



# PA Turnpike Commission ERP Project

## Addendum No. 2

### Enterprise Resource Planning (ERP) System RFP #05-101-3279

#### Software Vendor Questions/Clarifications

Received Prior to the Mandatory October 20, 2005 Pre-Proposal Conference

All of the questions have been listed verbatim, as received by the Pennsylvania Turnpike Commission.

**Question No. 1:** I am working on the subject RFP. I would like to break out the functional/technical and cost worksheets so multiple individuals can work on those sections. The files are locked. Any assistance is greatly appreciated.

**Answer No. 1:** The Excel spreadsheets are indeed locked and they were specifically done so, by design, to ensure that no modifications would be done either to the specific wording within them or to the number and order of the requirements. In order to ensure the integrity and consistency of our RFP process and vendor proposal responses, we unfortunately cannot provide you with an "un-locked" version.

**Question No. 2:** Please clarify the PTC definition of "configuration" as referenced in the legend of valid RFP responses. What response should we use for the following example:

PTC wants specific location settings that would be require us to define the corresponding codes. There is no coding involved; all that is required is a simple table entry. Based on the response code requirements, should we respond "CO" or "FS"? Finally will "CO" responses be scored less than "FS"?

**Answer No. 2:** Please refer to Section III.1.13 Responses to Functional/Technical Requirements on page 58 of the RFP for clear definitions of all of the response codes including the difference between the "FS" and "CO" codes in regards to "configuration". The PTC will not discuss or elaborate on the specific criteria that it will use to evaluate software vendor responses to the Functional/Technical Requirements.

**Question No. 3: User Count Clarification -**

We need to know how many Users would have distinct log-on ID's. If we add-up the Users based on your existing applications, then we believe that some of those Users have access to multiple applications. We need to know how many distinct employees would be given a logon ID, even if they have access to multiple applications. Please do not double-count anyone. Also, please do not include those employees needing access only to employee-self applications.

**Answer No. 3:** One thousand (1,000).

**Question No. 4:** How should we present the cost information on the database when there are two options? For Microsoft SQL Server and for Oracle, we have different prices. If we list both on the cost worksheet, then we are counting both. Please provide guidance.

**Answer No. 4:** The PTC requests that each software provider put forward their optimal solution. Any optional or alternative product and pricing information should be submitted as an option and not included in the optimal solution pricing sheet. Software providers should include these options in the comments section associated with the pricing sheet.

**Question No. 5:** Does the PTC already have document scanning hardware in place? If so, which vendor? If not, is PTC looking for the ERP vendor to provide or partner that capability?

**Answer No. 5:** Yes, but on a limited basis. Fujitsu and Canon. No.

**Question No. 6:** What vendor provides their current SAN equipment?

**Answer No. 6:** Net Appliance.

**Question No. 7:** We see that PTC has extensive use of Adobe. Please clarify what kind of integration you want proposed with, for example, Adobe Forms.

**Answer No. 7:** The PTC requests that each software provider put forward their optimal solution. As identified in Part I, PRIDE Project Background, Section 1.1 Introduction, on page 3 of the RFP, "the PTC is seeking to identify teams (i.e., a combined proposal that delivers both base ERP software along with best-of-breed components) whose products, with zero customizations can most fully meet the multi-faceted needs of the PTC as specified in this document and associated attachments". We encourage software vendors to express to us how they will provide the PTC with a "total enterprise solution" that has the best-fit capabilities for our organization and provides a proven, seamless and integrated system for our workforce.

**Question No. 8:** Will the Commission be replacing the Roadway Asset Management System (RAMS) as part of this procurement?

**Answer No. 8:** Yes.

**Question No. 9:** Will the Commission require a fuel & fluids system as part of the fleet management specifications?

**Answer No. 9:** No.

**Question No. 10:** What is the PTC's services requirement for this solicitation? Does the PTC require the prime vendor to provide the services or will a subcontractor be acceptable?

