

**MEETING OF THE BUSINESS AFFAIRS COMMITTEE  
OF THE BOARD OF TRUSTEES  
Community College of Philadelphia  
Wednesday, May 17, 2017 – 10:00 A.M.**

**TO:** Business Affairs Committee of the Board of Trustees  
**FROM:** Jacob Eapen   
**DATE:** May 15, 2017  
**SUBJECT:** **Committee Meeting**

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A meeting of the Business Affairs Committee of the Board of Trustees will be held on **Wednesday, May 17, 2017 at 10:00 A.M. in the College's Isadore A. Shrager Boardroom, M2-1.** For those members who are dialing into the meeting, the following is the conference bridge information: **DIAL-IN NUMBER: 1-888-675-6779; PARTICIPANT PASSCODE: 2050590#**

**AGENDA – PUBLIC SESSION**

**(1) Foundation's Fundraising Update Information Item):**

The Foundation will provide an update on the Foundation's fundraising. Please refer to Attachment A.

**AGENDA – EXECUTIVE SESSION**

**(2) Tuition Recommendation for the 2017-18 Year (Action Item):**

Consistent with the five year budget and the tuition management plan, staff are recommending a \$6.00 per credit tuition increase. The current tuition rate of \$153 will increase to \$159. The said tuition increase will go into effect for the Fall 2017 term. It is noted that the College has not had a tuition increase for the past three years. Please refer to Attachments B & C. Attachment B contains the Pennsylvania Community Colleges' estimated 2017-18 Tuition and Fees. Attachment C contains the impact of proposed tuition increase on students receiving Pell grants.

**(3) 2016-17 Budget Update (Information Item):**

Staff will provide an overview of the College's budget status for fiscal year 2016-17. The implications of key factors currently impacting on the budget will be discussed.

**(4) Proposed 2017-18 College Budget (Action Item):**

The proposed 2017-18 budget is appended separately. The expenditure plan totals \$144,561,504. The recommended educational and general budget operating expense (including student activities and auxiliaries) is \$133,734,816; and the capital budget totals \$10,826,688. Staff will review the 2017-18 budget and ask for Committee recommendation of the proposed budget to the full Board.

**(5) e-Commerce Billing and Payment Solutions (Action Item):**

Community College of Philadelphia seeks a comprehensive billing and payment solution that interfaces with Banner in real-time. The College is seeking a product that offers both a payment gateway and a payment processor. Students, parents, and third parties should be able to view bills and pay online using debit card, credit card, and e-check. The College desires the ability to create a customized bill that nets charges by detail code by term, includes pending and posted financial aid and memos, and can accommodate multiple payment due dates for different parts of term. Additionally, the College is interested in solutions for non-tuition payments (e.g., donations and event payments), tuition payment plans, and mobile payments.

The College went out for a competitive bid for an e-Commerce Billing and Payment Solutions. The College sent out the bid to six vendors. We received four responses from CashNet, Nelnet, TouchNet, and Tuition Management Systems (TMS). ACI/Official Payments and Core Business Technologies declined to bid. The proposals and demos were evaluated based on ten key criteria, inclusive of price, timeline to implement, and experience.

After reviewing all of the vendor's solutions it was determined that CashNet could offer the best mix of products at the most competitive price. This solution will provide a tuition payment gateway and processor, electronic billing, expanded payment plan options, and additional gateways for other departments on campus to process donations and event registrations. The College also gains the ability for students to assign an authorized payer who can review and pay their account online as well as the option for one-time guest payments using a student's ID number and last name. Attachment D contains a matrix showing the three year pricing.

The Selection Committee recommends CashNet for a three-year contract. Start-up costs, inclusive of implementation and annual fees, are \$70,000. Ongoing costs are \$50,000 annually. The total cost of the three-year contract is \$170,000.

**(6) Managed Backup Services RFP 9941 (Action Item):**

The College utilizes an external vendor to ensure that our data backup is reliable and resilient. The past 14+ years have been devoted to providing both Tape and Digital backup. The tape backup has been accomplished by IBM Tivoili Storage Manage which is no longer a viable solution. The tape backup, once written, were sent to Iron Mountain for secure storage. Recalling a tape for restoration was a workable, but cumbersome process that provided secure backup for many years. This outdated solution is difficult to maintain and support with the growth of our data resources. The replacement of this vendor-owned equipment to a new solution was one of the goals of this RFP.

In addition to the tape backup solution, staff also over the last 7 years performed a disk-based backup to the Northeast Regional Center DR site. This data replication was a quick way to ensure a constant backup of critical data as well as a failover point. However, due to the age of the devices used for this solution new equipment and new solutions needed to be explored.

The RFP's purpose was to enhance and improve our daily data backup, convert the tape pool to disk, exclude the tape process, improve our reporting ability concerning the backup process and enhance our disaster recovery preparedness and planning. The provider of the managed backup services will have multiple responsibilities including: daily operations around the management of servers and disk pools; providing support when new servers and software are added to the IT environment; conversion of the tape library; providing capacity planning reports and trend analyses; performing disaster recovery preparation and testing; and performing disaster recovery should the need arise. Attachment E contains the Bid Summary.

