7-2021 - Land Records Recording Software

Project Overview

|  |  |
| --- | --- |
| Project Details |  |
| Reference ID | 7-2021 |
| Project Name | Land Records Recording Software |
| Project Owner | Todd Slatin |
| Project Type | RFP |
| Department | Purchasing |
| Budget | $0.00 - $0.00 |
| Project Description | The Office of the Fayette County Clerk, Lexington, Kentucky, is requesting sealed proposals from qualified vendors for a software solution for our Land Records Recording Department, which includes document recording, marriage license, and notary bonding. The application must support all aspects of recording any Kentucky document type, both on paper and electronically, and allow our users to set the order and times in which documents are accepted for recordation. It will support the processing of all payments, e-recording vendor integration, scanning, indexing, and verification. The solution must also provide a web-based portal for public researchers, either through a pay wall or at no cost. |
| Open Date | Mar 25, 2021 2:00 PM EDT |
| Close Date | Apr 30, 2021 2:00 PM EDT |

|  |  |
| --- | --- |
| Highest Scoring Supplier | Score |
| Business Information Systems | 94.05 pts |

Conflict of Interest

# NON-CONFLICT OF INTEREST/CONFIDENTIALITY STATEMENT I, the undersigned, a member of the Selection Committee for the RFP project will perform the evaluation under the guidelines, procedures and requirements in the evaluation plan. Further, whether I am an employee of the Lexington-Fayette Urban County Government or a consultant assisting in the evaluation of the proposal, I represent as follows: 1. I have a professional interest in seeing that the scoring and evaluation of the vendor responses to this request for proposal can be supported and defended, and that the recommendation of the Selection Committee will lead to the selection of the proposal most advantageous to the LFUCG, taking into consideration the price and evaluation factors set forth in the RFP. 2. Except as I have disclosed in detail, I neither have nor shall I during the evaluation acquire any financial interest, direct or indirect, in any offeror or otherwise that would conflict in any manner or degree with my evaluation responsibilities. Member of my immediate family(spouse or children) and other family members who are in my household are subject to the same restriction and disclosure requirements. For purposes of this provision, publicly traded shares in stock of any offeror that are selected and administered by a third person, e.g. a mutual fund or retirement plan, are not subject to this restriction. Otherwise, the nature and extent of such financial interests must be disclosed by me to the purchasing agent for their evaluation of the significance of the financial interest on participation in this evaluation. 3. Notwithstanding my termination of employment or other later disassociation from this selection committee, I may not participate in the development of proposals in response to this solicitation. 4. I am aware that this evaluation will involve my knowledge of official information and possible vendor commercial information not publicly known. I agree not to disclose any information gained during the course of my service on this evaluation committee to any person, except to other LFUCG employees who may in the normal course of LFUCG business have a need for such information. If I should become aware of any situation, which might arise, that could alter any of the representations above, or that might otherwise create the appearance of a conflict or other impropriety, I will notify the purchasing agent and committee chair immediately.

|  |  |  |
| --- | --- | --- |
| Name | Date Signed | Has a Conflict of Interest? |
| Todd Slatin | May 20, 2021 10:40 AM EDT | No |
| Don Blevins | May 18, 2021 11:47 AM EDT | No |
| Sondra Grissom | May 19, 2021 9:54 AM EDT | No |
| Meredith Watson | May 19, 2021 8:48 AM EDT | No |

Submissions

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Supplier | Date Submitted | Name | Email | Confirmation Code |
| Avenu Insights & Analytics, LLC | May 18, 2021 10:31 AM EDT |  |  | MTQxOTI4 |
| Business Information Systems | May 18, 2021 10:32 AM EDT |  |  | MTQxOTMw |
| Cott Systems | May 18, 2021 10:32 AM EDT |  |  | MTQxOTMx |
| Courthouse Computer Systems, Inc. | May 18, 2021 10:33 AM EDT |  |  | MTQxOTMy |
| Document Technology Systems | May 18, 2021 10:34 AM EDT |  |  | MTQxOTMz |
| Harris Recording Solutions | May 18, 2021 10:35 AM EDT |  |  | MTQxOTM2 |
| Software Management LLC | May 18, 2021 10:36 AM EDT |  |  | MTQxOTM5 |
| Granicus LLC | May 18, 2021 10:34 AM EDT |  |  | MTQxOTM0 |
| Pioneer Technology Group | May 18, 2021 10:36 AM EDT |  |  | MTQxOTM3 |

