

BOARD OF BIDS AND CONTRACTS FEBRUARY 13, 2020

**ITEM REQUIRING BOCC APPROVAL
(6 ITEMS)**

1. 2 EA. 2020 CHEVROLET EXPRESS 3500 15 PASSENGER FULL SIZE VANS -- FLEET MANAGEMENT / SHERIFF'S OFFICE

FUNDING -- SHERIFF TRANSPORT VAN

(Request sent to 16 vendors)

RFB #20-0020 S/C #8000160575

		Davis-Moore Chevrolet, Inc.			Don Hattan Chevrolet		
	Qty	Unit Price	Extended Price		Unit Price	Extended Price	
2020 Chevrolet Express 3500 15 Passenger Full Size Van	2 Ea.	\$29,812.00	\$59,624.00		\$29,700.00	\$59,400.00	
Model		CG33706			2020 Express Passenger Van		
Manuals - Complete Sets Paper or CD ROM	3 Ea.	N/A for 2020 MY	N/A for 2020 MY		N/A	N/A	
Order Cut Off Date		3/5/2020			3/5/2020		
Delivery ARO Days		25 Weeks			60-90 Days		
		Cost Year 1	Cost Year 2	Cost Year 3	Cost Year 1	Cost Year 2	Cost Year 3
Hourly Labor Rate		\$100.00	\$100.00	\$100.00	\$85.00	\$85.00	\$85.00
Parts-cost + Markup		30%	30%	30%	25%	25%	25%
Satellite Radio Option		\$132.00		\$264.00	\$147.00		\$294.00
No Bid		Mel Hamblen Ford					

On the recommendation of Britt Rosencutter, on behalf of Fleet Management and Sheriff's Office, Randy Bargdill moved to **accept the low bid from Don Hattan Chevrolet in the amount of \$59,400.00 and establish contract pricing for labor and parts at the rates listed above for three (3) years.** Ellen House seconded the motion. The vote passed three to one with Tim Myers abstaining from the vote.

These vans are used to transport inmates to and from various facilities by Sheriff's staff. The Chevrolet Express 3500 15 Passenger Full Size vans were requested due to the custom built partitions and window bars, which will be transferred from the previous van to the new ones. Last year, these two (2) vans drove an average of 57,906 miles per vehicle.

Neither van meets the 15 point criteria required for vehicle replacement. However, due to high mileage and because they are transporting inmates throughout the state, these vehicles need to be dependable.

Note:

Vehicles being replaced:

3944 2017 Chevrolet CCG3706 185,564 miles 1GAZGNFGXH1155299 Points - 12.9
3945 2017 Chevrolet CCG3706 195,124 miles 1GAZGNFGOH1160432 Points - 14.8

These are replacement vehicles for the Sheriff's Office. Surplus will be sold on Purple Wave, Inc.

Questions and Answers

Russell Leeds: Are there any recusals at this time?

Tim Myers: I do, Tim Myers.

Russell Leeds: At this time do we have any questions from the Board? I just wanted clarification on this particular vehicle obviously there will be a warranty with it, but then do we take this to a dealer, in this case Don Hattan Chevrolet, would they do the maintenance on this vehicle opposed to our fleet?

Penny Poland: No, any work that would be done in house is done by fleet technicians.

Russell Leeds: Okay, so what is the pricing on labor and parts?

Penny Poland: That is in the event if we have to take it to the vendor for big engine repair, transmission work, and things like that.

Russell Leeds: Okay, but all routine maintenance will be done through normal procedures?

Penny Poland: That is correct.

Russell Leeds: Is it common for us to replace this particular part of our fleet more frequently because of the fact that they're transporting detainees and they're traveling long distance on a regular basis?

Penny Poland: Yes, it's the mileage.

Russell Leeds: It because an officer's safety as well as a prisoner's safety, I would assume?

Penny Poland: Yes, sir.



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**2. 2 EA. LIGHT DUTY EXTENDED CAB TRUCKS -- FLEET MANAGEMENT/METROPOLITAN AREA BUILDING AND CONSTRUCTION DEPARTMENT (MABCD)
FUNDING -- RAM 1500 QUAD CAB**

(Request sent to 52 vendors)