**Answer No. 10:** PTC services requirements for this solicitation is to have the prime software vendor provide services around software installation, project team training, integration services for any third-party products identified to meet total enterprise solution and any customizations that are identified to meet requirements. However, as stated in the RFP, it is the intent of the PTC to eliminate or minimize the need for software customizations. Sub-contractor usage is at the discretion of the prime contractor for the services identified above however the prime contractor will still be responsible for the performance of all sub-contractor services utilized.

**Question No. 11:** Will CIBER be responsible for implementation? If so, how should prime vendor propose services?

**Answer No. 11:** Yes. Please refer to answer to Question #10.

**Question No. 12:** Due to the significant volume of requirements to be addressed, will the PTC extend the due date for proposals to December 2, 2005?

**Answer No. 12:** No.

**Question No. 13:** Finance and Accounting; Revenue #47; "Provide the aalidate the customer number to ensure that it will not duplicate an existing number"

Can PTC please clarify this requirement? Should this requirement read: Provide the ability to validate the customer number to ensure that it will not duplicate an existing number?

**Answer No. 13:** Yes. Yes, that is correct as restated.

**Question No. 14:** Finance and Accounting; Revenue #61; “Provide the ability to automatically create an estimated receivable based upon non financial activity”.

Can PTC please provide an example for this requirement? What type of non-financial activity would generate an estimated receivable and how is the estimate determined?

**Answer No. 14:** The requirement should read “Provide the ability to automatically create an estimated receivable based upon non-PTC financial activity”. For example, service plazas are managed by third-party vendors. Based on agreements with these third-party vendors, the Commission receives a portion (stated as a percentage) of their revenue. The Commission estimates and books an accrual in receivables each month for the anticipated revenue generated by these third-party vendors.

**Question No. 15:** Finance and Accounting; Revenue #128; “Support requirement to perform edits of cash receipt input process-based upon classification structure coding”.

Can PTC please provide an example of this requirement for further clarification?

**Answer No. 15:** The PTC receives cash on a regular basis and enters the information into the accounts receivable system before posting to the general ledger. The PTC needs the ability to edit various fields (i.e., GL account, customer account, amount, etc.) related to the posting transaction prior to updating the general ledger.

**Question No. 16:** Finance and Accounting; Revenue #139; “Provide the ability to automatically write-off amounts related to non-revenue accounts”.

Can PTC please provide an example of this requirement for further clarification?

**Answer No. 16:** The PTC needs the ability to do a write-off and not generate an invoice for a class of customers as needed. An example is an emergency vehicle uses the turnpike where a receivables is posted and subsequently written-off without producing an invoice.

**Question No. 17:** Finance and Accounting; Revenue #158; “Provide the ability to accept an acknowledgment response from the collection agency as to the receipt of collection referrals and update the account status accordingly”.

Can PTC please explain how the acknowledgment response will be communicated from the collection agency?

**Answer No. 17:** The response from the collection agency should be electronic and in the same format as the original referral sent to the collection agency. Please see requirement - Finance and Accounting; Revenue #157.

**Question No. 18:** Finance and Accounting; Treasury Management #686; “Provide the ability to generate a list of”.

Can PTC please clarify this requirement? What needs to be generated in this list?

**Answer No. 18:** Please disregard this requirement in the Requirements Listing.

**Question No. 19:** Electronic Bidding System; #1715; “Provide the ability to create and maintain a list of planholders”.

Can PTC please clarify its definition of a "planholder"?

**Answer No. 19:** “A person or organization that has requested and received a plan/document for a specific PTC construction project.”

**Question No. 20:** Section I.4; page 7

Is PTC's integrated services vendor, CIBER, Inc or any of CIBER owned entities prohibited from responding to this RFP?

**Answer No. 20:** Yes.

**Question No. 21:** Section I.4; page 8; para.5, bullet 1

Clearly if PTS desires a custom free implementation then it is understood that PTC agrees to adopt the business processes and workflow patterns and options that are implicit in the application software design as may be adjusted by configuration activities. Is that what we are to understand that PTC means by BPR? If not what are we to understand about the scope of BPR?

