



CITY COUNCIL AGENDA ITEM

Date: August 17, 2015

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager
Mark Miller, Director of Economic & Community Development
Gert Paraskevin, Information Technology Director
Tom Darling, Director of Financial Services
Cathleen Russ, Library Director
Mallorie Colvin, Technology Specialist

Subject: Bid Waiver - Expand Envisionware Products for the Library and Budget Amendment

History

Troy Public Library has a long history of providing forward-thinking services that make patrons' visits to the Library more pleasant, efficient, and useful for their day-to-day lives. In 2000, the Library opened the Technology Center, offering patrons access to computers, Internet, wi-fi and printing services. The Technology Center continues to be a very popular service at the Library and the Library has expanded its technology offerings accordingly.

With ever-increasing patron demand for assistance and instruction with computer software, as well as devices such as smartphones, tablets, and ereaders, the Library would like to reduce the amount of staff time spent collecting money for printing fees. The proposed solution is to create a self-service pay station at the main library printer. Freeing up staff time will allow for better customer service, more one-on-one time helping patrons with in-depth questions, as well as the ability to work on new projects for the Technology Center, such as teaching computer classes. This project will also satisfy the growing demand for self-service. The Sterling Heights Public Library and the Rochester Public Library are two area libraries that offer self-service, which has worked well for them.

Products and services included in the proposal include: a coin and bill acceptor, which would allow patrons to continue paying with cash; EnvisionWare eCommerce, which would allow patrons to pay with credit or debit; and the EnvisionWare Authentication and Accounting Module (AAM) which, along with the BarcodePlus terminal, will allow patrons to preload funds on their library card so that they may pay with it. The proposal also includes MobilePrint, which will upgrade our current wireless printing service to allow patrons to send prints from outside the building as well as offering printing from mobile devices such as smartphones and tablets.



CITY COUNCIL AGENDA ITEM

Purchasing

The Library utilized EnvisionWare for patron authentication in the technology room. Then it was expanded to printing services. The Library then purchased EnvisionWare, Inc.'s LPT:One printing module in 2013 in conjunction with the Suburban Library Cooperative. Automating printing fee processing to be self-service in Library's Technology Center requires purchasing additional sets of modules to expand the current system directly from EnvisionWare, Inc.

The quote for automating printing services in the Library's Technology Center includes the software and hardware as detailed above to provide simple self-service printing to Troy Library patrons. The initial cost is **\$16,564.45** with maintenance fees of **\$3,338.75** per year.

In addition to providing customer service and self-service opportunity, the expansion of this software will result in a revenue stream for the Library. Based on annual printing revenues at current per-page prices annual revenue is expected to be approximately \$15,000.00. This amount will nearly fund the project in its first year and will off-set maintenance fees and toner/printer maintenance in future years.

Financial

The Library's expected revenue from printing fees as detailed below is approximately \$15,000.00 annually, which will largely cover the initial expenditures. However, in order to cover the initial expenditure a budget amendment will be necessary in the amount of \$16,600.00 as a transfer from the Library Fund to the Capital Fund to cover the cost incurred by the Capital Fund.

	Patron Charge/Page	Actual Cost/Page	Monthly Volume	Annual \$ Volume
Black/White Printing	\$0.10	\$0.007	5,000	\$5,580.00
Color Printing	\$1.00	\$0.065	1,000	\$11,220.00
Total				\$16,800.00
Cost of Printer Lease				-\$1,613.00
Estimated Annual Printing Revenue				\$15,187.00

Recommendation

City management recommends that the bid process be waived and authorizes City management to purchase additional software modules, as well as hardware, from *EnvisionWare, Inc. of Duluth, GA* to automate printing in the Library Technology Center. Purchases includes the Authentication and Accounting Module (AAM), eCommerce Self Service, BarcodePlus, MobilePrint, a coin and bill acceptor, and installation costs as detailed in the attached quote for a total estimated cost of **\$16,564.45**, with annual maintenance totaling **\$3,338.75**. It is also recommended a budget amendment be approved in the amount of \$16,600.00 as a transfer from the Library Fund to the Capital Fund to cover the cost incurred by the Capital Fund.

G:\drive Bid Award 2015-2016 Bid Waiver_Envisionware_Lib



EnvisionWare, Inc.
 2855 Premiere Parkway | Suite A
 Duluth GA 30097-5201
 United States
 800-216-8370 / +1 678-382-6500
www.envisionware.com
 Tax ID #: 58-2424595

Bill To
 Cathleen Russ
 Troy Public Library
 510 W. Big Beaver Road
 Troy MI 48084
 United States

Ship To

Quotation

Date	8/17/2015
Quote Number	US-22012
Quote Expires	9/30/2015
Project	
Sales Rep	Kraus, Steve
Partner	71018 Innovative Interfaces, Inc. [US]
Currency	US Dollar
Memo (Prints)	AAM ECS, CBA, MPS, B/C+
Terms	Net 30 Days
Currency	US Dollar
End User	
End User Expiration	
Maintenance Expiration	

