Special Ed Management System Matrix

Company		**esped.com, Inc.**	**Computer Automation**	**Maximus**
Product		eStar Series	SEAS	Tienet
Year Started		2000*	1996	1985
Number of Clients		800	2,000	650
States		8	34	19 states & provinces
Enrollments		400,000 (1,000 - 110,000 range)		2,650,000 total
Number of Texas Clients		350+	100+	None
Implementation		Will meet June 15th deadline	90 days	83 days
Development Language		Java	.Net	.Net
Database		N/A (SaaS)	SQL Server 2008	SQL Server 2008
Requirements - "No" Answers		Not Texas DIR	Not Texas DIR	Not Texas DIR
		No Hosting at LEA or ESC	Longitudinal report of progress under development	No Texas schools
		No Automated Billing	No parent portal	Can't record but can upload
		Comment fields 20,000 characters, not 500,000	No emailing	
			No interactive translation	
			Can't record but can attach files	
Upgrades		2-3 times a year; includes all compliance necessary updates	Included in subscription fee except for custom upgrades	Twice a year - no additional cost; Federal or State law - as needed at no charge
Interface		SIF, Nightly Batch, Web Services (real time)**	SIF or Transaction File Transfer	Data connectivity tool using web svs.
			$1,000/year SIS interface	Connection to TxEIS -N/C
Pricing		$32 per student	$14 per special ed student or $1.29 per general ed student*	$10* per special ed student
Service Capture for Billing		Included in subscription fee	Included in subscription fee (Medicade Claiming Services - 7.25% Recovery)	$1.25* per special ed. student for service capture (Medicaid billing)
Custom Configured Page - Simple				$950
Custom Configured Page - Complex				$1,950
Custom Form Development			$200 per page	
Custom Form Revision			$100 per page	
Custom Programming			$125/hour	
Time and Material for Configured Page				$181.90/hour
One Other Data Connection				$1,675.00
One Translation Set up				$975
On-site Services (Travel and Per Diem) Day One				$1,300
On-site Services (Travel and Per Diem) Subsequeent Days				$400
Time and Materials Price Rate				$181.90/hour
Implementation			$1,250 minimum or 12.5% of 1st yr cost	
Data Conversion			Included	
Help Desk Support		Included	Included	Included
Installation - Each System Integration		$1,000		
Installation - On-site setup		$1,800		
Installation - Web application Services Setup Fee		$3,000		
Training			Vendor to LEAs, Train the Trainer, Web-based	
Training Costs		$1,800 per day (training, ELL Application, RTI	$1,700 per day on-site (includes expenses)	$2,900 One Day on-site (included per diem)
		Application, Translation Services, Data Conversion		$1,600/day One Day on-site subsequent days
			$600/on-line 3 hour block	$850 One 4-hour WebEx Training
			$18,000 Train the Trainer (Certification)	
			$1,000 **/year SEAS University	
Hosting		Appears to be included in price	Available but not included in Pricing	$500 (1-2,500 students)
			Proposal. No pricing information given.	$3,000 (2,501 - 10,000)
				Custom pricing (10,001+)
				Custom pricing for unique hosting requirements
References		ESC-10, ESC-11, ESC-19	Lewisville, Channelview, Alvin, Katy, Grayson Co. Co-op, Sheldon, Royse City, Cedar Hill, Denison, Southeast Texas Co-op, Conroe	No Texas school districts; references include schools in Albuquerque, Colorado Springs, & Tuscon.
Extras		Data exchange already done - need to discuss PEIMS	Hot site	
		*Learning Systems Technologies (1979)	*Discounts for multi-year agreements	*Average annual increase based on US CPI
		** Data exchange already done for TxEIS	**Online training and support	
		esped	**Computer Automation**	**Maximus**
Evaluation Criteria:	**Rating**			
Vendor Reputation	10	10	10	10
Vendor Experience in K-12 schools	20	8	20	6.5
Number of Texas districts/charters using vendor product	10	10	2.85	0
Viability of proposed solution	20	20	5	10
Percentage of requirements met	10	5	3	7
Pricing structure	10	10	10	10
Cost	20	5.1	7.8	7.2
	100	**68.1**	**58.65**	**50.7**