To that end, the College has chosen to remain with our current vendor, Cogentix (formerly DSS). Cogentix will provide a turn-key solution and ensure that no downtime is experienced nor any gap of data backup which would expose our data environment to risk. The new solution will ensure that our daily backup is managed and monitored and add an ExaGrid appliance which will send data to and from the NERC DR site for efficient data replication. The EXAGRID solution will also provide the archive data solution previously provided by tape backup. In addition, the 24x7 support will be available on all levels to ensure a quick response to issues or recovery needs. Management reporting will also be enhanced to ensure notification of missed backups, trend analysis and capacity planning. Staff recommend a five-year contract with Cogentix at a monthly fee of \$8,124.

Other vendors that provided responses to the RFP were:

- Alpha – Did not submit documentation in the proposed solution.
- Archive Data Solutions – Proposed monthly fee is \$8,227 with an additional \$10,000 installation fee. The proposal did not meet the RFP requirements.

- Insight – Very expensive pricing.
- Networking Technologies and Support (NTS) – required a 6 week implementation. Their proposed monthly fee of \$9,547 was unclear and did not match with the proposed solution.
- Omega – required a 2 month implementation time frame which IT deemed as not acceptable. Monthly fee is \$9,730.
- PhillyCom – Their proposal had pricing inconsistencies between their proposal document and their price sheet.

**(7) Next Meeting Date:**

The next regularly scheduled meeting of the Committee will be held on Wednesday, August 23, 2017 at 10:00 A.M. in the Isadore A. Shrager Boardroom, M2-1.

**JE/lm**

**Attachments**

**cc: Mr. Jeremiah White  
Dr. Donald Generals  
Mr. Gim Lim  
Mr. James P. Spiewak  
Victoria Zellers, Esq.**

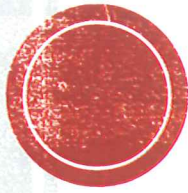
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**ATTACHMENT A**

**COMMUNITY COLLEGE OF PHILADLEPHIA FOUNDATION  
BUDGET PRIMER**

**COMMUNITY COLLEGE OF  
PHILADELPHIA FOUNDATION  
BUDGET PRIMER**

**UPDATED FOR BUSINESS AFFAIRS COMMITTEE - 5.17.2017**



# WHAT WE HAVE...

## Endowment

- Guidelines:
  - Invested per Foundation's Investment Policy Statement
    - PFM serves as OCIO
  - Payout based on spending policy
  - Restricted for designated purpose
- Funds:
  - Endowments
  - Quasi-endowments
  - Endowed chair
  - Annuities

## Non-Endowment

- Guidelines:
  - Not invested with endowment
    - Held in money market and checking
  - Provide liquidity
  - Most restricted for designated purpose
- Funds:
  - Unrestricted Operating
  - Special Events
  - Restricted – Scholarships
  - Capital
  - Other Restricted
  - Foundation Grants



# WHAT WE HAVE... ENDOWMENTS

- Scholarships
- Programs & Activities
  - Center for Law & Society – supports Center activities
  - Frederick Capshaw – supports projects that advance diversity
- Endowed Chair
  - Independence Foundation Endowed Chair in Nursing





# WHAT WE HAVE... NON-ENDOWMENTS

- **Unrestricted Operating**
  - Fund supports expenses per approved Operating Budget/Treasurer's Report.
  - Fund supports "restricted" commitments (50<sup>th</sup> Anniversary, etc.) when revenue does not meet expense.
- **Special Events**
  - Funds established for revenue and expenses for a specific event (golf, gala).
  - Net proceeds from events mainly support scholarships.
- **Capital**
  - One (1) fund provides "unrestricted" capital support.
  - Three (3) funds established for Expanding Possibilities campaign.
    - Annual transfer to College made based on pledge payments received.



# WHAT WE HAVE... NON-ENDOWMENTS

- **Restricted Scholarships**
  - Donations received to support an annual scholarship award and/or to grow fund for future awards/endowment
- **Other Restricted**
  - Established to hold monies designated for a purpose other than scholarship
  - Some funds are multi-purpose
- **Foundation Grants**
  - Funded by External Organizations and Foundation Grants Program
  - Have specific budget allocation, scope of work, reporting scheduling, etc.
  - Have a project director, financial manager, and responsible org (College department/division)



# WHAT WE HAVE...

## ASSET ALLOCATION

Book Value ...as of 3.31.2017

### NON-ENDOWMENT FUNDS

Wells Fargo Foundation Checking Account	514,400
PNC Money Market Account - Grant	880,830
<b>Total Non-Endowment/Operating Fund</b>	<b>1,345,088</b>

### ENDOWMENT FUNDS (PFM)

Bryn Mawr Trust: Mutual Fund - Equity	5,977,470
Bryn Mawr Trust: Mutual Fund - Bond	2,711,275
Bryn Mawr Trust: Money Market Fund	178,282
Titan	29,515
Equus	212,730
<b>Total Marketable Endowment Funds</b>	<b>9,109,271</b>