**Answer No. 21:** PTC assumes that your reference to “BPR” means business process re-engineering. If this is correct, than your understanding of what we mean is correct. However, business process re-engineering services are not being requested of the software vendor. Any business process re-engineering services required will be provided by the integrator.

**Question No. 22:** Section II.1.6; page14; point 7

In the event of a new product release or version release , does the "owner" of the integration point have to test the interface and, it is assumed, notify PTC, even if PTC does not plan to implement the upgraded version of the ERP application or the third-party component?

**Answer No. 22:** Yes.

**Question No. 23:** Section II.1.9; page15; para.1

Is there any case under which PTC would entertain a proposal to permit approved vendor's team members to have remote access to the implementation environment? What about the post Go-Live, warranty period?

**Answer No. 23:** Yes, the PTC will entertain a proposal to permit approved vendor's team members to have remote access to the implementation environment. We would anticipate that any proposal would have minimal impact to the PTC in regards to security. The specifics would be negotiated and approved by the PTC at contract time. This would apply to the post Go-Live warranty period as well.

**Question No. 24:** Section II.1.10; page16

Does the requirement that the Vendor certify that personnel will not be removed from the project apply to only designated "key" personnel or to all personnel including say part time technicians? Who are the "project directors"? Who will approve requests? PTC personnel or CIBER, Inc. personnel?

**Answer No. 24:** The requirement applies to all personnel assigned to the project. The Project Directors are a combined group of individuals, from both the PTC and CIBER, responsible for ensuring that the ERP project operates within the defined project approach, objectives, scope and budget and that team resources are used efficiently and effectively. Requests will be approved by the Project Directors, as stated in the referenced section of the RFP.

**Question No. 25:** Section II.4.11; page 29

The part states that third-party partner participation will be limited to 25 percent of the total application software solution. Is the metric total price? If not please define the metric.

**Answer No. 25:** No. Please see Section III.1.3 Response to Minimum Requirements; minimum requirement #3 on page 44 of the RFP for a definition of the metric and Appendix B, of the RFP, for the listing of the functional requirements.

**Question No. 26:** Section II.4.23; page 33

Please clarify meaning of Certification Testing Period.

**Answer No. 26:** We believe that Section II.4.23; page 33 is clear as stated.

**Question No. 27:** Section III.1.16.3; page 61; paragraph 2

The paragraph states that the SWP will "...warrant the installation for a minimum of 3 years." In part III.1.13, page 58. Paragraph 4, it states that "... the warranty should be valid for the duration of the implementation process and for 24 months following final acceptance of all modules/suites/applications....". Part II.4.33 also put forth a 24 month warranty period. Please clarify the minimum warranty period required.

**Answer No. 27:** The PTC would like to have, at a minimum, a 24 month warranty starting from the time of "go-live" for each respective function.

**Question No. 28:** Section III.1.6.1; page 47; point 3

The point states that the proposal should include a statement as to whether the software provider's (SWP) contract will include a 3rd Party SWP product or whether PTC will contract directly with the 3rd Party SWP. In part II.1.6 it states that the "PTC will negotiate a separate contract with each software provider as required". Part II.1.23 also indicates contracts with the prime SWP and with "each" 3rd party SWP. Does the PTC have a preference for how contracts with 3rd Party SWP's are handled? If so is there criteria available? Please clarify.

**Answer No. 28:** PTC would prefer to minimize the number of required contracts with third party software providers. Where the prime software provider will warrant all aspects of the third party software provider products, we would encourage them to do so. When it becomes necessary to negotiate directly with third party software providers, PTC is willing to do so.

**Question No. 29:** Appendix C; page 103, 133

The network diagrams are not readable. Please provide readable (perhaps 11x17) copies of the network diagrams.

**Answer No. 29:** A stand-alone PDF document will be provided, via email to all pre-proposal conference participants, which will permit zoom and print capabilities of these diagrams.

