

BID TABULATION SHEET

	A	B	C
1			
2	RPF#: 179-2324-242-CNS_MGMT_SOFTWARE		
3		Bid Opening Date: 5/2/24	
4	BIDDER NAME	BID TOTAL	COMMENTS
5	HEARTLAND	SEE ATTACHMENTS	
6			
7	CYBERSOFT	SEE ATTACHMENTS	
8			
9	3 EDUCATION	SEE ATTACHMENTS	
10			
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Heartland Cost Proposal-SaaS Option

MCS Cloud Front of the House & Back of the House, MySchoolApps, MySchoolBucks, Professional Services (Including Technical Account Manager - Gold Level) & Annual Cost, Years 1-5.

SAAS & Software Initial Purchase Year 1 Front of the House and Back of the House	Quantity	Price	Total
MCS Cloud Front of the House includes Point of Sale, Free & Reduced Application Management & Processing, Verification & Direct Certification	56	\$700	\$39,200
MySchoolApps Online Applications 10000+ Subscription	1	\$5,500	No Charge
MySchoolBucks Online Web Payment Processing: Meal Payments: District Absorbed and/or Parent Paid \$3.25 per transaction for credit/debit \$2.75 per transaction for eCheck	1	---	---
MCS Cloud Back of the House includes Menu Planning and Nutritional Analysis, Production, Order Processing, Inventory Management	51	\$700	\$35,700
Data Privacy & Security Fee	1	\$399	\$399
SAAS and Software Initial Purchase Year 1 Front of the House and Back of the House Total			\$75,299

Professional Services	Quantity	Price	Total
Install/Setup MySchoolApps	1	\$399	No Charge
Install/Setup Economic Survey	1	\$399	No Charge
Front of the House Remote Setup Daily	1	\$999	\$999
Front of the House Remote Project Management Daily	10	\$999	\$9,990
Front of the House Onsite Training	5	\$1,499	\$7,495
Front of the House Onsite Go-Live	10	\$1,499	\$14,990
Back of the House Remote Setup Daily	1	\$999	\$999



**Request for Proposal #179-2324-242-CNS
Front and Back of House Management Software**

Back of the House Project Management Daily	10	\$999	\$9,990
Back of the House Remote Training	1	\$999	\$999
Back of the House Remote MCS Database Setup & Data Entry	1	\$5,000	\$5,000
Back of the House Onsite Training	9	\$1,499	\$13,491
Back of the House Onsite Go-Live	5	\$1,499	\$7,495
Technical Account Manager - Gold (This service includes 4 hours of dedicated service per week and a monthly operational review of your program.)	1	\$7,500	\$7,500
Professional Services Total			\$78,948

First Year Initial Purchase Total: \$154,247

Subscription & Software Support Year 1: Annual Fees	Quantity	Price	Total
Year 1 Included in the initial purchase year			No Charge

Subscription & Software Support Year 2: Annual Fees	Quantity	Price	Total
MCS Cloud Front of the House includes Point of Sale, Free & Reduced Application Management & Processing, Verification & Direct Certification	56	\$700	\$39,200
MySchoolApps Online Applications 10000+ Subscription	1	\$5,550	No Charge
MCS Cloud Back of the House includes Menu Planning and Nutritional Analysis, Production, Order Processing, Inventory Management	51	\$700	\$35,700
Data Privacy & Security Fee	1	\$399	\$399
Subscription & Software Year 2 Front of the House and Back of the House Annual Fees Total			\$75,299



**Request for Proposal #179-2324-242-CNS
Front and Back of House Management Software**

Support Products Year 2: Annual Maintenance Support	Quantity	Price	Total
Technical Account Manager - Gold Renewal (This service includes 4 hours of dedicated service per week and a monthly operational review of your program.)	1	\$7,500	\$7,500

Year 2- Subscription and Support: \$82,799

Subscription & Software Support Year 3: Annual Fees	Quantity	Price	Total
MCS Cloud Front of the House includes Point of Sale, Free & Reduced Application Management & Processing, Verification & Direct Certification	56	\$700	\$39,200
MySchoolApps Online Applications 10000+ Subscription	1	\$5,550	No Charge
MCS Cloud Back of the House includes Menu Planning and Nutritional Analysis, Production, Order Processing, Inventory Management	51	\$700	\$35,700
Data Privacy & Security Fee	1	\$399	\$399
Subscription & Software Year 3 Front of the House and Back of the House Annual Fees Total			\$75,299

Support Products Year 3: Annual Maintenance Support	Quantity	Price	Total
Technical Account Manager Gold Renewal (This service includes 4 hours of dedicated service per week and a monthly operational review of your program.)	1	\$7,500	\$7,500

Year 3- Subscription and Support: \$82,799

***Heartland agrees to keep pricing firm for Years 2-3. Year 4 may include a price increase, not to exceed 2.5% per year.