**Total Marketable Investment 11,454,360**



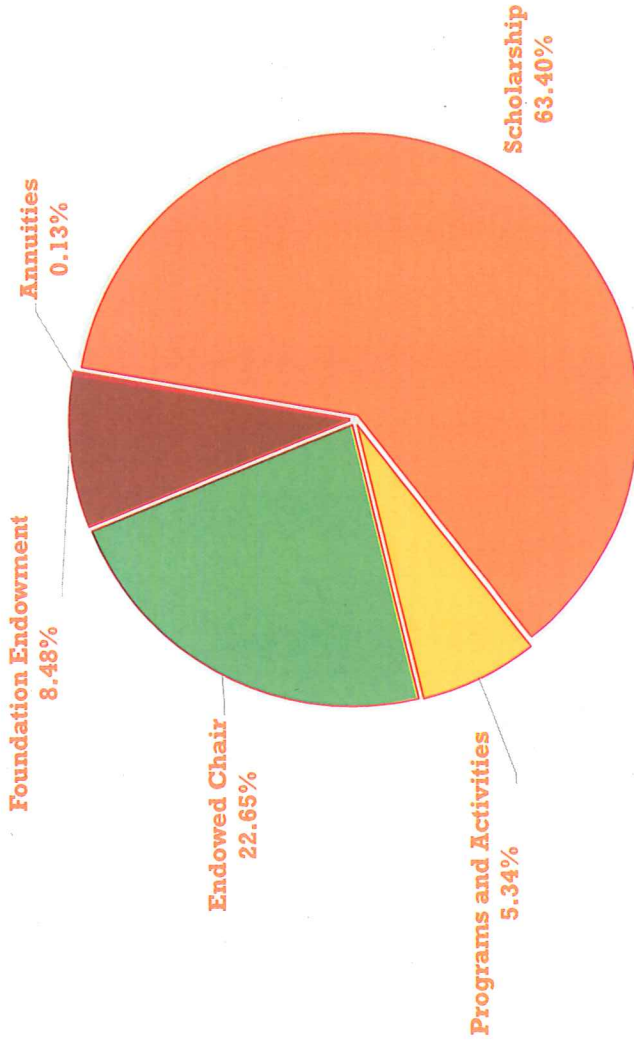
# HOW IT CAN BE USED...

- Foundation Operating Budget (Treasurer's Report)
  - Sets spending for fiscal year
  - Must be followed to maintain sustainability of Foundation
  - Special fundraising initiatives
    - funds brought in to pay for new project
    - establish policy/process for approval



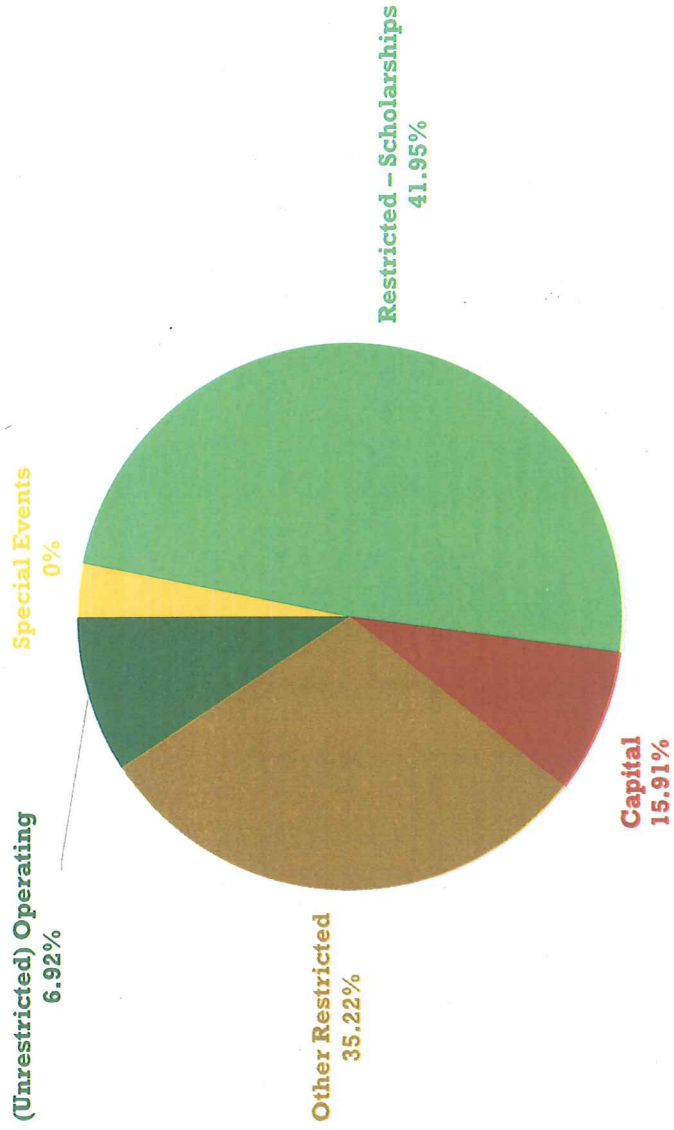
# HOW IT CAN BE USED...