RFB #20-0003 S/C #8000160573

		Ed Bozarth Chevrolet, Inc.	
Description	QTY.	Per Each	Total Cost
Ea., Light Duty Extended Cab Trucks	2	\$25,611.00	\$51,222.00
Make & Model		2020 Chevrolet CC10753 Double Cab	
Manuals: One complete set Paper or Electronic	1	\$475.00	
Acknowledged Addendum		Yes	
Delivery Date		65-80 days ARO	
		Rusty Eck Ford	
Description	QTY.	Per Each	Total Cost
Ea., Light Duty Extended Cab Trucks	2	\$24,148.00	\$48,296.00
Make & Model		2020 Ford Ranger Super Cab	
Manuals: One complete set Paper or Electronic	1	\$196.00	
Acknowledged Addendum		Yes	
Delivery Date		14-16 Weeks	
		Olathe Ford	
Description	QTY.	Per Each	Total Cost
Ea., Light Duty Extended Cab Trucks	2	\$47,846.00	\$95,692.00
Make & Model		2020 Ford Ranger	
Manuals: One complete set Paper or Electronic	1	Included	
Acknowledged Addendum		No	
Delivery Date		TBD	
		Parks Motors	
Description	QTY.	Per Each	Total Cost
Ea., Light Duty Extended Cab Trucks	2	\$23,173.00	\$46,346.00
Make & Model		Ram 1500 Quad Cab	
Manuals: One complete set Paper or Electronic	1	Included	
Acknowledged Addendum		Yes	
Delivery Date		60-75 days ARO	
No Bids	Ed M. Feld Equipment Co., Inc.		
	Marmie Motors		
	Orr Nissan Wichita		
	Master Transportation		

On the recommendation of Britt Rosencutter, on behalf of Fleet Management and MABCD, Tim Myers moved to **accept the low bid from Parks Motors in the amount of \$46,346.00**. Randy Bargdill seconded the motion. The motion passed unanimously.

These vehicles are used to transport code staff to locations where they perform building inspections, incidents regarding nuisance, and zoning violations. In the last 12 months the department drove an average of 20,302 miles per vehicle.

Note:

0658 2008 Chevrolet Silverado 184,437 miles 1GCEC14CX8Z208627 16.8 points
9406 2010 Chevrolet Colorado 133,954 miles 1GCESBDE5A8138203 Totaled

These are replacement vehicles for MABCD. Surplus will be sold on Purple Wave, Inc.

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3. ON-CALL BALLOT PRINTING -- ELECTION OFFICE

FUNDING -- ELECTION OFFICE

(Request sent to 134 vendors)

RFB #19-0047 Contract

	Mainline Printing, Inc.	Runbeck Election Services
1. Ea., Charge per Ballot Style (1-front and 1-back per style)	\$55.40	\$150.00
2. Charge for Paper (80 lb. Index-price per 1000)		
3. 8-1/2 X 11 White Paper	\$70.65	\$280.00
4. 8-1/2 X 14 White Paper	\$79.25	\$280.00
5. 8-1/2 X 17 White Paper	\$87.25	\$290.00
6. 8-1/2 X 19 White Paper	\$114.50	\$300.00
7. Ea., Test Deck (1 ballot for each ballot style, including freight)	\$1,595.00	\$400.00
8. Charge for Additional Ballot Order (per 100 ballots)	\$17.75	above pricing
9. Paper Manufacturer	ES Countrite Ballot 80 lb. Text	International Paper
No Bids	Advanced Printing Solutions	Advanced Sign & Graphics
	Aircraft & Commercial Enterprises	Associated Business Forms, Inc.
	Broadstroke, Inc.	Chux Trux, Inc.
	Copy Express, Inc.	Envelope Guys
	File Safe, Inc.	Forms Plus Services, Inc.
	Graphic Designs International, Inc.	HPS Process Service & Investigations
	Image Quest	JP Services
	Kansas Correctional Industries	Lee Printed Products
	Minneapolis Messenger	Pirtle Investment, LLC
	Printing Plus, Inc.	Quick Print
	Rand Graphics	Signs & Design
	SMEAD Manufacturing Company	Southwest Paper
	Strahm Automation and Mailing Services	Sullivan Gang Graphics & Printing
	Sumner One	Truth Printing
	Universal Products	Vulcan Signs
	Weiss Communication	Mail Services LLC
	Amsterdam Printing	City Print Inc.
	Foto Club Enterprises, Inc.	Hesston Prestige Printing
Ken's Printing Center	Quality Logo Products Inc.	

On the recommendation of Britt Rosencutter, on behalf of the Election Office, Ellen House moved to **accept the overall low bid from Mainline Printing, Inc. at the rates listed for one (1) year with two (2) one (1) year options to renew.** Tim Myers seconded the motion. The motion passed unanimously.

The Election Office has the majority of their ballot printing done in-house. However, it is necessary to have an external vendor on-call for these services in the event of equipment failure/malfunction or staffing issues that may arise during the time ballots are printed.