Item	Qty	Description	Rate	Amount
AAM-SLE Bundle	1	ENVISIONWARE AUTHENTICATION AND ACCOUNTING MODULE (AAM) SMALL LIBRARY EDITION BUNDLE - Enables a suite of added services to extend the functionality of many EnvisionWare products and AAM Web Query	1,995.00	1,995.00
CBA-V-U *USD 3T DM	1	ENVISIONWARE SERIES V COIN & BILL ACCEPTOR - Dual mode simultaneously manages software application AND copy payment. Use with Print Management, eCommerce, Copiers, and AAM Revalue. ** CBA Copier cable: { enter copier make and model } ** Accepts Coins: \$0.05, \$0.10, \$0.25, \$1.00 (\$1 coin is accepted but cannot be returned.) ** Accepts Bills: \$1, \$5, \$10, and \$20 (user-defined acceptance). ** USB Cable pre-installed and secured within protective housing. ** Power Supply ** Advance Replacement Support	2,565.00	2,565.00
BCP-CABLE-U (Ricoh MP4002 - MPC4502)	1	BARCODEPLUS ETHERNET TERMINAL COPIER INTERFACE CABLE Supports the following Ricoh models: MP4002, MPC4502 ++ Requires BarcodePlus Terminal	150.00	150.00
BCP-SLE Terminal Engine Bundle	1	BARCODEPLUS TERMINAL ENGINE SMALL LIBRARY EDITION - Service that manages terminal behavior and brokers connections between the AAM accounting database technology and BarcodePlus Ethernet Terminals which are connected to copiers.	1,995.00	1,995.00
BCP-TERMINAL-U Barcode / MagStripe [Pedestal]	1	BARCODEPLUS ETHERNET TERMINAL - PEDESTAL-MOUNTED free standing terminal delivers online payment functionality for copiers. Low maintenance, compact design, integrated copier controller with touchpad for user ID and PIN entry plus control functions; high performance barcode scanner; and a track 2 magnetic stripe reader for magnetic ID cards and credit cards (requires EnvisionWare eCommerce Services). The Terminal connects to the server hosting the BarcodePlus Terminal Engine via your LAN. An optional interface cable provides direct interface and control for most copiers. The Terminal can also be bundled with the EnvisionWare CBA to provide cash and account-based copier payment control.	1,825.00	1,825.00

ECS-SelfServ Bldg [1st]	1	ENVISIONWARE ECOMMERCE SERVICES - 1st Building SOFTWARE for Web and Terminal-based Self Check Out or software-based fine kiosk for Fine/Fee Payment and account re-value +Card Terminals optional	4,395.00	4,395.00
ZSOI-ECS-SelfServ PW-W 1000*A	1	SUBSCRIPTION (Annual) WEB-based PAYware Connect Gateway with Secure Payment Page . 1000 transactions per month. **For each transaction over 1000, there will be a \$0.05 charge**	180.00	180.00
ZSOI-ECS-SelfServ PW/E-WK915 (Unl*A)	1	SUBSCRIPTION (Annual) PAYware GATEWAY Transactions, Interface, and TERMINAL for unlimited transactions / month for 12 months on eTIM platform ** Subscription for three (3) years. Full balance of term payable for early termination. ** ** Lead Time: 10 weeks	456.00	456.00
LPT-MPS-1YR-U	1	SUBSCRIPTION (1-Year Prepaid) MobilePrint Service(tm) - Print from virtually any patron device via App, Email or Custom Web Portal. Pick up at LPT:One Print Release Terminals. No additional hardware required. - Licensed by the number of Buildings or Job Queue Engines, whichever is greater. ++ REQUIRES LPT:One EnvisionWare Print Management v4.9+	725.00	725.00
PS-PM-BLDG	1	ENVISIONWARE COLLABORATIVE PROJECT SERVICES -- PER BUILDING * Includes installation of all products ordered or guidance to install items as part of a single project/trip on a per building basis. EnvisionWare generally installs management or host components and trains customers in the deployment of Client modules. * A Statement of Work (SOW) will be developed collaboratively which defines the responsibilities of EnvisionWare and your staff and includes consulting services, planning, installation, training and acceptance criteria. ++ This price does not include any of the fixed travel costs (Continental US) or billed expenses (Outside USA) items when onsite services are requested.	1,000.00	1,000.00
PS-EXPPF-U 1st Day	1	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - First of Every Five Days Onsite. No partial days.	975.00	975.00
PS-EXPPF-U Additional Day	1	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - Additional Days After First. Maximum (4) additional days before an additional First day is required.	250.00	250.00
		Maintenance after 1 Year Warranty: \$1,977.75 (software & equipment), Mobile Print \$725.00 + ecommerce (\$180 + \$456) = \$3,338.75		
			Subtotal	16,511.00
			Shipping Cost ()	53.45
			Total	\$16,564.45

All sales subject to the standard EULA and Product Warranty provided with your products. This offer is not valid after the expiration date.