

An aerial view of a city skyline at sunset, with a large, colorful square graphic (green, blue, yellow, pink) centered over the text.

Marketplace.city

Where Local Governments Find, Validate and Procure Great Technology

*SharePoint Migration Solution
Aurora, IL*

Project Overview

BUSINESS CHALLENGE

The City of Aurora, Illinois is seeking to replace its outdated on-premises SharePoint platform that is losing vendor support in summer 2022. The City's goal is to find a partner to perform discovery of its data environment, and then migrate relevant data to SharePoint Online.

PROJECT BACKGROUND

As part of its Technology Strategic Plan, the City of Aurora is identifying and replacing its outdated and underperforming systems. Current City data resides on three distinct SharePoint On-Premises solutions. These SharePoint environments are dated from 2010 and 2013. The primary method by which Aurora employees access their SharePoint data is through Internet Explorer 11, which is losing Microsoft support in June 2022.

Project Background



The City of Aurora, Illinois (City) is seeking to replace its outdated on-premises SharePoint platform that is losing vendor support in summer 2022. The City's goal is to find a partner to perform discovery of its data environment, and then migrate relevant data to SharePoint Online.

Process Overview:

- Created Market Landscape with 25+ companies
- Created RFQ document based on City of Aurora needs and industry best practices
- Based on the market landscape and City Stakeholder review, publicly posted and distributed the [Opportunity and Scope Document](#) for vendors to complete in order to be included in the reporting and selection process. It was posted and distributed on 3/16/22 and closed 4/6/22.
 - Based on the two-part nature of the project, first Discovery and then Migration, vendors were asked to price these components separately.
- There were 14 responses completed by the deadline – [Raw Data File Here](#)
- Based on the team's review of the comparative data by Marketplace.city, four vendors were chosen for further meetings:
 - Burwood Group
 - Communication Square LLC
 - Orbis Solutions
 - Sentinel Technologies
- After these demonstrations, Marketplace.city circulated scoring templates to the team, which were returned on May 18th.
- The compiled scoring data selected Burwood Group as the chosen vendor – [Scoring Data File Here](#)

Full Vendor Response Summary (1/2)

	Solution		Technical Questions	Prior Experience & Case Studies		Pricing & Model		Implementation
	Provide a 1-page Solution Narrative	Will you use non-US-based resources to complete the work?	Provide an example of your User Interface	How many times have you migrated and implemented your proposed solution?	Do you have experience building Government Cloud solutions?	Which best describes your pricing model?	Extracted Pricing	What is the timeline of the discovery phase from contract signature to completion?
AQL Technologies	Solution Narrative	No	Interface Example	25-100	No	Time and Materials	<ul style="list-style-type: none"> Discovery: \$11,700 Migration: \$108,000 	It will require 130 Hours
Ascendum Solutions / Vora Ventures	Solution Narrative	No	Interface Example	25-100	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$68,800 Migration: \$129,600 	Planning - 10 days, Discovery -15 days, IA - 20 days, Final Review - 4 days
Burwood Group	Solution Narrative	No	Interface Example	25-100	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$25,000 Migration: No estimate, gives hourly rates 	4-5 weeks from executed SOW
Communication square LLC	Solution Narrative	No	Interface Example	1-10	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$18,000 Migration: \$54,000 	Communication Square LLC will complete its discovery with in 2 weeks after the signature of contract.
Cquent Systems	Solution Narrative	No	Interface Example	25-100	No	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$5,600 Migration: No estimate, gives hourly rates 	Assuming we have the necessary access (both systems and people), the analysis phase can be completed between 3-4 weeks
EKI-Digital	Solution Narrative	Yes		25-100	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$110,000 Migration: \$500,000 - 700,000 	Discovery will take about 6 weeks.
EC-United	Solution Narrative	No	Interface Example	1-10	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$32,870 - \$45,370 Migration: No estimate, gives hourly rates 	The Discovery Phase will take approximately take 35 to 50 days. This includes identifying unsupported features in SharePoint Online and Government Cloud.