Note:

These services are in place as a back-up solution or to supplement the ballots being printed in-house, therefore, no estimated annual cost is available at this time. Mainline Printing, Inc. was our previous vendor.

Questions and Answers

Russell Leeds: What questions do we have on this item?

Tim Myers: Are these rates consistent with what we had last time since this is our previous vendor?

Britt Rosencutter: Actually the pricing on the charge per ballot and the 8 ½ x 11 went down from the previous time.

Tim Myers: Thank you.

Russell Leeds: Did we have any printing done by this vendor on previous contract?

Sandra Gritz: Yes, we have had printing for 2018 general election as well as 2016 general election.

Russell Leeds: How long was the previous contract for?

Britt Rosencutter: It ended in 2019 and it was for 3 years.

Russell Leeds: Okay, so we used them a couple of times over the last 3 years.

Tim Myers: Were we satisfied with this vendor?

Sandra Gritz: Yes, we experienced excellent customer service and liked the quality of their work.

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4. INFORMATION TECHNOLOGY SECURITY PRODUCTS -- DIVISION OF INFORMATION & TECHNOLOGY FUNDING -- SYSTEMS AND SECURITY

(Joint Governmental Purchase - State of Texas Department of Information Resources (TX-DIR) Contract #DIR-TSO-4133)

#20-2009 S/C #8000160748

	OPTIV Security, Inc.		
	Quantity	Unit Price	Total
Palo Alto Networks PA-5220 with redundant AC power supplies	2	\$35,420.11	\$70,840.22
PANDB URL filtering subscription for device in an HA pair year 1, PA-5220	2	\$4,946.85	\$9,893.70
Threat prevention subscription for device in an HA pair year 1, PA-5220	2	\$4,946.85	\$9,893.70
WildFire subscription for device in an HA pair year 1, PA-5220	2	\$4,946.85	\$9,893.70
Premium support year 1, PA-5220	2	\$9,025.00	\$18,050.00
Palo Alto Networks: PA-5200 4 post rack mount kit.	1	\$112.50	\$112.50
Palo Alto Networks: SFP+ 10GigE Passive Cable Assembly (PA-7000 series, PA-5060, PA-5050) TRUSTED PRODUCT	1	\$375.00	\$375.00
Estimated Shipping			\$118.81
Total			\$119,177.63

On the recommendation of Josh Lauber, on behalf of Division of Information & Technology, Randy Bargdill moved to **utilize the State of Texas Department of Information Resources (TX-DIR) Contract #DIR-TSO-4133 with Optiv Security, Inc. in the amount of \$119,177.63.** Ellen House seconded the motion. The motion passed unanimously.

The county requires cybersecurity products in its efforts to protect and secure county IT infrastructure. The immediate need is to update the firewalls, safeguard internal network traffic, and provide protections for internet usage. These provide our VPN connections to some remote locations as well.

Currently, there is no way the county could effectively move away from the Palo Alto systems. County staff is trained and all of the configurations are set in place according to rules proprietary to Palo Alto systems.

Note:

Previously, the county used the State of Kansas Contract #38294 and #38299. However, these contracts were allowed to expire without renewal or replacement so another option had to be found.

Recently, we found another contract, which provided a reliable security VAR (Optiv), which the county currently utilizes for these products. This contract is the State of Texas Department of Information Resources (TX-DIR) Contract #DIR-TSO-4133 with expiration date of July 16, 2022.

Questions and Answers

Russell Leeds: Questions from the Board on item four?

Randy Bargdill: With that statement there is no way the county could effectively move away, could somebody speak to this on why we can't move away from this system?

Joe Currier: The statement is worded that way because we've invested so much training with our staff that are managing those systems.

Russell Leeds: How long have we been using Palo Alto systems?

Joe Currier: The current implementation is about 6 years old.

Russell Leeds: The pricing through the Texas contract is it comparable through what we are paying understanding that there are annual increases, is it similar with what we had with the State of Kansas contract?

Joe Currier: My understanding is that it is.

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**5. KRONOS WORKFORCE MAINTENANCE AND SUPPORT -- DIVISION OF INFORMATION & TECHNOLOGY
FUNDING -- ENTERPRISE RESOURCE**

(Hardware/Software Maintenance)

#20-2011 S/C #8000160076

Maintenance and Support - Workforce (hardware and software) 03/17/2020 - 03/16/2021	Kronos Incorporated
Software Support Services	\$60,355.63
Equipment Support Services	\$29,680.62
Educational Services	\$10,661.07
Total	\$100,697.32

On the recommendation of Josh Lauber, on behalf of Division of Information & Technology, Tim Myers moved to **accept the quote from Kronos Incorporated in the amount of \$100,697.32**. Randy Bargdill seconded the motion. The motion passed unanimously.