**Question No. 30:** General.

While it is relatively clear that as software vendors we can provide price quotes on software licenses, license maintenance, installation of software and training assuming some scope. However there are other areas such as Data Migration, Workflow Configuration, etc. that cannot be reasonably estimated give the information contained in the RFP. What are your expectations for such areas that require in-depth analysis to determine scope, approach, plan and price?

**Answer No. 30:** "Other area" services such as Data Migration, Workflow Configuration, etc. are not being requested of the software vendor. These services will be performed by the PTC's integrator.

**Question No. 31:** For managing your pool of vehicles, we need to know how many vehicles and dispatchers you have today or will have once implemented.

**Answer No. 31:** The PTC has approximately 300 dump trucks, 160 cars and 640 other motorized vehicles. They also maintain around 300 non-motorized vehicles (i.e. trailers). Dispatching requirements are not being requested from the ERP solution.

**Question No. 32:** On pages 6 and 53 of the RFP there is reference to Roadway Pavement Management. In Appendix B, there are no detailed requirements. Please clarify if this needs to be described as part of the total solution. If this needs to be included, can you provide specific Roadway Pavement requirements?

**Answer No. 32:** We have no detailed business requirements for Roadway Pavement Management at this time. PTC expects to provide this functionality in a future phase of the project. We are interested in understanding your approach, strategies and capabilities to include Roadway Pavement Management into an overall enterprise ERP solution. Please describe, within Section III.1.6.1 “Total Solution Functionality”;page 47, how you have provided this functionality within your product offering or how you have partnered with third party providers to accomplish this functionality.

**Question No. 33:** What is the total procurement spend for the PTC?

**Answer No. 33:** Granularity of the question is unclear. Please refer to Section I.2 History and Background; pages 4 and 5 of the RFP for PTC financial information, as well as, our PTC internet website located at [www.paturnpike.com](http://www.paturnpike.com) where you will find additional financial information about the PTC such as our 10-Year Capital Plan.

**Question No. 34:** In Table 2 Application software volume information, there is ~100 as the number of registered vendors with the electronic bidding system. For further scoping, how many vendors can be considered ‘active’ with existing, open purchase orders, blanket orders, or contracts?

**Answer No. 34:** All vendors are not included in the electronic bidding system count. PTC has active vendors of approximately one thousand (1,000).

**Question No. 35:** In addition to registered bidders for electronic bidding, how many vendors will need a vendor self service capability to collaborate on orders, check vendor stock, enter invoices, etc.

**Answer No. 35:** If vendor self-service capability exists within your solution, then it needs to be available to all vendors. As stated in our response to question 34, we have approximately one thousand (1,000) active vendors who should be considered eligible for this capability.



**Question No. 36:** FP Appendix B Questions for PTC – Ref. No. 511

Does the PTC currently have a bar code scanning system for tracking assets and inventory? If so, which product? If not, does the PTC want the proposer to include a bar code scanning solution?

**Answer No. 36:** The PTC does not presently employ bar code scanning technology in their day-to-day management of assets and/or inventory. However, the PTC does use a hand-held bar code reader in their inventory cycle count procedure. The unit is used to read bar codes printed on item cycle count sheets. The bar code reader is a Symbol PDT 6800.

There are a number of Functional Requirements in Appendix B that call for bar code scanning support. Please respond to those requirements accordingly.

**Question No. 37:** FP Appendix B Questions for PTC – Ref. No. \*\*\*

There do not appear to be functional requirements to allow vendors to submit their invoices online, check payment status online, make changes to their administrative data online, etc. Is functionality that would allow more interactive transacting with vendors desired for the PTC's accounts payable area?

**Answer No. 37:** Yes. The PTC is interested in understanding the ERP vendor's capabilities in this area and any recommendations that they may have.

**Question No. 38:** FP Appendix B Questions for PTC – Ref. No. 1293, 2409, 2412, 2415

Does the PTC currently have a document image management system (for scanning, recognizing, and indexing paper or faxed documents)? If so, is this OnBase or another product? If not, does the PTC want the proposer to include a document image management solution?