Full Vendor Response Summary (2/2)

	Solution		Technical Questions	Prior Experience & Case Studies		Pricing & Model		Implementation
	Provide a 1-page Solution Narrative Narrative	Will you use non-US-based based resources to complete complete the work?	Provide an example of your User Interface Interface	How many times have you you migrated and implemented implemented your proposed proposed solution?	Do you have experience building building Government Cloud Cloud solutions?	Which best describes your pricing pricing model?	Extracted Pricing	What is the timeline of the discovery phase from phase from contract signature to completion? completion?
Nanna Networks Inc.	Solution Narrative	No		10-25	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$47,508 Migration: No estimate, gives hourly rates hourly rates 	We anticipate 1 month.
Olive and Goose, LLC	Solution Narrative	Yes	Interface Example	100+	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$71,743.50 Migration: \$157,504 	Less than 3 months. We are able to start the project within 2 the project within 2 weeks of signing and estimate completion estimate completion of the Discovery phase by end of June by end of June 2022
Orbis Solutions	Solution Narrative	No	Interface Example	10-25	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$43,335 Migration: \$85,615 	The timeline plan for the discovery phase would be 8 weeks would be 8 weeks from contract signature to completion with completion with the timeline plan activities and estimated and estimated duration outlined in Exhibit E.
Planet Technologies, Inc. Inc.	Solution Narrative	No	Interface Example	100+	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$70,763 Migration: No estimate, gives hourly rates hourly rates 	The timeline of the discovery phase would be between two and be between two and five weeks.
Sentinel Technologies	Solution Narrative	No	Interface Example	25-100	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: \$15,883 Migration: No estimate, gives hourly rates hourly rates 	Contract Signed 5/2. Project Kickoff 5/4. Info gathering 5/5- Info gathering 5/5-23. Draft Blueprint for Migration 5/24-25. Migration 5/24-25. Final Design 5/26. Presentation of Presentation of Migration proposal and Documentation to the Documentation to the City on 5/27.
ShareSquared, Inc.	Solution Narrative	Yes	Interface Example	100+	Yes	Time and Materials	<ul style="list-style-type: none"> Discovery: \$10,360 Migration: \$85,094 	Phase I is estimated to be 56 hours of services and the services and the expected duration is one month, based on month, based on our experience with similar municipal similar municipal customers. This timeline can be can be accelerated as desired.
Xerox Business Solutions Solutions Midwest	Solution Narrative	No		100+	Yes	Fixed Fee	<ul style="list-style-type: none"> Discovery: Not Provided. Migration: \$18,563 	The Discovery Phase takes 2-3 weeks in duration. Xerox will duration. Xerox will be able to complete the Discover Phase Discover Phase by the end of June, 2022.

Scoring Overview

Four vendors were selected for further review based on their experience, Microsoft Certified/Gold Partner status, and reasonable discovery costs. Based on meetings with the team and demonstrations of their proposed solution, the four finalists received the following scores. Averages were taken to account for variance in score submission per vendor.

Scoring Criteria	Weight	Vendor Evaluation			
		Burwood Group	Communication Square	Orbis Solutions	Sentinel Technologies
Capabilities / Solution	25%	8.8	6.75	3.67	7.75
Experience and Qualifications	20%	8.8	4.5	5	8.75
Approach, Services, Implementation Methodology	10%	8.8	7.5	5	6.75
Pricing and Contract Model	20%	6.2	7.5	6.33	5.25
Additional Services / Innovation	25%	7	5.25	3.33	4.5
Notes / Additional Information		Received 5 Scores	Received 4 Scores	Received 3 Scores	Received 4 Scores
Weighted Scoring		7.83	6.15	4.52	6.54

Summary & Final Selection – Burwood Group

After using the Marketplace.city process, the City of Aurora Project Stakeholders have selected Burwood Group as their partner for this project. A Microsoft Gold-Certified Partner, Burwood will bring outstanding experience, resources, and support to Aurora’s SharePoint Migration.

DECISION FACTORS

- **Experience:** Beyond Burwood’s Microsoft Gold Partner Certification (a measure of their close collaboration with Microsoft and experience with its SharePoint product), this partner has performed dozens of SharePoint migrations. Submitted references include multiple public sector implementations within the last few years.
- **Discovery:** On-site discovery will provide premium support to Aurora stakeholders during the first phase of the project. Some competitors intended to perform fully remote work.
- **Timeline:** Burwood’s proposal estimates 4-5 Weeks for the Discovery phase, and 12-16 Weeks for the Migration phase, quicker than many of the original 14 respondents (see slides 19 & 20 for more detail.) Given that current systems are losing Microsoft support in summer 2022, Discovery & Migration speed are critical.
- **Support:** A dedicated SharePoint helpdesk ensures smooth transition to the new environment.

