

From: [Stephens, Jesse](#)
To: [Bcrsd](#)
Subject: Billing RFP Proposal Update - Item I)1)a
Date: Thursday, August 14, 2025 7:45:15 AM
Attachments: [image001.png](#)

Dear Board of Trustees,

Proposals were received for our Billing Software RFP on July 30th, 2025. We had four companies respond to the proposal, and one of the respondents was deemed non-responsive due to the lack of any cost proposal information being included with the submitted proposal.

The respondents were:

1. Continental Utility Solutions, Inc. (CUSI) – Non-Responsive (No Pricing Information Included)
2. inHance Utilities
3. Muni-Link
4. Tyler Technologies

The evaluation committee reviewed the proposals, and in-line with the requirements of the RFP decided it would be in the best interest of the district to ask for a follow-up demonstration from the three responsive respondents. Those demonstrations were conducted on Friday August 8th. The committee reconvened on Tuesday, August 12th and finished scoring the proposals. The scoring determinations are included as a consideration item, and Muni-Link is the recommended offeror to negotiate a contract with.



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BCRSD - BILLING RFP PROPOSAL EVALUATION AUGUST 2025

VENDOR	ONBOARDING COST	ONBOARDING MATERIALS & EQUIPMENT	POST SOFTWARE COST	POST SERVICE & EQUIPMENT COST	YEAR 1 COST	YEAR 2 COST	YEAR 3 COST	TOTAL 3-YEAR COST	AWARDED COST POINTS	AWARDED EXPERIENCE & REFERENCES POINTS	AWARDED RELIABILITY POINTS	AWARDED EXPERTISE POINTS	TOTAL SCORE
CUSI	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0*	0*	0*	0*	0*
INHANCE	\$ 86,300.00	\$ 24,750.00	-	-	\$ 111,050.00	\$ 24,750.00	\$ 24,750.00	\$ 160,550.00	28.51	10.40	9.20	10.00	58.11
MUNI	\$ 63,443.00	-	-	-	\$ 63,443.00	\$ 38,490.00	\$ 39,837.00	\$ 141,770.00	32.28	19.80	16.60	19.80	88.48
TYLER	\$ 73,520.00	-	-	-	\$ 73,520.00	\$ 20,460.00	\$ 20,460.00	\$ 114,440.00	40.00	13.40	11.80	11.80	77.00

EXPERIENCE					
VENDOR	REVIEWER #1	REVIEWER #2	REVIEWER #3	REVIEWER #4	REVIEWER #5
CUSI	0.00	0.00	0.00	0.00	0.00
INHANCE	10.00	12.00	10.00	10.00	10.00
MUNI	20.00	19.00	20.00	20.00	20.00
TYLER	12.00	15.00	15.00	15.00	10.00

RELIABILITY					
VENDOR	REVIEWER #1	REVIEWER #2	REVIEWER #3	REVIEWER #4	REVIEWER #5
CUSI	0.00	0.00	0.00	0.00	0.00
INHANCE	5.00	13.00	10.00	8.00	10.00
MUNI	20.00	18.00	10.00	20.00	15.00
TYLER	12.00	14.00	10.00	13.00	10.00

EXPERTISE					
VENDOR	REVIEWER #1	REVIEWER #2	REVIEWER #3	REVIEWER #4	REVIEWER #5
CUSI	0.00	0.00	0.00	0.00	0.00
INHANCE	10.00	12.00	10.00	8.00	10.00
MUNI	20.00	19.00	20.00	20.00	20.00
TYLER	14.00	16.00	10.00	14.00	5.00

BASED ON THE EVALUATION CRITERIA, MUNI-LINK RECEIVED THE HIGHEST RANKING AND IS THE RECOMMENDED BILLING SOFTWARE SERVICE PROVIDER BY THE EVALUATION COMMITTEE

CUSI did not submit any cost/pricing with their proposal and thus did not satisfy the RFP requirements. This leads to a 'Non-Responsive' proposal.