Kronos Workforce provides the e-timesheet system and various timeclocks for Sedgwick County departments. This system integrates with SAP to provide a complete timekeeping/payroll solution.

Note:

Total spend for 2019 was \$91,751.58.

Questions and Answers

Russell Leeds: Questions from the Board on item five?

Tim Myers: This quote is similar to what we spent last year?

Greg Gann: Yes, it is.

Russell Leeds: Looks like a 10 percent or less increase.

Greg Gann: Yes, that has been consistent over the course of the contract.

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6. ELECTRONIC MEDICAL RECORDS SOFTWARE -- SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION

FUNDING -- SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION

(Request sent to 313 vendors)

RFP #19-0037 Contract

	COTSYS USA IT Business Solution Provider, L.L.C.	Medisked, LLC			Netsmart Technologies, Inc.*	Therap Services LLC
One Time Fees						
One Time implementation fees	\$350,000.00					
Training fees	\$12,000.00					
Consulting fees	\$125,000.00					
Initial Year Costs (include all fees for license, use, access, etc.)						
For x providers	\$50,000.00					
For each additional provider	\$10,000.00					
		Qty	Pricing	Total		
MediSked Solution Bundle (Coordinate, Connect, Exchange, and Portal): License Activation (One Time)		1	\$140,000.00	\$140,000.00		
Professional Services: Project Management, Implementation & Training (Per Month)		10	\$14,508.00	\$145,080.00		
Professional Services: Interface Consulting (Per Month)		3	\$17,732.00	\$53,196.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		1	\$10,000.00	\$0.00		
Year 1 Total				\$338,276.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		12	\$10,000.00	\$120,000.00		
Change Request Budget		1	\$10,000.00	\$10,000.00		
Year 2 Total				\$130,000.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		12	\$10,000.00	\$120,000.00		
Change Request Budget		1	\$10,000.00	\$10,000.00		
Year 3 Total				\$130,000.00		
One-Time Fees (Year 1)						
Software License						
myEvolv Suite - Perpetual License - 25 Named Users					\$11,875.00	
Professional Services						
myEvolv - Standard Implementation Netsmart Build					\$163,224.00	
myEvolv - Full Data Conversion					\$26,250.00	
myEvolv - Implementation					\$34,000.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)					\$0.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)					\$0.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)					\$0.00	
Total Software/Implementation One Time Fees					\$235,349.00	
One-Time Fees (Year 2)						
Software License						
myEvolv Suite - Perpetual License - 25 Named Users					\$0.00	
Professional Services						
myEvolv - Standard Implementation Netsmart Build					\$0.00	
myEvolv - Full Data Conversion					\$0.00	
myEvolv - Implementation					\$0.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)					\$11,050.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)					\$8,500.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)					\$8,500.00	
Total Software/Implementation One Time Fees					\$28,050.00	

	COTSYS USA IT Business Solution Provider, L.L.C.	Medisked, LLC	Netsmart Technologies, Inc.*	Therap Services LLC
One-Time Fees (Year 3)				
<i>Software License</i>				
myEvolv Suite - Perpetual License - 25 Named Users			\$0.00	
<i>Professional Services</i>				
myEvolv - Standard Implementation Netsmart Build			\$0.00	
myEvolv - Full Data Conversion			\$0.00	
myEvolv - Implementation			\$0.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)			\$0.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)			\$0.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)			\$0.00	
Total Software/Implementation One Time Fees			\$0.00	
Annual Recurring Fees (Year 1)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$0.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$0.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$0.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$22,704.00	
Total Year 1 All Items (One-Time Fees and Annual Recurring Fees)			\$258,053.00	
Annual Recurring Fees (Year 2)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$2,400.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$7,200.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$2,400.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$34,704.00	
Total Year 2 All Items (One-Time Fees and Annual Recurring Fees)			\$62,754.00	
Annual Recurring Fees (Year 3)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$2,400.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$7,200.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$2,400.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$34,704.00	
Total Year 3 All Items (One-Time Fees and Annual Recurring Fees)			\$34,704.00	
				No. of Individuals
				Rate/Individual
				Extended Total
				2100
				\$60.00
				\$126,000.00
				4000
				\$10.00
				\$40,000.00
Total for Year One				\$166,000.00
Total for Year Two**				\$169,170.93
Total for Year Three**				\$172,402.43
TOTALS	\$547,000.00	\$598,276.00	\$355,511.00	\$507,573.36