ENDOWMENT FUNDS BREAKDOWN  
as of 3.31.2017



# HOW IT CAN BE USED...

## NON-ENDOWMENT FUND BREAKDOWN as of 3.31.2017



# WHAT WE RAISE . . .

## Funds Raised by Gift Type - Summary (current and most recent two years prior)

	Fiscal Yr. 2015 Jul 1 - Mar 31	Fiscal Yr. 2015 Total	Fiscal Yr. 2016 Jul 1 - Mar 31	Fiscal Yr. 2016 Total	Fiscal Yr. 2017 Jul 1 - Mar 31	Fiscal Yr. 2017 Annual Goal
<b>Unrestricted</b>	\$ 95,238	\$ 175,891	\$ 144,375	\$ 201,279	\$ 155,674	\$ 300,000
<b>Restricted</b>	\$ 199,662	\$ 325,663	\$ 282,224	\$ 428,718	\$ 479,647	\$ 615,000
<b>Endowment</b>	\$ 254,712	\$ 269,758	\$ 202,345	\$ 340,113	\$ 126,740	\$ 2,700,000
<b>Deferred</b>	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ -
<b>Grants (Private)</b>	\$ 3,034,465	\$ 3,256,568	\$ 297,980	\$ 341,980	\$ 728,580	\$ 2,000,000
<b>TOTAL</b>	\$ 3,584,077	\$ 4,027,880	\$ 926,924	\$ 1,312,090	\$ 1,500,641	\$ 5,615,000



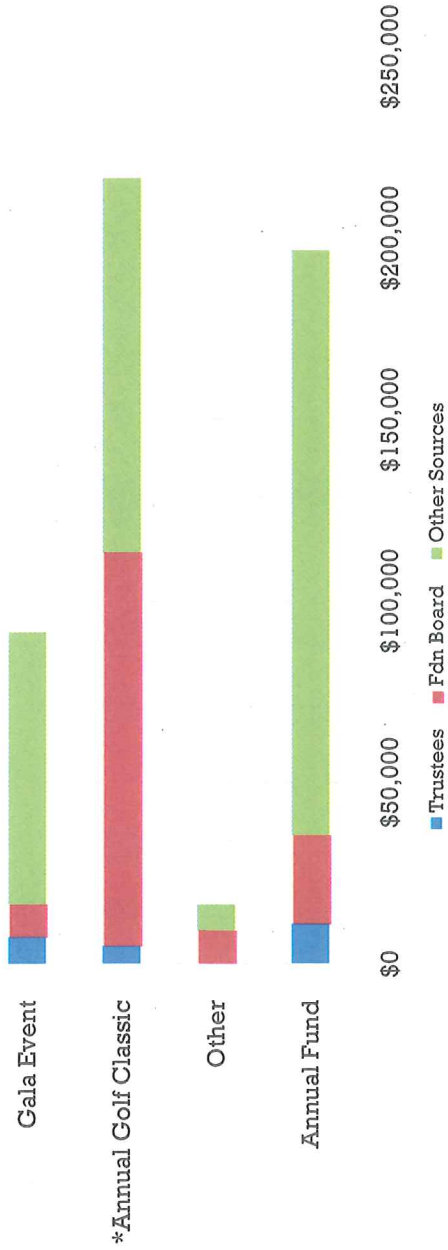


# WHAT WE RAISE . . .

## Funds Raised by Gift Type – Detail

*Portion attributed to Trustee or Foundation Board includes personal gifts, soft credits, matching gifts, and gifts facilitated by a Trustee or Foundation Board Director.*