CONTRACT DETAILS

CONTRACT TYPE	Fixed-Fee Discovery & Subsequent Migration
CONTRACT DURATION	Phase 1 - Discovery: Est. 4 Weeks Phase 2 - Migration: TBD
PRICING SUMMARY	Phase 1 - Discovery: \$25,000 Phase 2 - Migration: TBD
CONTRACT DOCUMENTS	Burwood Contract Documents

Complete Vendor Responses

Marketplace.city



Solution Overview (1/2)

Company	Please provide a 1 page overview of how your solution fits the City's need.	Is your company based in the United States?	Will you use non-US based resources to complete the work?	Please briefly describe your approach to onsite/offsite work for the Discovery phase?	Have you received Microsoft Gold Partner certification in the fields relevant to this project?	Please describe any additional certifications
AQL Technologies	Solution Narrative	Yes	No	We start with discovery sessions and break down all the requirements into Product backlogs. The product backlogs are given priority. At which point our Engagement Team will work closely with the client's team to ensure all requirements and expectations are clearly documented and understood.	Yes	Minority Business Enterprise (MBE) Certified in Illinois Disadvantaged Business Enterprise (DBE) Certified in Illinois Federal General Services Administration (GSA) Certified Small Business Administration (SBA) (8A) Certified
Ascendum Solutions / Vora Ventures	Solution Narrative	Yes	No	There will be a set of initial onsite meetings--a project kickoff and a second series of meetings for each department. These meetings will take place once the initial discovery of the existing environments is completed, and reports finalized. Additional meetings will take place via MS Teams or Zoom.	Yes	Ascendum has achieved Microsoft Gold Partner in Cloud Productivity and Silver in Azure and Security. Cloud Productivity is awarded for assisting clients in adopting Microsoft Services. Ascendum completes a myriad of migrations for our clients.
Burwood Group	Solution Narrative	Yes	No	<ul style="list-style-type: none"> SharePoint Assessment Identify SharePoint applications that cannot migrate Examine SharePoint 2010 and 2013 Permission Hierarchy Analyze Content Databases for Data Structure Ensure environment conforms with SharePoint Online best practices Define Mitigation Plan for Customizations 	Yes	Microsoft 365 Certified Fundamentals Microsoft 365 Certified Teams Microsoft 365 Certified Azure Microsoft 365 Identity and Federation Microsoft 365 Certified Power Platform
Communication square LLC	Solution Narrative	Yes	No	Communication Square uses remote access to the environment for the discovery phase we use different tools and scripts to do our discovery for a successful migration. Since COVID19 our team has accomplished many project deliverables without fail using Microsoft Teams.	Yes	Communication square holds 10 gold and 12 silver competencies, some of them include: Gold cloud productivityGold collaboration and contentGold communication Gold data analytics Gold data platformGold data center Gold messaging Gold cloud platform
Cquent Systems	Solution Narrative	Yes	No	For migrations, our team can (with appropriate access) install/run our analysis tools generating the reports needed for discussion around change management & estimating effort. With our process, all of this can be done offsite/remotely.	Yes	We are both a Microsoft Gold Content & Collaboration partner. In addition, we are a Charter Partner for Microsoft's Content Services Program with a specific focus on Microsoft 365 SharePoint and SharePoint Syntex.
EKI-Digital	Solution Narrative	Yes	Yes	EKI-Digital is capable of completing the work remotely. During Discovery, we will conduct weekly meetings with Stakeholders. We can do this virtually or in-person based on the City's preference.	Yes	Microsoft Certified Solutions Developer (MCSD) App Builder Microsoft Certified Solutions Developer (MCSD) Web Applications MCTS, Microsoft Windows SharePoint Services 3.0, Configuration Microsoft Certified System Engineer (MCSE)
EC-United	Solution Narrative	Yes	No	Our plan is to utilize the best approach of on-site/off-site work to properly execute the discovery phase. IE: Onsite work for Bandwidth testing and Offsite work Assessment Report creation.	Yes	EC-United is Microsoft CSP, Microsoft Gold Partnership for Modern Work, and part of Microsoft's Black American Partner Growth Initiative (BAPGI). This is an Exclusive Microsoft Minority Invite Only Program.

