

| FUNCTIONAL & TECHNICAL FUNCTIONS | Scale      | ESC REGION 10 |           | TYLER TECHN |          | SUNGARD    |           | PROLOGIC TECHN |           | SKYWARD    |           |
|----------------------------------|------------|---------------|-----------|-------------|----------|------------|-----------|----------------|-----------|------------|-----------|
|                                  |            | YES           | NO        | YES         | NO       | YES        | NO        | YES            | NO        | YES        | NO        |
| Fund Accounting                  | 56         | 56            | 0         | 56          | 0        | 56         | 0         | 56             | 0         | 56         | 0         |
| Encumbrance / Accounts Payable   | 59         | 57            | 2         | 59          | 0        | 59         | 0         | 57             | 2         | 57         | 2         |
| Financial Reporting              | 14         | 14            | 0         | 14          | 0        | 14         | 0         | 14             | 0         | 14         | 0         |
| Project Accounting               | 20         | 20            | 0         | 20          | 0        | 20         | 0         | 20             | 0         | 18         | 2         |
| Budget Preparations              | 42         | 42            | 0         | 42          | 0        | 42         | 0         | 42             | 0         | 39         | 3         |
| Accounts Receivable              | 15         | 15            | 0         | 15          | 0        | 15         | 0         | 15             | 0         | 15         | 0         |
| Cash Receipts                    | 10         | 10            | 0         | 10          | 0        | 10         | 0         | 10             | 0         | 8          | 2         |
| Purchasing                       | 91         | 91            | 0         | 91          | 0        | 89         | 2         | 87             | 4         | 83         | 8         |
| Vendor Bidding                   | 23         | 23            | 0         | 23          | 0        | 21         | 2         | 23             | 0         | 20         | 3         |
| Warehouse Inventory              | 46         | 46            | 0         | 46          | 0        | 44         | 2         | 46             | 0         | 44         | 2         |
| Fixed Assets                     | 49         | 49            | 0         | 48          | 1        | 49         | 0         | 49             | 0         | 46         | 3         |
| Human Resources                  | 6          | 6             | 0         | 6           | 0        | 6          | 0         | 6              | 0         | 6          | 0         |
| Payroll                          | 117        | 116           | 1         | 117         | 0        | 117        | 0         | 116            | 1         | 113        | 4         |
| Personnel                        | 18         | 18            | 0         | 18          | 0        | 18         | 0         | 18             | 0         | 18         | 0         |
| Applicant Tracking               | 44         | 43            | 1         | 44          | 0        | 44         | 0         | 43             | 1         | 43         | 1         |
| Position Control                 | 18         | 18            | 0         | 18          | 0        | 18         | 0         | 18             | 0         | 18         | 0         |
| Salary Projection                | 16         | 16            | 0         | 15          | 1        | 16         | 0         | 16             | 0         | 16         | 0         |
| Personnel Budgeting              | 25         | 25            | 0         | 25          | 0        | 25         | 0         | 25             | 0         | 25         | 0         |
| Employee Benefits                | 25         | 25            | 0         | 25          | 0        | 25         | 0         | 25             | 0         | 25         | 0         |
| Web Employment Application       | 52         | 50            | 2         | 52          | 0        | 52         | 0         | 50             | 2         | 49         | 3         |
| Employee Service Center          | 61         | 60            | 1         | 55          | 6        | 61         | 0         | 59             | 2         | 41         | 20        |
| Executive Information Center     | 25         | 22            | 3         | 25          | 0        | 25         | 0         | 23             | 2         | 13         | 12        |
| Technical Specifications         | 50         | 42            | 8         | 50          | 0        | 41         | 9         | 42             | 8         | 43         | 7         |
| <b>Totals</b>                    | <b>882</b> | <b>864</b>    | <b>18</b> | <b>874</b>  | <b>8</b> | <b>867</b> | <b>15</b> | <b>860</b>     | <b>22</b> | <b>810</b> | <b>72</b> |