### Unrestricted Revenue as of Jan. 31, 2017

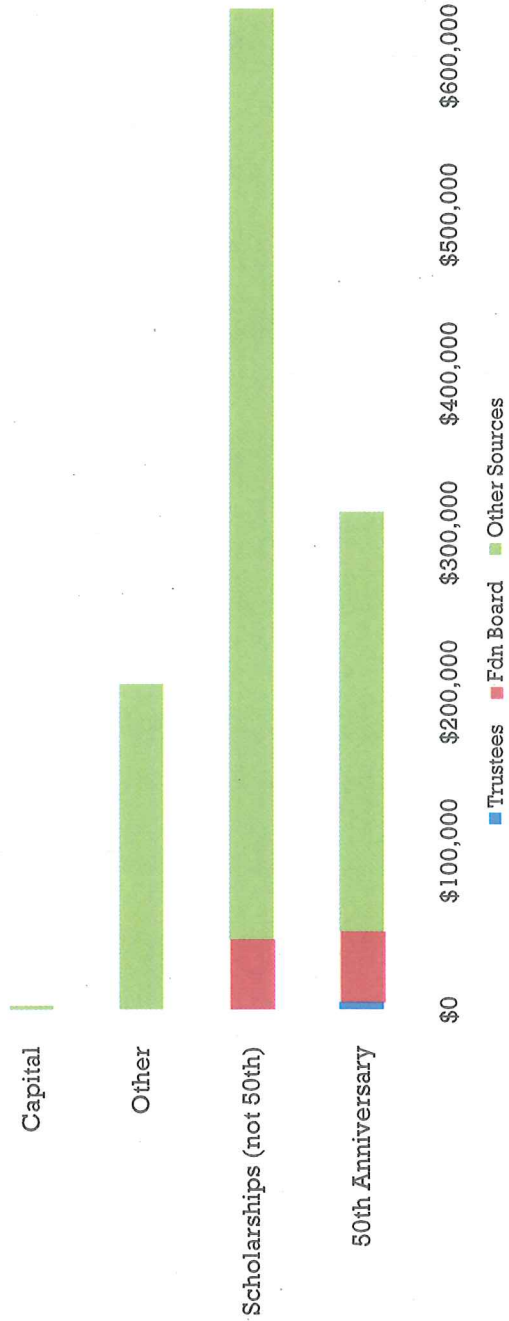




# WHAT WE RAISE...

## Funds Raised by Gift Type - Detail

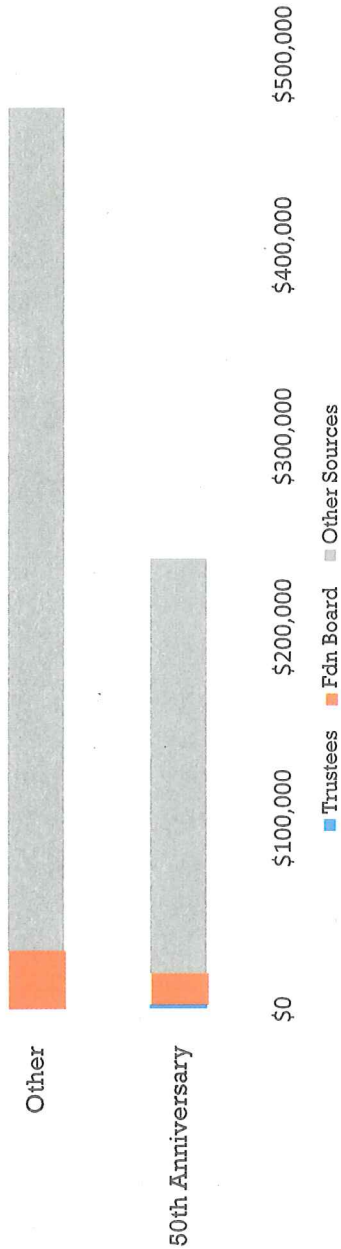
### Restricted Revenue as of Jan. 31, 2017



# WHAT WE RAISE...

## Funds Raised by Gift Type - Detail

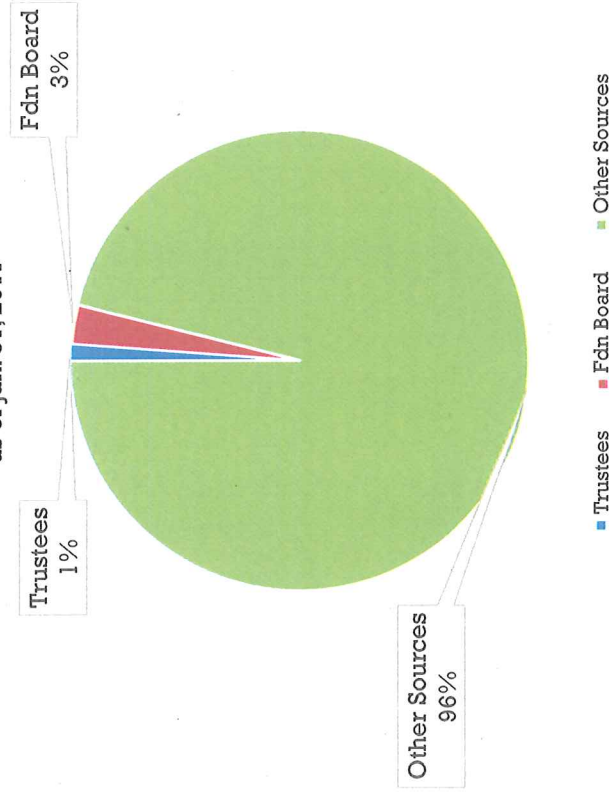
### Endowment as of Jan. 31, 2017



# WHAT WE RAISE . . .

## Funds Raised by Gift Type – Detail

### Non-Government (Private) Grants as of Jan. 31, 2017



# WHAT'S NEXT...

## RECOMMENDATIONS

- **Aims:**
  - Clarify purpose of existing funds
  - Streamline administration of funds
  - Clarify status of funds/pledges
  - Ensure ability to fulfill commitments:
    - 50<sup>th</sup> Anniversary Scholars Program
    - Foundation Scholars Program
    - Financial Support of Property Purchase



# WHAT'S NEXT...

## RECOMMENDATIONS

- **Endowments**
  - Revise endowment/gift agreements to include statement that if a fund does not reach \$10K threshold by date stated in agreement, Foundation can transfer funds into fund of its choosing, most closely aligned with donor's purpose
  - Draft policy for underfunded endowments
    - For funds currently under \$10K (e.g., Al Dia), roll into scholarship endowment
  - Frederick Capshaw – supports projects that advance diversity
    - Need to determine how to provide support to College that maintains original intent of fund.
  - College Foundation Quasi-Endowment (\$733K)
    - Rename and establish formal policy for use.
  - Make quasi-endowments full endowments



# WHAT'S NEXT...

## RECOMMENDATIONS

- **Restricted Scholarship**
  - No activity – If no contributions or awards in a three-year period, roll into scholarship endowment
- **Restricted Other**
  - Research inactive funds to confirm use and determine next steps.
  - Those with no recent activity – balance could be moved to a more generic fund, such as Capital, Professional Development, Unrestricted, etc., depending on initial use of fund.