PLEASE NOTE: Subscription costs for Years 4-5, outlined below, is an estimate based on 2.5% increase.

Subscription Support Year 4 Annual Fees Total: \$82,799 + 2.5% increase = \$84,869.

Subscription Support Year 5 Annual Fees Total: \$84,869 + 2.5% increase = \$86,991.

MySchoolBucks Program Fees

There is no cost to DPS to add, integrate or maintain the MySchoolBucks payment solution. MySchoolBucks is a transaction-based website where service fees are assessed to the purchaser at the time of transaction. DPS has the option to absorb some of the cost or none of the cost for each transaction. These options are available to you at any time. The proposed service fee assessed to each transaction is as follows:

UPFRONT COSTS



Installation	\$0
Annual Maintenance	\$0

No cost for districts to install or maintain MySchoolBucks

PROGRAM FEES



Meal Payments	District Absorbed and/or Parent Paid
	\$3.25 per transaction for credit/debit
	\$2.75 per transaction for eCheck

Data Privacy & Security Fee
\$399 per year

BEST PRACTICES



Transaction Fee Absorbed into Price

Building the program fees into the price of your products helps maximize parent/athlete adoption.



Market Your Program

Getting the word out about MySchoolBucks is the key to building and maintaining its success. Heartland will partner directly with the district to develop a marketing campaign and communication plan that will generate awareness of MySchoolBucks services to parents in your community.

Resource Central

<https://info.heartlandandschoolsolutions.com/msb-resource-central#tools>

Confidential Trade Secret Proprietary Info

Attachment III - Cost Proposal

Durham Public Schools Hosted Software

Hosted Software Cost

PrimerosEdge Software	Quantity	Unit Price	Total Price
Full Suite Package – Per Site Includes POS, Student Eligibility, Menu Planning, Production, Inventory, Online Payments, Online Applications, Online Menus, Team Work	55	\$1,255.00	\$69,025.00
Central Warehouse – Per District	1	\$895.00	\$895.00
Central Production Kitchen – Per District	1	\$3,595.00	\$3,595.00
(55 sites based on RFP Q&A can adjust as needed) Annual Subscription Software Costs			\$73,515.00
2024-2025 School Year Discount			(\$73,515.00)
2024-2025 School Year Software Cost			\$0

SERVICES

Implementation and Training Cost

Description	Quantity	Unit Price	Total Price
Project Management – Per Month	4	\$2,995.00	\$11,980.00
Online Training – Per Hour	30	\$195.00	\$5,850.00
Services Total			17,830.00

Summary

Item Description	Total
School Year 2024-2025 Software Cost	\$0
Services Cost for Implementation and Training	\$17,830.00
Grand Total- First Year	\$17,830.00

Pricing Notes:

1. Annual software support includes email, toll-free phone support, remote assistance, and software updates, as needed, to comply with USDA requirements.
2. Additional services and hardware can be purchased at the unit prices listed in this proposal.
3. Starting July 1, 2025, the annual software subscription amount will be \$73,515.00.

Optional Hosted Software Costs

PrimeroEdge Software	Quantity	Unit Price
SchoolCafé TV Menu Board – Per Device	1	\$195.00
SchoolCafé Digital Pre-ordering – Per Site	1	\$295.00
Inspections – Per Site	1	\$195.00
Catering – Per District	1	\$2,995.00
Bid Analysis – Per District	1	\$995.00
Vending – Per Machine	1	\$495.00
Financials – Per Site	1	\$195.00
Global Catalog – Per District	1	\$995.00
Time Clock – Per Site	1	\$195.00

Optional Services Costs

Description	Quantity	Unit Price
Onsite Go Live – Per Day	1	\$1,995.00
Onsite Training – Per Day	1	\$1,995.00
Online Training – Per Hour	1	\$195.00

