

Elena Gomez

From: Bill Murphy [bmurphy@soesoftware.com]
Sent: Thursday, June 21, 2012 5:06 PM
To: 'Elena Gomez'
Cc: veronica.lopez@co.hidalgo.tx.us; yvonne.ramon@co.hidalgo.tx.us
Subject: RE: Sole Source

Elena,

Thanks for your question. Although it says "Statewide Discount", SOE has no contractual obligations with the State of TX or GSA to provide any discounts. We work with each of our clients on a case by case basis. We have given TX counties a discount of 20% in the past which is why we use that term. That being said, because you have shown interest in purchasing two products, we have added an additional 10% discount to Clarity CONTROL. I failed to reflect this additional discount in your proposal, which may be part of the reason for confusion. Discounts are made to software license fees only because implementation and assurance costs are fixed costs for SOE.

Hidalgo County will be receiving a 30% discount on Clarity CONTROL and a 20% discount on Clarity ENR, for a total discount of 24%.

I hope this clears up any confusion. Please let me know if you would like me to correct any typos in our initial proposal to reflect the actual discount amounts or if you need any other supporting documentation to help ensure the commissioners feel comfortable with our proposal. I appreciate you contacting me. Please let me know what more I can do to help.

Regards,

Bill Murphy

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Elena Gomez

From: Bill Murphy [bmurphy@soesoftware.com]
Sent: Friday, June 22, 2012 2:33 PM
To: Elena Gomez
Subject: Re: Sole Source
Attachments: image001.jpg; image008.gif; image009.png; image010.gif; image003.jpg

Hey Elena,

I am in the process of getting our HR manager to forward you our insurance info. I will be back in the office Monday morning. Is it ok for me to send you the revised proposal first thing Monday?

Regards,

Bill

On Jun 22, 2012, at 3:27 PM, "Elena Gomez" <elena.gomez@co.hidalgo.tx.us> wrote:

>
> Good Afternoon, Mr. Murphy
> As per our conversation on the confusion on the Pricing Overview, For auditing purposes our Auditor's would like it to read correctly on the as far as the discount, if you can please indicate the Statewide Discount- 30% discount On CLARITY CONTROL PRICING, and also I know I already asked you about the insurance, but we are also going to be needing the General Liability and W/C. I know you are out of town at the moment but is there anyone in your main office that can provide me with this information on or before Monday June 25, 2012 3:00 p.m. I would really appreciate it.
> Thank you,
> [cid:image003.jpg@01C7C230.B04AA850]
> Elena Gomez, Buyer II
> Hidalgo County Purchasing Dept.
> 2812 S Bus. Highway 281
> Edinburg, Texas 78539
> (956) 318-2626 x 4855
> (956) 292-7612
> elena.gomez@co.hidalgo.tx.us<<mailto:elena.gomez@co.hidalgo.tx.us>>
>
> From: Bill Murphy [<mailto:bmurphy@soesoftware.com>]
> Sent: Thursday, June 21, 2012 5:06 PM
> To: 'Elena Gomez'
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