

COUNTY *of* HIDALGO, Texas

Information Technology Department
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Edinburg, TX 78539
956-292-7010
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MEMORANDUM

To: Martha Salazar – Purchasing Agent
From: Renán Ramirez – Chief Information Officer
Date: October 4, 2006
Re: Timeclock recommendation

After reviewing the information on the time clocks packet I am recommending LAVA Concepts & Consulting for the award.

I thank you for your time and attention to this matter. If you have any questions please feel free to contact me at this office.

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Hidalgo County

Martha L. Salazar, Purchasing Agent
Hidalgo County Purchasing Department
Administration Building; 100 E. Cano, 4th Floor
Edinburg, Texas 78539



CONCEPTS & CONSULTING

Time Clock Quote

This quotation is an estimate based upon RFP Requirements and may be subject to change following a pre-installation survey.

Item #	Description	Qty	Unit Price	Subtotal
Hardware Solution				
	Lava Series 2 with E-Finger Scanner Base Unit Includes Ethernet 10/100Base T w/DHCP (Add \$50 for Power Supply if not using PoE)	1	\$2300	\$2300
	HID ProxPoint Reader	1	400	\$400
	PoE Board	1	200	\$200
	UPS	1	100	\$100
Optional Maintenance Solution				
	Annual Quick Exchange Hardware Support	1	\$600	\$600
			Total:	\$3600
The Annual Quick Exchange Hardware Support is included for the first year on Purchases over 10 units				
Pricing Includes Complete Training & Implementation discussed in the RFP Requirements Letter				

Printed Name

Date

Signature

Title

SECTION II – RFP REQUIREMENTS

UNDERSTANDING OF THE PROJECT

Thank you for offering Lava Concepts & Consulting the opportunity to prepare a proposal estimate for you. I am confident that I can make your project a complete success. Lava Concepts & Consulting brings the knowledge, experience, planning, implementation, training and support to implement your project quickly, with minimal interruption to maximize your return on investment.

Because of my expertise and extensive knowledge of the SAGE Millennium Software System and the automation of the payroll process, I can offer Hidalgo County a smooth transition in implementing an automated time clock solution. I can provide hardware features that include biometric finger scanning, Ethernet 10/100 Base capabilities, HID ProxPoint ability, Ethernet PoE, and support for a UPS system. I can also provide a programming application with the ability to define commands, provide data validation and filtering, override capabilities, biometric template management, employee id numbers, encryption, punching restrictions and double punching.

Lava Concepts & Consulting offers local support with a 24 hour quick exchange hardware support program that offers a four hour response time to any issues that may arise. Training will be provided to departments and staff employees, as well as, IT staff training on the programming application. The following is the order of the implementation plan:

- 1) Assessment to identify project needs
- 2) Assign rule definitions
- 3) System configuration, including testing
- 4) Pre-installation preparation
- 5) Installation configuration and set-up of time clocks
- 6) Employee Training
- 7) On-going maintenance and support

COMPANY HISTORY

Since 1988, I have been involved with computer programming on various levels. At the age of 17, as a senior in high school, I wrote my first computer program and sold it to Finery Design, a maquiladora company in the McAllen Foreign Trade Zone. The program was an inventory system that provided automated inventory replenishment based on new and current orders in production. This helped set the stage for a career in the programming field. My work and expertise consists of database programming for maquiladoras and private industry, which included invaluable experiences with companies such as, L & F Distributors and Ticket Master in the Rio Grande Valley. While at Ticket Master, I served as the lead programming engineer in the development and implementation of HERMES, their automated ticket ordering system. In 2002, I began consulting projects in the areas of finance, accounting, accounts payable, accounts receivable, fixed assets and payroll. I currently provide financial software consulting for Hidalgo and Starr County, as well as many school districts throughout the Valley. I have implemented many projects for Starr County including the design, implementation and training of the employee leaves system and direct deposit module for payroll. I also provide extensive support for Rio Grande City Consolidated Independent School District, where I have improved their day to day processes in all areas of finance, as well as, providing custom reports and I have been involved in many projects in the areas of finance and payroll.

PERSONNEL AND STAFFING

I am the sole employee of Lava Concepts & Consulting and will be providing all services needed to implement this project.

Again, thank you for the opportunity to present my proposed solution. Lava Concepts & Consulting provides full service deployment, detailed training and support, with an ongoing commitment of excellence in quality, service, and value. I look forward to the opportunity to show you the creativity, expertise and commitment I have to solving your business needs.