	30	20	25
Total Points					0	0	0	0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	15	15	15	15
Total Points					0	0	0	0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5	3	5
Solution Description		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	3	5
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5	3	5
Total Points					15 0	15 0	9 0	15 0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	5	5	5
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	5	5	0	5
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	5	5	3	5
Implementation		2.8	Low Effectiveness	High Effectiveness	5	5	5	5
Total Points					20 0	20 0	13 0	20 0
Data Conversion	10		Low Score	High Score				
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				
Total Points					10 0	10 0	10 0	10 0
TOTAL:	100				100 0	100 0	72 0	95 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

Gwendolyn Thornton Spencer  
Printed Name

Gwendolyn Spencer  
Signature

02.29.2016  
Date

## ERP Scoring - Phase 2

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	8	5	4	8
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	2	5	3	2
Total Points					0	0	0	0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	26	25	12	28
Total Points					0	0	0	0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	15	15	13	15
Total Points					0	0	0	0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	10	12	10	10
Solution Description		2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	3	4	4
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	1	2	1	1
Total Points					0	0	0	0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	8	9	5	9
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	2	6	5	6
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	4	4	5	4
Implementation		2.8	Low Effectiveness	High Effectiveness	6	4	5	1
Total Points					0	0	0	0
Data Conversion	10		Low Score	High Score				
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	10	10	8	10
Total Points					0	0	0	0
TOTAL:	100				96	97	75	88

### 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 Decaste

Printed Name



Signature

2/29/16

Date



### ERP Scoring - Phase 2

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	4	4	4	4
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	4	4	3	4
Total Points					8 <sup>0</sup>	8 <sup>0</sup>	7 <sup>0</sup>	8 <sup>0</sup>
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	28	27	27	26
Total Points					28 <sup>0</sup>	27 <sup>0</sup>	27 <sup>0</sup>	26 <sup>0</sup>
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	13	12	13	13
Total Points					13 <sup>0</sup>	12 <sup>0</sup>	13 <sup>0</sup>	13 <sup>0</sup>
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	3	3	3
Solution Description		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	4	4
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5	4	4
Total Points					14 <sup>0</sup>	13 <sup>0</sup>	11 <sup>0</sup>	11 <sup>0</sup>
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	4	4	4	4
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	4	4	4	4
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	4	3	4	3
Implementation		2.8	Low Effectiveness	High Effectiveness	5	4	4	4
Total Points					17 <sup>0</sup>	15 <sup>0</sup>	16 <sup>0</sup>	15 <sup>0</sup>
Data Conversion	10		Low Score	High Score				
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	6	8	8	8
Total Points					8 <sup>0</sup>	8 <sup>0</sup>	8 <sup>0</sup>	8 <sup>0</sup>
TOTAL:	100				88 <sup>0</sup>	84 <sup>0</sup>	82 <sup>0</sup>	81 <sup>0</sup>


**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

MARK E STIVERS

Printed Name



Signature

2/29/16

Date

## ERP Scoring - Phase 2

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	5	5
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5	5	5
<b>Total Points</b>					10 0	10 0	10 0	10 0
<b>Functionality</b>	<b>30</b>		<b>Low Score</b>	<b>High Score</b>				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	25	20	20	20
<b>Total Points</b>					25 0	25 0	25 0	25 0
<b>Training</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	15	15	15	15
<b>Total Points</b>					15 0	15 0	15 0	15 0
<b>Support &amp; Technical Documentation</b>	<b>15</b>		<b>Low Score</b>	<b>High Score</b>				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	3	3	4
Solution Description		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	2	4
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	5	5	5
<b>Total Points</b>					15 0	11 0	10 0	13 0
<b>Installation/ Configuration/ Set-up/ Implementation</b>	<b>20</b>		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	4	3	5
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	5	4	2	5
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	5	5	5	4
Implementation		2.8	Low Effectiveness	High Effectiveness	5	5	5	5
<b>Total Points</b>					20 0	18 0	15 0	19 0
<b>Data Conversion</b>	<b>10</b>		<b>Low Score</b>	<b>High Score</b>				
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	10	10	10	10
<b>Total Points</b>					10 0	10 0	10 0	10 0
<b>TOTAL:</b>	<b>100</b>				95 0	89 0	85 0	92 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

JOHN MORGAN  
Printed Name

John Morgan  
Signature

2/29/2016  
Date

## ERP Scoring - Phase 2

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	4	4	5	4
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	4	4	4	4
Total Points					0	0	0	0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	23	25	10	20
Total Points					0	0	0	0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	15	15	15	15
Total Points					0	0	0	0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features	5	2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	5	5	5
Solution Description	5	2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	5	4	4
Service/Support	5	2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	4	5	4	4
Total Points					0	0	0	0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan	5	1.2.1	Limited Direction	Clear Direction	4	5	3	4
Proven Success / Proven Team	5	1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	4	4	5	4
Match to Business Model	5	1.2.4	Low Effectiveness	High Effectiveness	4	4	4	4
Implementation	5	2.8	Low Effectiveness	High Effectiveness	4	4	3	4
Total Points					0	0	0	0
Data Conversion	10		Low Score	High Score				
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	10	10	10	10
Total Points					85	94	72	82
TOTAL:	100				0	0	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