# WHAT'S NEXT...

## RECOMMENDATIONS

- **Outstanding Pledges**
  - At close of FY2017, any outstanding pledges, with the exception of Barnes and Nobles commitment, will be written off if a payment or renewed commitment to pay the pledge is not received.
- **Charitable Gift Annuities**
  - Two active annuities.
  - Per current policy, an annuity can be established with a minimum gift of \$10K.
  - Need to review minimum required donation to establish an annuity.
  - Need to determine where/how annuities should be invested.
  - Determine action plan for marketing of annuities.



# QUESTIONS...





**ATTACHMENT B**

**PENNSYLVANIA COMMUNITY COLLEGES'  
ESTIMATED 2017-18 TUITION AND FEES**

College	New Amount	Previous Amount	Percent Change	
			Tuition	Fees
Allegheny (not board approved)	\$110 tuition (sponsored)	\$107.75	2.1%	
	\$22.25 Technology Fee	\$22.25		0.0%
	\$6 General Fee	\$6.00		0.0%
	\$4.25 Student Services Fee	\$4.25		0.0%
	\$142.50 per credit tuition and fees (sponsored)	\$140.25		1.4%
Beaver	\$156 Tuition (sponsored)	\$153.00	2.0%	
	\$14 General Student Fee	\$14.00		0.0%
	\$26 Technology Fee	\$26.00		0.0%
	\$196 per credit tuition and fees (sponsored)	\$193.00		1.6%
Bucks	\$145 Tuition (sponsored)	\$140.00	3.6%	
	\$35 Technology Fee	\$35.00		0.0%
	\$2 Activity Fee	\$2.00		0.0%
	\$182 per credit tuition and fees (sponsored)	\$177.00		2.8%
Butler (not board approved)	\$108 Tuition (sponsored)	\$104.00	3.8%	
	\$52 Comprehensive/General Fee	\$49.00		6.1%
	\$25 Education fee (distance learning)	\$25.00		0.0%
	\$160 per credit tuition and fees (sponsored)	\$153.00		4.6%
	\$185 per credit tuition and fees (distance learning)	\$178.00		3.9%
Delaware	\$117 Tuition (sponsored)	\$113.00	3.5%	
	\$53 Instructional (Technology) fee	\$49.00		8.2%
	\$4 Enrollment services fee	\$0.00		
	\$2 Activity Fee	\$2.00		0.0%
	\$176 per credit tuition and fees (sponsored)	\$164.00		7.3%
Harrisburg	\$174.25 Tuition (sponsored)	\$176.00	-1.0%	
	\$211 Tuition (non-sponsored)	\$213.00	-0.9%	
	\$24 Technology Fee	\$24.00		0.0%
	\$3.50 activity Fee	\$3.50		0.0%
	\$12 Comprehensive/General Fee	\$12.00		0.0%
	Out-of-state tuition, Dual enrollment, and CHS tuition remain unchanged. Fees also remain unchanged.			
\$213.75 per credit tuition and fees (sponsored)	\$215.50		-0.8%	
\$255.50 per credit tuition and fees (non-sponsored, also includes capital fee)	\$257.50		-0.8%	
Lehigh Carbon	\$100 Tuition (sponsored)	\$100.00	0.0%	
	\$22 Tech Fee	\$22.00		0.0%
	\$21 Comprehensive/General Fee	\$18.00		16.7%
	\$143 per credit Tuition and Fees (sponsored)	\$140.00		2.1%
	\$261 per credit tuition and fees (non-sponsored, also includes capital fee)	\$249.00		4.8%
	\$379 per credit tuition and fees (out-of-state, also includes capital fee)	\$358.00		5.6%
Luzerne	\$127 Tuition (sponsored)	\$125.00	1.6%	
	\$20 Technology Fee	\$19.00		5.3%
	\$25 Comprehensive Fee	\$24.00		4.2%
	\$172 per credit tuition and fees (sponsored)	\$168.00		1.8%
Montgomery	\$144 Tuition (sponsored)	\$144.00	0.0%	
	\$25 Technology Fee (increase approved previous year)	\$23.00		8.7%
	\$7 Activity Fee (pending board approval)	\$5.00		40.0%
	\$15 Comprehensive/General Fee	\$15.00		0.0%
	\$191 per credit Tuition and Fees (sponsored)	\$187.00		2.1%
Northampton	\$100 Tuition (sponsored)	\$97.00	3.1%	
	\$21 Tech Fee	\$21.00		0.0%
	\$20 Comprehensive/General Fee	\$19.00		5.3%
	\$141 per credit Tuition and Fees (sponsored)	\$137.00		2.9%
PA Highlands (not board approved)	\$127 Tuition (sponsored)	\$131.00	-3.1%	
	\$62 Comprehensive/General fee	\$62.00		0.0%
	\$189 per credit Tuition and Fees (sponsored)	\$193.00		-2.1%
Philadelphia (not board approved)	\$159 Tuition (sponsored)	\$153.00	3.9%	
	\$30 Tech fee	\$30.00		0.0%
	\$4 General Fee	\$4.00		0.0%
	\$193 per credit Tuition and Fees (sponsored)	\$187.00		3.2%
Reading (not board approved)	\$129 Tuition (sponsored)	\$125.00	3.2%	
	\$22 Institutional (Comprehensive/General) Fee	\$22.00		0.0%
	\$27 Technology Fee	\$26.00		3.8%
	\$4 Activity Fee	\$4.00		0.0%
	\$182 per credit tuition and fees (sponsored)	\$177.00		2.8%
Westmoreland	\$124 Tuition (sponsored)	\$122.00	1.6%	
	\$49 General Fee	\$47.00		4.3%
	\$173 per credit Tuition and Fees (sponsored)	\$169.00		2.4%