Project Criteria

|  |  |  |
| --- | --- | --- |
| Criteria | Points | Description |
| Cost | 10 pts | Life cycle cost |
| Scope of work, etc. | 50 pts | Ability to complete the full scope of work and overall completeness of submission, features, ease of use |
| Support | 25 pts | Support levels during and post installation, training offered |
| Knowledge, experience | 15 pts | Knowledge, experience, and qualifications in the property records industry |
| Total | 100 pts |  |

Scoring Summary

Active Submissions

|  | Total | Cost | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- | --- |
| Supplier | / 100 pts | / 10 pts | / 50 pts | / 25 pts | / 15 pts |
| Business Information Systems | 94.05 pts | 4.718 pts ($439,000.00) | 50 pts | 24.33 pts | 15 pts |
| Courthouse Computer Systems, Inc. | 91.48 pts | 6.813 pts ($304,000.00) | 45.33 pts | 24.33 pts | 15 pts |
| Software Management LLC | 83.36 pts | 7.025 pts ($294,816.00) | 36.33 pts | 25 pts | 15 pts |
| Cott Systems | 83 pts | 10 pts ($207,115.00) | 34.33 pts | 24.33 pts | 14.33 pts |
| Harris Recording Solutions | 70.31 pts | 8.645 pts ($239,583.00) | 30 pts | 21 pts | 10.67 pts |
| Avenu Insights & Analytics, LLC | 66.56 pts | 6.231 pts ($332,400.00) | 30 pts | 20 pts | 10.33 pts |
| Document Technology Systems | 66.12 pts | 5.119 pts ($404,600.00) | 30 pts | 20.33 pts | 10.67 pts |

Eliminated Submissions

|  | Cost | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Supplier | / 10 pts | / 50 pts | / 25 pts | / 15 pts |
| Granicus LLC | 10 pts ($163,492.00) | - | - | - |
| Pioneer Technology Group | 2.444 pts ($668,950.00) | - | - | - |

Reason

| Supplier | Disqualified by | Reason |
| --- | --- | --- |
| Granicus LLC | Todd Slatin | Total cost for Granicus does not include legislative updates which is a deal breaker for us |
| Pioneer Technology Group | Todd Slatin | Pioneer&#039;s pricing puts them well above our budget |

Proposal Scores

Avenu Insights & Analytics, LLC - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 50 pts | 20 pts | 20 pts | 10 pts |
| Evaluator 1 | 65 pts | 35 pts | 20 pts | 10 pts |
| Evaluator 3 | 66 pts | 35 pts | 20 pts | 11 pts |
|  | Average: | 30 pts | 20 pts | 10.33 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 60.33 pts | 30 pts | 20 pts | 10.33 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 6.231 pts | $332,400.00 |
|  | Average: | $332,400.00 |
|  |  | ↓ |
| Calculated: | 6.231 pts | 6.231 pts ($332,400.00) |

Business Information Systems - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 90 pts | 50 pts | 25 pts | 15 pts |
| Evaluator 1 | 88 pts | 50 pts | 23 pts | 15 pts |
| Evaluator 3 | 90 pts | 50 pts | 25 pts | 15 pts |
|  | Average: | 50 pts | 24.33 pts | 15 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 89.33 pts | 50 pts | 24.33 pts | 15 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 4.718 pts | $439,000.00 |
|  | Average: | $439,000.00 |
|  |  | ↓ |
| Calculated: | 4.718 pts | 4.718 pts ($439,000.00) |

Cott Systems - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 70 pts | 30 pts | 25 pts | 15 pts |
| Evaluator 1 | 71 pts | 35 pts | 23 pts | 13 pts |
| Evaluator 3 | 78 pts | 38 pts | 25 pts | 15 pts |
|  | Average: | 34.33 pts | 24.33 pts | 14.33 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 73 pts | 34.33 pts | 24.33 pts | 14.33 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 10 pts | $207,115.00 |
|  | Average: | $207,115.00 |
|  |  | ↓ |
| Calculated: | 10 pts | 10 pts ($207,115.00) |

Courthouse Computer Systems, Inc. - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 85 pts | 45 pts | 25 pts | 15 pts |
| Evaluator 1 | 83 pts | 45 pts | 23 pts | 15 pts |
| Evaluator 3 | 86 pts | 46 pts | 25 pts | 15 pts |
|  | Average: | 45.33 pts | 24.33 pts | 15 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 84.67 pts | 45.33 pts | 24.33 pts | 15 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 6.813 pts | $304,000.00 |
|  | Average: | $304,000.00 |
|  |  | ↓ |
| Calculated: | 6.813 pts | 6.813 pts ($304,000.00) |