**Answer No. 38:** Yes. OnBase, however, we are interested in understanding what electronic document management capabilities are inherent within the providers ERP software, as well as, what electronic document management systems the ERP software providers interface/integrate with.

**Question No. 39:** FP Appendix B Questions for PTC – Ref. No. 1826

What software(s) does the PTC currently use for project management functions? The requirements indicate that the PTC would like some project management functions to be performed within the ERP system, but also allow integration with 3<sup>rd</sup> party project management systems. Does the PTC have a preference for which project management functions are performed in the ERP system versus third party systems?

**Answer No. 39:** The PTC and its contractors utilize MS-Projects, Primavera and Welcom OpenPlan for project scheduling purposes. The PTC is moving toward standardizing its project management methodology and is interested in your recommended solution to incorporate project management. We are seeking your recommendation for the most integrated and seamless solution possible.

**Question No. 40:** FP Appendix B Questions for PTC – Ref No. 2009

“Provide ability to link personnel changes data (email, work location, and name changes, etc.) to the PTC Outlook System.”

Question: Does this request describe notification through Outlook that changes have been made, or does PTC request that changes be made through the Outlook system?

**Answer No. 40:** PTC requests that the changes be entered once (either in ERP module or PTC Outlook system) and automatically made to the corresponding system. PTC prefers that the changes be entered into the ERP system and automatically update the PTC Outlook system.



# PA Turnpike Commission ERP Project

## Enterprise Resource Planning (ERP) System RFP #05-101-3279

### Software Vendor Questions/Clarifications Received at the Mandatory October 20, 2005 Pre-Proposal Conference

All of the questions have been listed verbatim, as received by the Pennsylvania Turnpike Commission.

**Question No. 41:** What is the composition of the PTC's project team that will require training? How many staff will require training?

**Answer No. 41:** The PTC project team, that will require training, will be a core team of staff comprised of a cross-section of PTC employees from across the enterprise. The exact number of PTC project team staff who will require training is undefined at this time. Please identify the training requirements that are unique to you as a software provider, as described in Section III.1.16.5; page 61, by filling out the Appendix F – Cost Proposal Worksheet; Schedule 4 Training Costs worksheet. Please base the number of students per Type of Training/Trainee Type on your experiences with clients of similar size and complexity in relationship to your unique training requirements.

**Question No. 42:** Is the ERP software publisher required to be the prime bidder? If not, does the 25% sub-contract provision still apply?

**Answer No. 42:** Yes.

**Question No. 43:** Schedule 2: Licensing Fee (Other Software); p. 147  
Would you procure database and operating system software off state contract?

**Answer No. 43:** The PTC will procure the database and operating system software by the best means available to us at the time. You should however, include these costs in your proposal in schedule 2 Licensing Fees (Other Software).

**Question No. 44:** Schedule 2: Licensing Fee (Other Software); p. 147  
How many concurrent users will access ERP system, on average?

**Answer No. 44:** Undefined at this time. Please refer to Question No. 3 for the total user count. The actual total number of concurrent users accessing the ERP system should be based on your experiences with clients of similar size and complexity.

**Question No. 45:** Section III.1.12; page 56; point 5, bullet 3  
Operating environments: Unix – What flavor?

**Answer No. 45:** Our version of Unix goes by the following names: SCO Unix, Open UNIX version 8 or Caldera.

**Question No. 46:** Section III.1.7.2; page 50; item 5  
Can you define PTC’s understanding of “information lifecycle management”?