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| Extent to which the proposal meets functional and technical specifications (25%)               |  |   |  |  |  |
| Functional & technical specifications (15%)  | 15.00%   | 15.00%  | 15.00%   | 14.00%   | 12.00%   |
| Implementation period (10%)  | 4.00%  | 4.00%   | 7.00%  | 7.00%  | 10.00%   |
| SUB -TOTAL   | <u>19.00%</u>  | <u>19.00%</u>   | <u>22.00%</u>  | <u>21.00%</u>  | <u>22.00%</u>  |
| Total cost over 5 years (50%)  | \$ 5,180,855.00  | \$ 1,589,346.00   | \$ 680,916.00  | \$ 1,415,254.00  | \$ 1,017,255.00  |
| SUB-TOTAL  | <u>15.00%</u>  | <u>35.00%</u>   | <u>45.00%</u>  | <u>40.00%</u>  | <u>46.00%</u>  |
| Reputation of firm, goods, and services (20%)  |  |   |  |  |  |
| Office location(s)   | Richardson, TX<br>Austin, TX   | Falmouth, ME  | Lake Mary, FL  | Austin, TX   | Stevens Point, WI<br>Austin, TX  |
| Years in business  | 38 years/ 16 yrs<br>* "middle man" concept<br>* not all modules complete<br>* implementation 18 months<br>* hosting system | 26 years<br>* build your own model<br>* implementation 18 months<br>* no experience with 3rd party software | 39 years<br>* no experience w/ COBAL<br>* no sequel cost of hardware<br>* estimate on training | 16 years<br>* incomplete modules<br>* implementation 12 months   | 28 years<br>* experience w/ COBAL<br>* solid training<br>* local customer service<br>* limited experience with 20,000 +<br>* experience w/ district 3rd party software |
| Customers  | Arlington ISD<br>Plano ISD<br>Lubbock ISD<br>Tyler ISD<br>Beaumont ISD<br>* note running various modules                   | Irving ISD<br>Mesquite ISD<br>Ft. Worth ISD<br>McKinney ISD   | Bryan ISD<br>Cypress/Fairbank ISD<br>Denton ISD<br>Frisco ISD<br>HEB ISD                       | Arlington ISD<br>Plano ISD<br>Lubbock ISD<br>Tyler ISD<br>Beaumont ISD<br>* note running various modules | Allen ISD<br>Rockwall ISD<br>Eagle MT-Sag ISD<br>Grapevin-Coll ISD   |
| SUB -TOTAL   | <u>15.00%</u>  | <u>14.00%</u>   | <u>13.00%</u>  | <u>13.00%</u>  | <u>18.00%</u>  |
| Extent vendor meets compliance with Texas State law and regulations in finance/payroll/ hr (5) | <u>5.00%</u>   | <u>5.00%</u>  | <u>5.00%</u>   | <u>5.00%</u>   | <u>5.00%</u>   |
| <b>TOTAL</b>   | <b>54.00%</b>  | <b>73.00%</b>   | <b>85.00%</b>  | <b>79.00%</b>  | <b>91.00%</b>  |

ERP - Scale of Matrix Summary

| Functional & Technical Specifications |         | Cost over 5 years         |         |                |            |
|---------------------------------------|---------|---------------------------|---------|----------------|------------|
| Points                                | Totals  |                           |         |                |            |
| 15                                    | 882-862 | \$650,000 - \$1,100,000   | 50 - 45 |                |            |
| 14                                    | 861-841 | \$1,100,001 - \$1,550,000 | 44 - 39 |                |            |
| 13                                    | 840-820 | \$1,550,001 - \$2,000,000 | 38 - 33 |                |            |
| 12                                    | 819-799 | \$2,000,001 - \$2,450,000 | 32 - 27 |                |            |
| 11                                    | 798-778 | \$2,450,001 - \$2,900,000 | 26 - 21 |                |            |
| 10                                    | 777-757 | \$2,900,001 - \$3,350,000 | 20 - 15 |                |            |
| 9                                     | 756-736 | \$3,350,001 <             | 15 <    |                |            |
| 8                                     | 735-715 | Implementation period     |         |                |            |
| 7                                     | 714-694 |                           |         |                |            |
| 6                                     | 693-673 |                           |         |                |            |
| 5                                     | 672-652 |                           |         |                |            |
| 4                                     | 651-631 |                           |         | 9 - 12 months  | 10 - 7 pts |
| 3                                     | 630-610 |                           |         | 13 - 16 months | 6 - 3 pts  |
| 2                                     | 609-589 |                           |         | 17 - 20 monts  | 3 - 0 pts  |
| 1                                     | 588<    |                           |         |                |            |

| Compliance with Texas State law and regulations |   |
|---|---|
| YES   | 5 |
| NO  | 0 |