## **ATTACHMENT C**

### **IMPACT OF PROPOSED TUITION INCREASE ON STUDENTS RECEIVING PELL GRANTS**

**IMPACT OF PROPOSED TUITION INCREASE  
ON STUDENTS RECEIVING PELL GRANTS  
(For Students Not Selecting Courses  
Requiring Payment of a Course Fee)**

The maximum Pell award for the 2016-17 award year is \$5,815. It is increasing by \$105 to \$5,920 for the 2017-18 award year. Shown below is a comparison of what the current balance check is for a maximum Pell award, and what the balance check will be for the proposed charges of \$159 per credit for tuition, \$30 per credit for the Technology Fee, and \$4 per credit for the General College Fee.

<b>2016-2017 YEAR<sup>(1)</sup></b>		<b>2017-2018 YEAR<sup>(1)</sup></b>	
Max Pell - 12 Credits	\$2,908	Max Pell - 12 Credits	\$2,960
Tuition/Fees	\$2,244	Tuition/Fees	\$2,316
Balance Check Per Term	\$664	Balance Check Per Term	\$644
Max Pell - 9 Credits	\$2,181	Max Pell - 9 Credits	\$2,220
Tuition/Fees	\$1,683	Tuition/Fees	\$1,737
Balance Check Per Term	\$498	Balance Check Per Term	\$483
Max Pell - 6 Credits	\$1,454	Max Pell - 6 Credits	\$1,480
Tuition/Fees	\$1,122	Tuition/Fees	\$1,158
Balance Check Per Term	\$332	Balance Check Per Term	\$322
Max Pell - 3 Credits	\$727	Max Pell - 3 Credits	\$740
Tuition/Fees	\$561	Tuition/Fees	\$579
Balance Check Per Term	\$166	Balance Check Per Term	\$161

(1) Includes tuition, technology fee, and general College fee.

**Note:** This chart does not consider the impact of other forms of student aid such as PHEAA grants, SEOG, private scholarships, and employer-paid tuition and fees.

Approximately 60% of all students receive a Pell grant; approximately 71% of those receiving a Pell grant receive the maximum Pell award.

## **ATTACHMENT D**

### **e-COMMERCE AND PAYMENT SOLUTIONS THREE YEAR PRICING MATRIX**

<b>Best &amp; Final Pricing - 5/10/17 - RFP 9989: e-Commerce and Payment Solutions</b>				
<b>Start Up Costs</b>				
<b>Component</b>	<b>TouchNet 3 yr</b>	<b>Nelnet 3 yr</b>	<b>TMS 3 yr</b>	<b>Cashnet 3 yr</b>
Tuition payments	\$ 21,700.00	\$ 11,700.00	\$ 6,500.00	\$ 20,000.00
equipment cost	\$ -	\$ 720.00	\$ -	\$ -
Foundation and special payments	\$ 7,500.00	\$ 4,500.00	\$ -	\$ -
<b>Total to replace current payment functionality</b>	<b>\$ 29,200.00</b>	<b>\$ 16,920.00</b>	<b>\$ 6,500.00</b>	<b>\$ 20,000.00</b>
service fees passed to payer	2.75%	2.75%	varies if choose Intelligent Rate or 2.75% fixed	2.75% domestic ; 4.25% int'l
Tuition Payment Plans	\$ 12,500.00	N/A	\$ 1,500.00	\$ -
subtotal for payment plus payment plan	\$ 41,700.00	N/A	\$ 8,000.00	\$ 20,000.00
Online Billing	\$ 7,000.00	\$ 9,000.00	\$ 5,000.00	\$ -
subtotal for payment plus billing	\$ 36,200.00	\$ 25,920.00	\$ 11,500.00	\$ 20,000.00
<b>Total for all components</b>	<b>\$ 48,700.00</b>	<b>\$ 25,920.00</b>	<b>\$ 19,500.00</b>	<b>\$ 20,000.00</b>
<b>Annual Costs</b>				
<b>Component</b>	<b>TouchNet 3</b>	<b>Nelnet 3</b>	<b>TMS 3 &amp; 5</b>	<b>Cashnet 3</b>
Tuition payments	\$ 45,400.00	\$ 28,080.00	\$ 6,300.00	\$ 50,000.00
ACH transaction fees	\$ 10,250.25	\$ 2,733.00	\$ 4,100.10	\$ -
Foundation and special payments	\$ 10,465.00	\$ 10,800.00	\$ 216.00	\$ -
<b>Total to replace current payment functionality</b>	<b>\$ 66,115.25</b>	<b>\$ 41,613.00</b>	<b>\$ 10,616.10</b>	<b>\$ 50,000.00</b>
Tuition Payment Plans	\$ 32,835.00	\$ -	\$ -	\$ -
lost revenue on pay plan	\$ -	\$ 154,875.00	\$ 216,825.00	\$ -
Total payment plan	\$ 32,835.00	N/A	\$ 216,825.00	\$ -
subtotal for payment plus payment plan	\$ 98,950.25	N/A	\$ 227,441.10	\$ 50,000.00
Online Billing	\$ 10,465.00	\$ 16,200.00	\$ 31,800.00	\$ -
subtotal for payment plus billing	\$ 76,580.25	\$ 57,813.00	\$ 42,416.10	\$ 50,000.00
<b>Total for all components</b>	<b>\$ 109,415.25</b>	<b>\$ 57,813.00</b>	<b>\$ 280,473.30</b>	<b>\$ 50,000.00</b>
<b>First Year Costs</b>				
<b>Component</b>	<b>TouchNet 3</b>	<b>Nelnet 3</b>	<b>TMS 3 &amp; 5</b>	<b>Cashnet 3</b>
implementation to replace current payment functionality	\$ 29,200.00	\$ 16,920.00	\$ 7,220.00	\$ 20,000.00
annual to replace current payment functionality	\$ 66,115.25	\$ 41,613.00	\$ 10,616.10	\$ 50,000.00
<b>Total to replace current functionality</b>	<b>\$ 95,315.25</b>	<b>\$ 58,533.00</b>	<b>\$ 17,836.10</b>	<b>\$ 70,000.00</b>
Payment Plan Implementation	\$ 12,500.00	N/A	\$ 1,500.00	\$ -
Payment Plan annual *	\$ 32,835.00	N/A	\$ 216,825.00	\$ -
<b>Payment Plan Total</b>	<b>\$ 45,335.00</b>	<b>\$ -</b>	<b>\$ 218,325.00</b>	<b>\$ -</b>
Online Billing implementation	\$ 7,000.00	\$ 9,000.00	\$ 5,000.00	\$ -
Online Billing annual	\$ 10,465.00	\$ 16,200.00	\$ 31,800.00	\$ -
<b>Online Billing Total</b>	<b>\$ 17,465.00</b>	<b>\$ 25,200.00</b>	<b>\$ 36,800.00</b>	<b>\$ -</b>
<b>Total for all components *</b>	<b>\$ 158,115.25</b>	<b>\$ 83,733.00</b>	<b>\$ 272,961.10</b>	<b>\$ 70,000.00</b>
			<b>\$ 56,136.10</b>	<b>**</b>