Document Technology Systems - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 50 pts | 20 pts | 20 pts | 10 pts |
| Evaluator 1 | 65 pts | 35 pts | 20 pts | 10 pts |
| Evaluator 3 | 68 pts | 35 pts | 21 pts | 12 pts |
|  | Average: | 30 pts | 20.33 pts | 10.67 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 61 pts | 30 pts | 20.33 pts | 10.67 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 5.119 pts | $404,600.00 |
|  | Average: | $404,600.00 |
|  |  | ↓ |
| Calculated: | 5.119 pts | 5.119 pts ($404,600.00) |

Harris Recording Solutions - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 50 pts | 20 pts | 20 pts | 10 pts |
| Evaluator 1 | 65 pts | 35 pts | 20 pts | 10 pts |
| Evaluator 3 | 70 pts | 35 pts | 23 pts | 12 pts |
|  | Average: | 30 pts | 21 pts | 10.67 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 61.67 pts | 30 pts | 21 pts | 10.67 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 8.645 pts | $239,583.00 |
|  | Average: | $239,583.00 |
|  |  | ↓ |
| Calculated: | 8.645 pts | 8.645 pts ($239,583.00) |

Software Management LLC - Scoring Summary

Evaluation Group 1 - Main Evaluation

|  | Total | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- | --- |
| Reviewer | / 90 pts | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | 65 pts | 25 pts | 25 pts | 15 pts |
| Evaluator 1 | 80 pts | 40 pts | 25 pts | 15 pts |
| Evaluator 3 | 84 pts | 44 pts | 25 pts | 15 pts |
|  | Average: | 36.33 pts | 25 pts | 15 pts |
|  |  | ↓ | ↓ | ↓ |
| Calculated: | 76.33 pts | 36.33 pts | 25 pts | 15 pts |

Evaluation Group 2 - Cost

|  | Total | Cost |
| --- | --- | --- |
| Reviewer | / 10 pts | / 10 pts |
| Evaluator 2 | 7.025 pts | $294,816.00 |
|  | Average: | $294,816.00 |
|  |  | ↓ |
| Calculated: | 7.025 pts | 7.025 pts ($294,816.00) |

Granicus LLC - Scoring Summary (Eliminated)

Evaluation Group 1 - Main Evaluation

|  | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- |
| Reviewer | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | - | - | - |
| Evaluator 1 | - | - | - |
| Evaluator 3 | - | - | - |
| Average: | - | - | - |
|  | ↓ | ↓ | ↓ |
| Calculated: | - | - | - |

Evaluation Group 2 - Cost

|  | Cost |
| --- | --- |
| Reviewer | / 10 pts |
| Evaluator 2 | $163,492.00 |
| Average: | $163,492.00 |
|  | ↓ |
| Calculated: | 10 pts ($163,492.00) |

Pioneer Technology Group - Scoring Summary (Eliminated)

Evaluation Group 1 - Main Evaluation

|  | Scope of work, etc. | Support | Knowledge, experience |
| --- | --- | --- | --- |
| Reviewer | / 50 pts | / 25 pts | / 15 pts |
| Evaluator 2 | - | - | - |
| Evaluator 1 | - | - | - |
| Evaluator 3 | - | - | - |
| Average: | - | - | - |
|  | ↓ | ↓ | ↓ |
| Calculated: | - | - | - |

Evaluation Group 2 - Cost

|  | Cost |
| --- | --- |
| Reviewer | / 10 pts |
| Evaluator 2 | $668,950.00 |
| Average: | $668,950.00 |
|  | ↓ |
| Calculated: | 2.444 pts ($668,950.00) |

Proposal Score Comments

Avenu Insights & Analytics, LLC - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 6.231 pts ($332,400.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Partially meets my expectations | No direct support for Kentucky Title Liens, Marriage Licenses, and Delinquent taxes. Those are large gaps in functionality that several other vendors already support. |
| Evaluator 1 | 35 pts | Other | Offers adequate recording module and online land records search portal but no delinquent tax module or title lien statement module. |
| Evaluator 3 | 35 pts | Other | Response does not mention vendor having a Marriage License and Notary systems |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Well-supported claim(s) | Support and training response meets expectations, but being first Kentucky implementation and from out of state raises concern. |
| Evaluator 1 | 20 pts | Other | No Kentucky-based support, company not located near Kentucky |
| Evaluator 3 | 20 pts | Other | Vendor has no history with supporting KY counties. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 10 pts | Well-supported claim(s) | Good industry experience but no Kentucky implementations. |
| Evaluator 1 | 10 pts | Other | Software looks impressive but no Kentucky clients |
| Evaluator 3 | 11 pts | Other | Concerned that vendor has no existing KY counties using their software. |

