

Association Services for CA changed
 XYZ Voltaire St
 San diego, California 92105
P: (654)987-6549

PROPOSAL REPORT FOR:

Ocean Beach Residency
 234
 San Diego City, Ca 92115

Summary Details For RFP No.899203:

Reference Name: Gray Dale Proposal Report test
 Industry Solicited: Landscape Installation
 RFP Close Date & Time: 02-16-2012 00:00
 Location where work is to be performed: All Lawn and Planting Areas
 Common areas, Gate/Guard House
 Projected Contract Term: First

Proposal Overview Details:

Proposals Submitted: **5**
 Alt.Proposals Submitted: **2**
 High Bid: **\$4,350.00**
 Low Bid: **\$3,999.00**
 Average Bid: **\$4,213.80**

VENDOR 1	VENDOR 2	VENDOR 3
No image		
Beckinsale Realty	Daffodils Realy Wave	!CAMA Test Vendor
		
2348 Voltaire St, San Diego, California 92105	2382 Voltaire St, San Diego, California 92105	12345 Street Road Avenue, West Palm Beach, Florida 33333
In-House Vendor? No	In-House Vendor? No	In-House Vendor? No
Company Phone: (454) 564-5646	Company Phone: (456) 456-4656	Company Phone: (561) 573-3773
Extension: 111	Extension: 101	Extension: 1111
Alt.Phone: (111) 111-1111	Alt.Phone: (545) 565-4645	Alt.Phone: (555) 555-1111
Alt.Extension: 1111	Alt.Extension: 4654	Alt.Extension: 1111
Year Business Established: 1985	Year Business Established: 1985	Year Business Established: 2011
Contact: Alfred Jose	Contact: Steve Martin	Contact: !Cama Test
rize.test@gmail.com	vendor.rize@gmail.com	jg1@camassistant.com
Mobile Phone: (111) 111-1111	Mobile Phone: (564) 456-4854	Mobile Phone: (555) 555-1212
TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED
\$4,250.00	\$4,350.00	\$4,224.00
Alternate Proposal Provided?	Alternate Proposal Provided?	Alternate Proposal Provided?
Yes	No	Yes
Alt.Price: \$4,246.00	Alt.Price: N/A	Alt.Price: \$3,999.00

* Designates exception for 1 or more line items. Please see vendor notes for details.

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LINE ITEM #1: flooring**Attachment for Line Item 1:** 01.jpg**VENDOR 1 NOTES:**

NOTES :Vertical CRM vendors focus on a particular industry. As a general rule of thumb in CRM, it is ten times as costly to build a vertical solution from a horizontal software program than it is to find a particular vertical solution that is already tailored to your business model and industry

EXCEPTION(S) :

People: For an initiative to be effective, an organization must convince its staff that the new technology and workflows will benefit employees as well as clients. Senior executives need to be strong and visible advocates who can clearly state and support the case for change. Collaboration, teamwork, and two-way communication should be encouraged across hierarchical boundaries, especially with respect to process improvement

ATTACHMENT(S) :

Jude_&_Law_Sketch.jpg

LINE ITEM PRICE :

\$ 1,100.00

VENDOR 2 NOTES:

NOTES :Poor planning: Initiatives can easily fail when efforts are limited to choosing and deploying software, without an accompanying rationale, context, and support for the workforce.[23] In other instances, enterprises simply automate flawed client-facing processes rather than redesign them according to best practices.

EXCEPTION(S) :

Historically, the landscape is littered with instances of low adoption rates. Many of the challenges listed above offer a glimpse into some of the obstacles that corporations implementing a CRM suite face; in many cases time, resources and staffing do not allow for the troubleshooting necessary to tackle an issue and the system is shelved or sidestepped instead.

ATTACHMENT(S) :

HEADLINES.jpg

LINE ITEM PRICE :

\$ 1,500.00

VENDOR 3 NOTES:

NOTES :Additionally, an interface that is difficult to navigate or understand can hinder the CRM's effectiveness, causing users to pick and choose which areas of the system to be used, while others may be pushed aside. This fragmented implementation can cause inherent challenges, as only certain parts are used and the system is not fully functional. The increased use of customer relationship management software has also led to an industry-wide shift in evaluating the role of the developer in designing and maintaining its software. Companies are urged to consider the overall impact of a viable CRM software suite and the potential for good or bad in its use.

EXCEPTION(S) :

Tools and workflows can be complex, especially for large businesses. Previously these tools were generally limited to simple CRM solutions which focused on monitoring and recording interactions and communications. Software solutions then expanded to embrace deal tracking, territories, opportunities, and the sales pipeline itself. Next came the advent of tools for other client-interface business functions, as described below. These tools have been, and still are, offered as on-premises software that companies purchase and run on their own IT infrastructure.