2/29/16

Date

### ERP Scoring - Phase 2

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	4	5	3	4
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	4	4	3	4
Total Points					8 0	9 0	6 0	8 0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	20	26	15	20
Total Points					0	0	0	0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	10	12	10	12
Total Points					10 0	12 0	10 0	12 0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	3	5	4	4
Solution Description		2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	3	4	3	4
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	3	5	3	4
Total Points					9 0	14 0	10 0	12 0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	4	5	4	4
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	4	4	2	3
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	4	5	3	3
Implementation		2.8	Low Effectiveness	High Effectiveness	4	5	4	4
Total Points					16 0	19 0	13 0	14 0
Data Conversion	10		Low Score	High Score				
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	8	8	8	8
Total Points					8 0	8 0	8 0	8 0
TOTAL:	100				71 0	88 0	62 0	74 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

Javarro Sims

Printed Name



Signature

2/24/16

Date



## ERP Scoring - Phase 2

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	4	4	3	3
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	4	5	2	4
Total Points					8 0	9 0	5 0	7 0
Functionality	30		Low Score	High Score				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	25	28	10	26
Total Points					25 0	28 0	10 0	26 0
Training	15		Low Score	High Score				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	12	14	10	12
Total Points					12 0	14 0	10 0	12 0
Support & Technical Documentation	15		Low Score	High Score				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	5	2	3
Solution Description		2.6	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	4	5	3	2
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	4	5	2	3
Total Points					12 0	15 0	7 0	8 0
Installation/ Configuration/ Set-up/ Implementation	20		Low Score	High Score				
Project Plan		1.2.1	Limited Direction	Clear Direction	4	5	2	3
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	4	5	0	4
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	3	5	1	4
Implementation		2.8	Low Effectiveness	High Effectiveness	4	5	1	4
Total Points					15 0	20 0	4 0	15 0
Data Conversion	10		Low Score	High Score				
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	8	10	8	8
Total Points					8 0	10 0	8 0	8 0
TOTAL:	100				80 0	96 0	44 0	76 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

Kevin Green

Printed Name

K. E. Green

Signature

2/29/16

Date

## ERP Scoring - Phase 2

Criteria	Points Available	Chapter	Scale		New World	Quintel SAP	SunGard	Tyler Tech
<b>Qualifications</b>	10	2.0	<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	4	4
Vendor Background & Qualifications		2.2	Lacks Background information	High Experience - very qualified	5	5	3	3
<b>Total Points</b>					0	0	0	0
					10	10	7	7
<b>Functionality</b>	30		<b>Low Score</b>	<b>High Score</b>				
Functionality (From Functional Requirements of RFP)		2.13	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	30	27	20	20
<b>Total Points</b>					0	0	0	0
					30	27	20	20
<b>Training</b>	15		<b>Low Score</b>	<b>High Score</b>				
Training		1.2.5 / 1.2.6	Lacks Adequate Service	High Ability to Provide Service/Support	15	12	8	8
<b>Total Points</b>					0	0	0	0
					15	12	8	8
<b>Support &amp; Technical Documentation</b>	15		<b>Low Score</b>	<b>High Score</b>				
Technology Features		2.5 - 2.5.2	Low Functionality Weak application that should not be considered	High Functionality Very strong application and fit with City of Delray Beach	5	4	3	3
Solution Description		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	3	3
Service/Support		2.8 / 2.9	Lacks Adequate Service	High Ability to Provide Service/Support	5	4	3	3
<b>Total Points</b>					0	0	0	0
					15	12	9	9
<b>Installation/ Configuration/ Set-up/ Implementation</b>	20		<b>Low Score</b>	<b>High Score</b>				
Project Plan		1.2.1	Limited Direction	Clear Direction	5	5	3	3
Proven Success / Proven Team		1.2.2 / 1.2.3	Low Effectiveness	High Effectiveness	5	4	3	3
Match to Business Model		1.2.4	Low Effectiveness	High Effectiveness	5	4	2	2
Implementation		2.8	Low Effectiveness	High Effectiveness	5	4	2	2
<b>Total Points</b>					0	0	0	0
					20	17	10	10
<b>Data Conversion</b>	10		<b>Low Score</b>	<b>High Score</b>				
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	10	7	5	4
<b>Total Points</b>					0	0	0	0
					10	7	5	4
<b>TOTAL:</b>	100				0	0	0	0

100 85 59 58

### 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 A. SMITH

Printed Name



Signature

2/29/16

Date