Business Information Systems - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 4.718 pts ($439,000.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 50 pts | Strongly fits desired attribute(s) | Best fit overall.  UI is good, albeit a bit busy. Use and training would likely overcome this.  Very good error checking during indexing.  Customer search capability (Jefferson Co. example) very good.  Delinquent tax and automated tax sale support is good.  Has Jefferson and Kenton (#1 and #3 in size) as clients. |
| Evaluator 1 | 50 pts | Meets or exceeds my expectations | Has all software functionality we need, including additional modules |
| Evaluator 3 | 50 pts | Strongly fits desired attribute(s) | Software meets needed requirements. Provides customizable functions to meet client needs. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 25 pts | Strongly fits desired attribute(s) | Support and training response meets expectations. |
| Evaluator 1 | 23 pts | Other | No Kentucky support office, but company located within half-day drive should in-person support be required. |
| Evaluator 3 | 25 pts | Meets or exceeds my expectations | Established company that is able to provide multiple levels of support, |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 15 pts | Strongly fits desired attribute(s) | Good industry and Kentucky specific experience. |
| Evaluator 1 | 15 pts | Meets or exceeds my expectations | Has large Kentucky presence including large counties, seems very familiar with county needs. |
| Evaluator 3 | 15 pts | Meets or exceeds my expectations | Currently has 7 KY counties using software. |

Cott Systems - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 10 pts ($207,115.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 30 pts | Partially meets my expectations | A good system overall, but:  - no online marriage license data entry  - no support for Kentucky delinquent property tax |
| Evaluator 1 | 35 pts | Other | Land records software is good, but missing several modules needed. |
| Evaluator 3 | 38 pts | Other | Vendor does not provide KY Vehicle Title Lien or Delinquent Tax processing. Marriage License systems does not have the ability to submit online applications or have an in-office Kiosk. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 25 pts | Strongly fits desired attribute(s) | Support and training response meets expectations. |
| Evaluator 1 | 23 pts | Other | No Kentucky office, but located within half-day drive if in-person support should be needed. |
| Evaluator 3 | 25 pts | Strongly fits desired attribute(s) | Vendor provides multiple support levels. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 15 pts | Strongly fits desired attribute(s) | Good industry and Kentucky specific experience. |
| Evaluator 1 | 13 pts | Other | Handles several Kentucky counties. |
| Evaluator 3 | 15 pts | Strongly fits desired attribute(s) | Vendor has existing experience in KY. |

Courthouse Computer Systems, Inc. - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 6.813 pts ($304,000.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 45 pts | Meets or exceeds my expectations | Good system. Don't care for the UI- a bit too much switching screens, but with the advantage of less busy screens.  Good OCR integration.  Robust search capability.  Delinquent tax and tax sale support very good.  Excellent error checking for human error in indexing.  Concerns:  Largest county install in Kentucky appears to be Christian.  Concerned about overall size of the firm itself and its ability to support a larger county. They are also mostly out of state, so that may affect support although I did not adjust for that in the Support column.  Last implementation appears to have been many years ago, according to their website. |
| Evaluator 1 | 45 pts | Other | Handles a few Kentucky counties, has required extra modules, small company. |
| Evaluator 3 | 46 pts | Strongly fits desired attribute(s) | System does not automatically flow into payment processing for applications such as Marriage Licenses and Delinquent Taxes. Requires user to select a different application to complete payment. Public search function provide users with a variety of options. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 25 pts | Meets or exceeds my expectations | Support and training response meets expectations. Slight concern about overall size of company and "new" location in Ashland that is likely 1 or 2 employees. |
| Evaluator 1 | 23 pts | Other | One Kentucky office, located in Ashland. |
| Evaluator 3 | 25 pts | Strongly fits desired attribute(s) | User has multiple support levels, has office located in Ashland. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 15 pts | Strongly fits desired attribute(s) | Good industry and Kentucky specific experience. |
| Evaluator 1 | 15 pts | Meets or exceeds my expectations | Seems to have knowledge to manage a large county with required modules in place. |
| Evaluator 3 | 15 pts | Strongly fits desired attribute(s) | Vendor has KY counties currently using software. |