LINE ITEM PRICE :

\$ 1,250.00

LINE ITEM #2: test**Attachment for Line Item 2:** Hydrangeas.jpg**VENDOR 1 NOTES:**

NOTES :Technology: In evaluating technology, key factors include alignment with the company's business process strategy and goals, including the ability to deliver the right data to the right employees and sufficient ease of adoption and use. Platform selection is best undertaken by a carefully chosen group of executives who understand the business processes to be automated as well as the software issues. Depending upon the size of the company and the breadth of data, choosing an application can take anywhere from a few weeks to a year or more.[3]

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ATTACHMENT(S) :

logo15.jpg

LINE ITEM PRICE :
\$ 1,000.00

VENDOR 2 NOTES:

LINE ITEM PRICE :
\$ 1,000.00

VENDOR 3 NOTES:

NOTES :Successful development, implementation, use and support of customer relationship management systems can provide a significant advantage to the user, but often there are obstacles that obstruct the user from using the system to its full potential. Instances of a CRM attempting to contain a large, complex group of data can become cumbersome and difficult to understand for an ill-trained user.

EXCEPTION(S) :

Often, poor usability can lead to implementations that are fragmented — isolated initiatives by individual departments to address their own needs. Systems that start disunited usually stay that way: [siloed thinking] and decision processes frequently lead to separate and incompatible systems, and dysfunctional processes.

LINE ITEM PRICE :
\$ 750.00

All other items, charges & fees not itemized above

VENDOR 1:	\$ 1,200.00
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VENDOR 2:	\$ 1,100.00
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VENDOR 3:	\$ 1,225.00
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SPECIAL REQUIREMENTS -- Vendors meet the following requirements:

VENDOR 1:

General Liability Insurance: [300px-Willard_Metcalf_May_Night.png](#)

W-9: [HEADLINES.jpg](#)

Warranty: Historically, the landscape is littered with instances of low adoption rates. Many of the challenges listed above offer a glimpse into some of the obstacles that corporations implementing a CRM suite face; in many cases time, resources and staffing do not allow for the troubleshooting necessary to tackle an issue and the system is shelved or sidestepped instead.

VENDOR 2:

General Liability Insurance: [logo1.jpg](#)

W-9: [logo12.jpg](#)

WARRANTY-INFO: [logo1.jpg](#)

Warranty: Systems for non-profit and membership-based organizations help track constituents and their involvement in the organization. Capabilities typically include tracking the following: fund-raising, demographics, membership levels, membership directories, volunteering and communications with individuals.

NOTES: Relevant analytics capabilities are often interwoven into applications for sales, marketing, and service. These features can be complemented and augmented with links to separate, purpose-built applications for analytics and business intelligence. Sales analytics let companies monitor and understand client actions and preferences, through sales forecasting and data quality.

EXCEPTION(S): These types of analytics are increasing in popularity as companies demand greater visibility into the performance of call centers and other service and support channels,[16] in order to correct problems before they affect satisfaction levels. Support-focused applications typically include dashboards similar to those for sales, plus capabilities to measure and analyze response times, service quality, agent performance, and the frequency of various issues.

VENDOR 3:

Occupational License: [Document_Center_2011-08-30_15-58-11.png](#)

Professional License: [C35180C1GeneralContractLicensePrepCer.pdf](#)

General Liability Insurance: [ACORD_-_CopyPJF.pdf](#)

Workers Comp Insurance: [ACORD.pdf](#)

W-9: [fw9_-_Copy-1Pg.pdf](#)

WARRANTY-INFO: [Warranty_and_Disclaimer.pdf](#)

Warranty: Some developments and shifts have made companies more conscious of the life-cycle of a customer relationship management system.[7]
Companies now consider the possibility of brand loyalty and persistence of its users to purchase updates, upgrades and future editions of software.[7]

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Alternate Proposals - See below for alternate proposals provided by vendors:

VENDOR 1	VENDOR 2
	No image
!CAMA Test Vendor	Beckinsale Realty
	
12345 Street Road Avenue, West Palm Beach, Florida 33333	2348 Voltaire St, San Diego, California 92105
In-House Vendor? No	In-House Vendor? No
Company Phone: (561) 573-3773	Company Phone: (454) 564-5646
Extension: 1111	Extension: 111
Alt.Phone: (555) 555-1111	Alt.Phone: (111) 111-1111
Alt.Extension: 1111	Alt.Extension: 1111
Year Business Established: 2011	Year Business Established: 1985
Contact: !Cama Test	Contact: Alfred Jose
E-mail: jg1@camassistant.com	E-mail: rize.test@gmail.com
Mobile Phone: (555) 555-1212	Mobile Phone: (111) 111-1111
TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED
\$3,999.00	\$4,246.00
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ATTACHMENT(S) :

A_Dead_Engineer.doc

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\$ 1,250.00

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ATTACHMENT(S) :

6-phases_dead-horses.doc

LINE ITEM PRICE :

\$ 750.00

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ATTACHMENT(S) :

logo15.jpg

LINE ITEM PRICE :

\$ 999.00

All other items, charges & fees not itemized above

VENDOR 1:	\$ 1,000.00
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VENDOR 2:	\$ 1,199.00
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