Solution Overview (2/2)

Company	Please provide a 1 page overview of how your solution fits the City's need.	Is your company based in the United States?	Will you use non-US based resources to complete the work?	Please briefly describe your approach to onsite/offsite work for the Discovery phase?	Have you received Microsoft Gold Partner certification in the fields relevant to this project?	Please describe any additional certifications
Nanna Networks Inc.	Solution Narrative	Yes	No	Nanna is flexible in our approach. We traditionally appreciate the in-person time to converse with stakeholders, we also understand the unique times we are all living in during a pandemic. If you wish for us to minimize time onsite, we have the technology to accommodate many of the tasks remotely.	Yes	Women-Owned Small Business (WOSB) with third-party certification from WBCNC Our team also has HSPD (homeland security clearance) to access sensitive government data and government servers
Olive and Goose, LLC	Solution Narrative	Yes	Yes	Our SharePoint team will have a SharePoint Architect and Project Manager onsite. The SharePoint consultants will be based both onsite and offshore. This approach is to ensure tasks and workloads are evenly split and work progresses around the clock, to meet deadlines.	Yes	We are a Microsoft Gold Certified Partner in Security, Cloud Productivity, Platform, Collaboration and Content, Messaging, Enterprise Mobility Management, Data Analytics, Datacenter, Data Platform, DevOps, and Windows and Devices & Tier 1 CSP
Orbis Solutions	Solution Narrative	Yes	No	Minimum of 2 discovery sessions with stakeholders to identify content & determine what will be migrated. Meetings can be in person or virtual. Meet with stakeholders - OnsiteDeep dive interview - Onsite3rd party tools/workflows - OffsiteAnalysis of each locations current data - Offsite	No	Our Sharepoint Admin has 15 years experience developing end-user solutions in On-Prem & SharePoint Online environments. She has course certificates for Microsoft SharePoint Site Collection & Site Administration and SharePoint Designer.
Planet Technologies, Inc.	Solution Narrative	Yes	No	Planet prefers to perform this work remotely to minimize customer cost. Planet's methodology for remote discovery includes a series of meetings with appropriate technical experts, stakeholders, and management. The evaluation will include execution of Planet-provided scripts.	Yes	MS Gold Competencies Application Development Application Integration Cloud Platform Cloud Productivity Collaboration and Content Communications Data Analytics Data Platform Security Small and Midmarket Cloud Solutions Windows and Devices + 2 others, + 2 silver
Sentinel Technologies	Solution Narrative	Yes	No	Based on CoA authorization, Sentinel will work remotely using a series of Discovery tools and scripts to gather as much information as possible. We will then utilize onsite sessions with key stakeholders within the City. Both efforts will yield meaningful output that will then be analyzed.	Yes	Sentinel's SSAE 16 SOC 2 Type II Attestation provides independent confirmation that we are in compliance with best practices for the Controls & Process Principles of Security, Availability, Processing Integrity, Confidentiality and Privacy.
ShareSquared, Inc.	Solution Narrative	Yes	Yes	Stakeholder discovery inputs are captured on Microsoft Teams meetings using existing templates (e.g. Security/Permissions and Portal Creation Workbook, IA diagram, etc.). All project communications, documents, and meeting recordings are stored on an O365 portal that is available to customers 24/7.	Yes	In addition to the 4 Gold and 3 Silver Competencies attained in the 2021/2022 Microsoft Partner Program year, we are in the Microsoft Content Services Partner Program and have the Microsoft Adoption and Change Management Advanced Specialization.
Xerox Business Solutions Midwest	Solution Narrative	Yes	No	During the discovery/assessment phase, Aurora's current IT services provider and the BPX Transition Manager will facilitate Xerox's system access. Xerox will also deploy initial collection tools used to get a complete data set used to understand the Aurora's current state during this phase.	Yes	CCIE, CISSP, CCSP, SSCP, CCNA, CompTIA Sec+, CEH, OSCP, MCSE, VA OCJS, ISC2 CAP, Cisco Gold, Microsoft Gold,