**Answer No. 46:** Our understanding of “Information Lifecycle Management (ILM)” is that all information, or data, in a storage network has a specific lifecycle, from the time the information enters an organization’s system to the time it is archived or removed from the system. The information may have a finite lifecycle—where the data are eventually removed from a storage network when the information becomes outdated or no longer needed—or an infinite lifecycle if the information remains valuable to the organization retaining it. Particular to information that has an infinite lifecycle, or a long term finite lifecycle, the data may not need to be stored on primary storage (tier 1) which is generally the most expensive form. As the data ages, it is accessed less often. It is desired that this data then be moved to a second tier storage in the network that still allows access but does not compete for all the same resources. At some point in the lifecycle, the data could then be moved to a third tier storage for warehousing (least accessed) and then to archive, eventually purged in its entirety.

**Question No. 47:** Can you define what data would PTC be interested in migrating to the new ERP system, how many records would be involved, and if the information would be in a detail or summary form?

**Answer No. 47:** The composition and volume of data, which may be migrated, is identified in Appendix C; Table 2 – Application Software Volume Information on page 123 of the RFP to the extent known at this time.

**Question No. 48:** Will there be a core team of PTC employees dedicated to do the implementation – become trainers and then train other PTC employees? – Will core team members be from EACH of the key functions – represent ALL users?

**Answer No. 48:** Yes. Yes.

**Question No. 49:** What is the Target Start Date and Target “Go-Live” date?

**Answer No. 49:** The anticipated Target Start Date is March 2006. At this time, the Target “Go-Live” date or dates are unknown pending the selection of a solution and subsequent accompanying implementation strategy.

**Question No. 50:** Section II.1; page 12

States vendors should submit “best and final” price. But section II 1.1 negotiation says a competitive negotiation may take place with multiple vendors on total cost. Please clarify, is PTC requesting “Best and Final” with RFP submission? (wanting to make sure there is consistency for all vendors)

**Answer No. 50:** Yes. The PTC is recommending to vendors that they submit their “best and final” price as part of their initial proposal (please see Section III.1.16.1 Cost Proposal Summary; page 59) and not to assume that there will be an opportunity to provide one at a later date. The PTC does however reserve the right, should there be multiple viable prime software providers identified through the evaluation process, to competitively negotiate with those vendors for the absolute best price to the PTC on the total cost of the software solution.

**Question No. 51:** Is MB/WBE participation required for a score and is there a participation percentage expected?

**Answer No. 51:** No. There is no specific percentage expected, however, all proposals will be evaluated for compliance with this provision. Responding proposer(s) should be creative in identifying minority firms, whom they expect to utilize in the performance of this contract.

**Question No. 52:** Just to clarify – The PTC is requesting cost information for hardware? Does this include database?

**Answer No. 52:** Yes. Yes.

**Question No. 53:** Can you discuss the requirement to price each configuration individually or can we include a total hour pool for configuration items?

**Answer No. 53:** No. The PTC is requesting individual pricing of customizations, not configurations, as outlined in the functional requirements spreadsheets. The PTC requires each customization to be priced individually to provide the PTC with the greatest flexibility in evaluating/prioritizing the impact of each identified customization.

**Question No. 54:** Will the PTC provide a word version of the proposal? Vendors are to respond to the questions that are throughout Section III of the PDF document. What is PTC's expectation on how the response to those questions would be formatted if provided in locked pdf version only?

**Answer No. 54:** No. Please just reference the Section Heading and the Statement Number (i.e. Section III.x.x; Statement x) at the beginning of each of your respective responses for each area of Section III.

**Question No. 55:** I would very much like the opportunity to submit a bid. The problem is that I missed your mandatory bidder's conference. Is there any way you would permit a vendor to submit a bid who did not attend your bidder's conference?

**Answer No. 55:** Unfortunately, as was stated in the RFP, the pre-proposal bidder's conference was a mandatory requirement of our RFP process and we cannot permit vendors who did not attend that conference to submit a proposal as a prime software vendor. Allowing any vendor to do that would undermine the integrity of our RFP and RFP process.

For your information, the vendor list of who did attend our mandatory pre-proposal conference is published as the very last page of our RFP Addendum 2, located on our website in the same area as the RFP.