No Bid	9 to 5 Computer	Accusoft Corp.	Air Capital Media, LLC	Appricity Corporation	Bentley Systems, Inc.	Best Buy	BIS, Inc.	Bradley Software LLC
	Bradshaw Consulting Services	Central Square Technologies, LLC	CI Technologies	Concergent IT	Cybertron International	Eccovia Solutions	Firefold	First National Technology Solutions
	Foothold Technology	HR Focal Point	Image Quest	JCG Technologies, Inc.	Justice Systems, Inc.	KCI Inc.	Laser Equipment	Lexipol LLC
	Main Sail LLC	Mysidewalk, Inc.	Nationwide Telephone Contractors	Optum	Oxen Technology	Point & Pay	Portcullis Systems, Inc.	Professional Video Supply, Inc.
	Questys Solutions	Rydin	Safety Management Systems, Inc.	SCM Products	SDI Solutions	Securus Technologies	Smash Dev Shop, LLC	Solana
	Southern Computer Warehouse, Inc.	Stellar Data, Inc.	Stryker	Summerone	System Tools Software, Inc.	The Echo Group	TPX	Trainingwheel, Inc.
	Two Trees Technologies, LLC	Ultimate Software Group	Vandyke Software, Inc.	Welligent, Inc.	WSU Community Engagement Institute			

On the recommendation of Josh Lauber, on behalf of the Sedgwick County Developmental Disability Organization (SCDDO), Ellen House moved to **accept the proposal from Medisked, LLC for an estimated three (3) year cost of \$598,276.00.** Randy Bargdill seconded the motion. The motion passed unanimously.

A review committee comprised of Dee Nighswonger, Jeannette Livingston, Sherry Arbuckle, and Albert Koenig – SCDDO; Greg Gann and James Arnce – DIT; and Josh Lauber with Purchasing evaluated the proposals based on the criteria set forth in the RFP.

SCDDO oversees the service system for individuals with intellectual/developmental disabilities (IDD) in Sedgwick County. The agency's mission is to assist people with IDD to receive quality services and achieve greater independence. There are approximately 2,500 individuals in Sedgwick County determined eligible for the IDD system and a total of 49 affiliated services providers. The SCDDO is not a direct provider of IDD services but rather is responsible for assessing system eligibility, managing a network of affiliated service providers, and conducting quality assurance functions. Medisked's proposed solution best met the needs of the SCDDO and was a more comprehensive fit with the business that the SCDDO does.

This software solution will provide for population and administrative network management. The system must have the ability to manage and track details of intake, program eligibility determinations, functional assessment, authorization of funding and services, options counseling and referral, contacts with consumers, professionals, and CSPs, document creation and storage, insurance/benefit coverage, Health Care Financing Administration compliant claims processing, accounts receivable and payable functionality, state reporting, and support work flow management. This system must have the ability to be used by up to 22 unique full-time staff and up to three (3) unique part-time staff. Estimated concurrent users are 15-20 full-time and 1-3 part-time.

Notes:

*Netsmart:

- 1.State Reporting Implementation in an estimate based on previous Kansas experience. Further discovery needed to confirm SCDDO's state reporting specifications.
- 2.Implementation travel costs are not included, and will be billed as incurred.
3. Recurring fees subject to annual CPI-U increase, not to exceed 3% (Annual increase not reflected in above proposal).
4. Clearinghouse - Netsmart's RevConnect clearinghouse solution and services are not included in the above proposal, although it is referenced withing the RFP response. Further discovery/discussion needed to determine pricing.
5. Implementation hours and associated costs may decrease with the option of including Netsmart's UPLIFT program upon initial conversion.
6. Year One Fees to be paid based on implementation milestone payment schedule, as defined during contract discussion.

Therap Services LLC:

**Future year pricing based on Consumer Pricing Index (CPI)

Questions and Answers

Russell Leeds: Questions from the Board on item number six?

Ellen House: How is all of this accomplished now?

Jeannette Livingston: Currently we have a software called Site Consult, which was a community health center built medical record. They have discontinued providing that product and after March of next year it will no longer be supported.

Ellen House: Thank you.

Russell Leeds: Of the vendors that were evaluated could you speak to why the selected vendor is the best value selection for Sedgwick County?

Jeannette Livingston: It seems to be fairly common for there to be software for provider organizations, so the organizations that provide the direct services to individuals with disabilities. We don't provide those services, instead we manage the network and the quality assurance which is different. The other two bids were software that specialize in serving provider organizations. Medisked, LLC has developed a system that actually works more comprehensively for what we need.