Optional Hardware Costs

Description	Quantity	Unit Price
Dell Optiplex POS All-in-One Terminal – Per Device	1	\$1,260.00
Honeywell Barcode Scanner and Stand – Per Device	1	\$265.00
AlphaTech Pin Pad – Per Device	1	\$175.00
AlphaTech Pin Pad with Barcode Scanner – Per Device	1	\$265.00
Genovation Pin Pad – Per Device	1	\$199.00
Genovation Pin Pad with Barcode Scanner – Per Device	1	\$375.00
Application Scanner – Fujitsu Fi 7160 – Per Device	1	\$1,195.00
Posiflex Cash Drawer – Per Device	1	\$225.00
Chromebox for SchoolCafé TV Menu Boards – Per Device	1	\$455.00

EDUCATION

Company Address 4100 Holiday Street NW Suit 101
Canton, OH 44718
US

Created Date 4/28/2024
Expiration Date 5/10/2024
Quote Number 00007360

Prepared By Rob Stark
Rep Email rob.stark@i3education.org

Bill To Name Durham Public Schools
Bill To 511 CLEVELAND STREET
DURHAM, NC 27701
USA

Ship To Name Durham Public Schools

Product	Description of Products	Billing Frequency	Sales Price	Quantity	Discount (Percentage)	Total Price
1 Day - Onsite Installation (Billed per Man Day)	1 Day of labor for onsite installation of hardware and/or software. (Note: this cost does not include travel expenses)	One Time	\$795.00	15.00	50.00%	\$5,962.50
i3 Education Back of House Package	District wide annual agreement that includes software license, full support, updates, and maintenance of Health-e Pro and PaySchools Inventory. PaySchools Inventory is a cloud-based inventory management system that streamlines ordering, receiving, product routing, lot and bin management, and more. Health-e Pro is cloud-based USDA approved menu planning and nutritional analysis software to aid school nutrition professionals in planning nutritious, compliant meals.	Annual	\$700.00	50.00	35.00%	\$22,750.00
PaySchools Front Of House Package	Per school annual agreement that includes software license, full support, updates, and maintenance for QuikLunch POS software, QuikApps free and reduced meal application software, PaySchools cloud hosted Admin software for full-district wide controls and reporting, and PaySchools Central for all parent payment needs. This can be used for up to 3 point of sale terminals in each school.	Annual	\$895.00	56.00	50.00%	\$25,060.00
Remote Installation, Setup & Training By Module	Installation and configuration of all modules (outside of PaySchools Admin) including integrations when needed. Includes setup and configuration for specific district needs. Also includes remote training for all admin or software users. This is a by-product or module charge.	One Time	\$895.00	5.00	100.00%	\$0.00

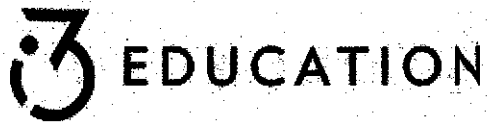
Total One Time Costs \$5,962.50

Subtotal \$101,520.00
Grand Total \$53,772.50



i3 Education features trusted products by SchoolPay & PaySchools.

ORIGINAL



Total Annual Recurring Costs \$47,810.00

Processing Fees

- Non-Food Service Transaction Fees -- Credit/Debit Cards: 4.50%
-- Electronic Check: \$1.95 per transaction
-- All credit card transactions in PASS will be charged the non-food service transaction rates listed above and cannot be passed along to the end user. The district will be charged monthly for all PASS credit card only transactions
Food Service Transaction Fees -- Credit/Debit Cards (Transactions less than \$25): \$1.75 per transaction
-- Credit/Debit Cards (Transactions \$25 to \$49.99): \$2.25 per transaction
-- Credit/Debit Cards (Transactions greater than \$49.99): 4.50%
-- Electronic Check (All transaction amounts): \$1.95 per transaction
Events and Tickets Only applicable to PaySchools Events/LocalLevel Events transactions
-- \$0.75 per ticket + transaction fees
-- 2.50% for cash/check/PO purchases when using QuikSale

Customer Acceptance

By accepting this quote, you acknowledge and agree that i3 Education requires data from a variety of third-party software programs to operate. The lack of that data for any reason will affect the operation of i3 Education software in a material way. Credit card funds are verified immediately while the Parent/Guardian is online.

Annual agreement costs are due July 1 for the following year

Approved By

Implementation Contact

Signature: _____

Required for all quotes that include software implementation services. Please include the initial point of contact to schedule and coordinate implementation.

Name: _____

Contact Name: _____

Date: _____

Contact Email: _____

Purchase Order #: _____

Contact Phone: _____

Target Go Live Date: _____



i3 Education features trusted products by SchoolPay & PaySchools.

ORIGINAL