# PA Turnpike Commission ERP Project

## Enterprise Resource Planning (ERP) System RFP #05-101-3279

### RFP Revisions

Language in **Section II.1.33 SERB/DB/MB/WBE Participation** is revised as follows:

"Certified" means a firm certified by any of the following agencies:

**PA Unified Certification Program, DBE Certification**, Comprised of:

- Allegheny County, Office of Minority, Women and Disadvantaged Business Enterprises
- City of Philadelphia, Minority Business Enterprise Council
- Pennsylvania Department of Transportation, Bureau of Equal Opportunity
- Port Authority of Allegheny County, Office of Equal Opportunity
- Southeastern Pennsylvania Transportation Authority, Small & Disadvantaged Business Utilization Department

**United States Small Business Administration**-certified small disadvantaged businesses 8(a) small disadvantaged business concerns

**Pa Department of General Services Certification**

If further information is desired concerning DBE/MBE/WBE participation, direct inquiries to the Pennsylvania Turnpike Commission's Contract Administration Department by calling (717) 939-9551 ext. 4241.

Language in **Section II.4.1 Technical and Cost Proposal** is revised as follows:

To facilitate evaluation of the technical proposals, one copy of a CD-ROM (in Adobe Acrobat 5.0 format or Microsoft Word 2000) must be submitted containing the entire contents of the technical proposal. In addition, please include one unbound signed original *and include with that a signed copy of the final, official list of vendor questions/clarifications and PTC answers*. Also, please include twelve (12) hard copies with all parts, pages, figures, and tables numbered and clearly labeled.

**Sealed envelopes or cartons should be clearly marked “Technical Proposal”.**

To facilitate evaluation of the cost proposals, one copy of a CD-ROM (in Adobe Acrobat 5.0 format or Microsoft Word 2000) must be submitted containing the entire contents of the cost proposal. In addition, please include one unbound signed original. Also, please include twelve (12) hard copies with all parts, pages, figures, and tables numbered and clearly labeled.

**Sealed envelopes or cartons should be clearly marked “Cost Proposal”.**

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All other terms, conditions and requirements of the original RFP dated October 6, 2005 remain unchanged unless modified by this Addendum.

**By signing below, I acknowledge that I have read all addendums that pertain to this RFP.**

\_\_\_\_\_  
**Contractor’s Signature**

\_\_\_\_\_  
**Date**





**SIGN-IN SHEET**  
**PREPROPOSAL CONFERENCE RFP # 05-101-3279**

DATE: 10/20/05  
 TIME: 1:00 PM

	COMPANY NAME	REP NAME	ADDRESS	PHONE	FAX/EMAIL
1	Tyler Technologies	Lee Clarke	370 RT1, Palmouth, ME 04105	800-772-2260 x4106	207-781- <del>338</del> 2981 lclarke@munisci.com
2	ZFS NA/MSA	RALPH A. PAPA	400 MSA DR. TARENTUM PA 15084	724-265-6493	RPAPA@MSA.COM
3	MSA	MARIO CAFFARO	6565 Penn Ave	(412) 362-2000 x1101	MCAFFARO@MSA.COM
4	MSA	JAMES SMITH	6565 Penn Ave	"	JgSmith@MSA.COM
5	SAP	DAVID ARTURO	3999 W CHESTER PIKE, <sup>NEWTOWN SQ</sup> PA 19073	412-996-4121	DAVID.ARTURO@SAP.COM
6	SAP	ROBBI LAAK	" " "	617-510-3916	ROBBI.LAAK@SAP.COM
7	GeoDECISIONS	BERRY CICHOCKI	207 SENATE AV, CAMP HILL PA 17011	717-763-7211	jcichocki@geodecisions.com
8	LAWSON SOFTWARE	ROGER LUSINS	ATL, GA 30328 Slowcourse Parkway STE 2500	(2204) 770.399.9910	roger.lusins@lawson.com 425-708.3141
9	Microsoft	Brian Keith Buckler	4398 St Andrews Way Harrisburg Pa 17112	717.903.8320	buckler@microsoft.com 717.903.3141 / bck.11@microsoft.com