Document Technology Systems - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 5.119 pts ($404,600.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Partially meets my expectations | No direct support for Kentucky Title Liens, Marriage Licenses, and Delinquent taxes. Those are large gaps in functionality that several other vendors already support.  Also, PDF images are not currently an archival standard. |
| Evaluator 1 | 35 pts | Other | Land records software adequate, but lacking additional modules needed. |
| Evaluator 3 | 35 pts | Other | Vendor does not support Kentucky Vehicle Title Lien processing. System requires the conversion of FCC TIF images to PDF. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Well-supported claim(s) | Support and training response meets expectations, but being first Kentucky implementation and from out of state raises concern. |
| Evaluator 1 | 20 pts | Other | No Kentucky office, company based day's drive away. |
| Evaluator 3 | 21 pts | Well-supported claim(s) | Vendor offers multiple support levels and software updates. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 10 pts | Well-supported claim(s) | Good industry experience but no Kentucky implementations. |
| Evaluator 1 | 10 pts | Other | No Kentucky clients. |
| Evaluator 3 | 12 pts | Other | Vendor solution is not currently deployed in any KY counties. |

Harris Recording Solutions - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 8.645 pts ($239,583.00) | - | 4 Year TCO |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Partially meets my expectations | No direct support for Kentucky Title Liens, Marriage Licenses, and Delinquent taxes. Those are large gaps in functionality that several other vendors already support.  Like that M/L kiosk supports English and Spanish.  Financial export feature would need to be adjusted to work for us. |
| Evaluator 1 | 35 pts | Other | Land records software adequate, no additional modules. |
| Evaluator 3 | 35 pts | Other | System does not support Kentucky Vehicle Title Lien and Delinquent Tax processing. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 20 pts | Well-supported claim(s) | Support and training response meets expectations, but being first Kentucky implementation and from out of state raises concern. |
| Evaluator 1 | 20 pts | Other | No Kentucky office, company based out of state. |
| Evaluator 3 | 23 pts | Other | On-site training, multiple level support with problem escalation. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 10 pts | Well-supported claim(s) | Good industry experience but no Kentucky implementations. |
| Evaluator 1 | 10 pts | Other | No Kentucky clients. |
| Evaluator 3 | 12 pts | Other | No existing KY installations |

Software Management LLC - Scoring Comments

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 7.025 pts ($294,816.00) | - | 4 Year TCO  Del. Tax and Title Lien not quoted separately, and included in this TCO. |

Scope of work, etc. - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 25 pts | Partially meets my expectations | Generally a good system, with some concerns:  Computer auto validation of human error lacking. (Eg. number of pages, missing property address)  Restricts to one user per book type for eRecording. We would need more.  eRecording is a separate system, not as robust as main paper system in terms of verify process. Switch to main POS for payment as opposed to cleanly integrated.  No automated delinquent tax sale support. This is a big gap, as we already have this capability and don't want to lose it in the new system.  No Title Lien verification build in. Simple file upload. |
| Evaluator 1 | 40 pts | Other | Has adequate land records software, delinquent tax but no automated sale, TLS module |
| Evaluator 3 | 44 pts | Other | Payment processing for Marriage License, Delinquent Tax, Vehicle Title Liens is contained in a separate module, requiring user to reenter transaction key to process payment. System does not have pages scanned vs pages recorded checking during the scan process which could result in a high volume of rescans. |

Support - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 25 pts | Strongly fits desired attribute(s) | Support and training response meets expectations. |
| Evaluator 1 | 25 pts | Meets or exceeds my expectations | Kentucky-based and available in-state |
| Evaluator 3 | 25 pts | Strongly fits desired attribute(s) | Vendor has in-state offices. |

Knowledge, experience - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 15 pts | Strongly fits desired attribute(s) | Good industry and Kentucky specific experience. |
| Evaluator 1 | 15 pts | Meets or exceeds my expectations | Handles many Kentucky clients and aware of counties' issues. |
| Evaluator 3 | 15 pts | Other | Established in multiple KY counties. |

Granicus LLC - Scoring Comments (Eliminated)

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 10 pts ($163,492.00) | - | 4 Year TCO  Note: Legislative changes incur $175/hour charges to update S/W. Could be hugely expensive. All others include this in maintenance costs. |

Pioneer Technology Group - Scoring Comments (Eliminated)

Cost - Reviewer Scores

| Reviewer | Score | Reason | Comments |
| --- | --- | --- | --- |
| Evaluator 2 | 2.444 pts ($668,950.00) | - | 4 Year TCO  Uses fee per document structure. |