\* TMS total includes lost revenue from pay plan

\*\* TMS price if we don't account for lost payment plan revenue

**ATTACHMENT E**

**BID SUMMARY  
MANAGED BACKUP SERVICES**

Comments

Company (Bidder)	Base Bid, 3 Yr Cost	Bid Year 4	Bid Year 5	Total 5 Yr	Comments by Purchasing	ITS Evaluation Comments
Alpha Technologies USA Inc	\$294,920.00	\$89,160.00	\$90,000.00	\$474,080.00	No uploaded proposal docs, just pricing. Would not consider this bidder.	
Archive Data Solutions	\$306,161.56	98,720.52	98,720.52	\$503,602.60	option 1 price only, see proposal for add'l options	Option 1 feasible but a complete change out of equipment is not realistic in the timeframe. We would again be without a solution for most of the summer.
Insight	\$769,321.39	\$232,002.00	\$248,597.00	\$1,249,920.39	Expensive but very comprehensive response	Price is very high but a clear proposal that was the most comprehensive - just too expensive.
Networking Technologies and Support	\$343,716.84	\$22,254.48	\$22,254.48	\$388,225.80	Basic solution, see proposal for add'l price options	Pricing unclear and EXOBLOX is not an option that CCP is entertaining - nas solution. This would require a complete changeout of equipment. The 6 week implementation would not be long enough and we would be without a backup solution this summer.
Omega Systems Consultants, Inc.	\$350,280.00	\$116,760.00	\$116,760.00	\$583,800.00	Price is based on Option 2 in the proposal	Two options stated but option 2 price was not competitive. Long implementation cycle would leave us without a solution for backing up data this summer.
PhillyCom, Inc.	\$131,760.12	\$40,520.04			There are inconsistencies with this price sheet cost vs. the proposal doc which has \$150,623 as their 1 Yr cost. Please review the proposal for add'l 5 Yr price option did not comply by entering price on price sheet in Pennbid; pricing contained in their uploaded documents. Discounted monthly cost for a 4 and 5 year commitment. Yr 4 \$8416/mo total 4 yr cost \$403,968 or yr 5 \$8124/mo total 5 yr \$487,440	Barracuda solution is not an option for CCP. We have experienced this appliance and found it to be lacking. Pricing was unclear.
Cogentix	\$323,028.00	\$107,676.00	\$107,676.00	\$538,380.00		ITS would like to remain with Cogentix (formerly DSS) and go with the 5 year agreement. The solution of EXAGRID is sound and will remove the tape backup solution 9th the point of the RFP) that we are currently doing and provide a path into the current century of backup. The remove of tape is a saving of \$4,300 annually (Autovault \$600 and Iron Maintain \$3700) which were included in FY18 proposed Operating dollars. The extra expense of this solution will pay for itself over time in our ability to manage the data we are backing up and provide improved restore points via EXAGRID.