Functionality Overview (1/2)

Company	Please describe your approach to discovery.	Please describe the deliverables your company will provide after discovery concludes.	If you have an example of a prior discovery deliverable that you wish to share, please upload it here.
AQL Technologies	It can be done onsite but we believe if it will be more cost efficient if done remotely. Engage and interview representative stakeholders on their needs, wants. Most interviews can be conducted remotely, and we will cap the number of interviews to no more than 25 different individuals/groups. Business requirements document which will detail all the requirements of stakeholders. Hours - 104 Hours	Business requirements document which will detail all the requirements of stakeholders.	
Ascendum Solutions / Vora Ventures	Ascendum will conduct the initial set of meetings onsite. Subsequent meetings with each department will be completed via MS Teams or Zoom. The planning and discovery phases of the project will be completed in six (6) weeks. The Future State Information Architecture document will be the main deliverable for these phases. Final review meetings will be onsite with the various departments as needed.	For each department, a Future State document is produced that identifies all legacy data and the destination of this data. This includes the existing SharePoint site, Team site, OneDrive, or new SharePoint site, along with the libraries, lists, and workflows to be included with a security model.	Discovery Deliverable Example
Burwood Group	<ul style="list-style-type: none"> Documentation and Migration Next Steps Document data and content structures Develop Migration Plan to SharePoint Online 3rd Party Migration Tool Assessment or DOB SharePoint Migration Plan Review Review Migration Plan with City of Aurora IT Staff and Site Owners Define User Adoption Plan Ensure High level items are identified for data migration 	Assessment Recommendations SharePoint Migration Plan As-Built Documentation Mitigation Plan Migration Proposal	
Communication square LLC	Discovery Phase will be completely remote. Communication Square LLC use remote access to the environment for the discovery phase, we use different tools and scripts to do our discovery for a successful migration. It usually takes about 7-14 days for a complete discovery.	After the discovery phase Communication Square LLC will provide the following documents to the City of Aurora; Project plan, Project Timeline, Project Status report, Risk management plan, Project retrospective, Change Management Document, Traceability Matrix	Discovery Deliverable Example
Cquent Systems	Discovery does not require onsite consulting. We have a proprietary set of tools that need to be run on your on-premise SharePoint environment that will give us all the relevant details and reports that will dictate the basis for discussion and ultimately provide the effort estimation.	Our methodology includes Analysis (Discovery), Prototype, Plan, Execute & Manage. Each phase must be followed to reach a successful outcome.	Discovery Deliverable Example
EKI-Digital	We can complete discovery offsite. We estimate it will take about 6 weeks.	Application manuals, user guides, and best practices.	
EC-United	We will use a combination of onsite/offsite for this project. The process will include tools and scripts that will run without impacting your environments and will complete in two weeks. Once completed we will analyze the information to generate an Assessment Report to be reviewed and evaluated with you to determine the best approach for the Implementation phase.	Once the Discovery Phase has been completed, we will be providing our assessment of all your environments in our report. We have included an attachment listing the information included in the report.	Discovery Deliverable Example

Functionality Overview (2/2)

Company	Please describe your approach to discovery.	Please describe the deliverables your company will provide after discovery concludes.	If you have an example of a prior discovery deliverable that you wish to share, please upload it here.
Nanna Networks Inc.	We anticipate the Discovery phase to take 1 Month. During this phase, we will catalog all existing lists, libraries, content types, site collections, information architecture, custom apps/solutions and pages. The goal will be to document all content and understand the steps to migrate.	Deliverables will include documentation of the existing SharePoint architecture, proposed architecture, navigation, and look/feel. Included will be the feedback and direction collected from Stakeholder meetings. The migration plan will detail the proposed schedule, content typing, and milestones.	
Olive and Goose, LLC	Architecture and project management roles will be remote in the US. Data crawls, analysis and reports will be prepared offshore. A typical assessment of an environment under 2 TB takes at least 1 month. The factors impacting timeline are availability of customer resources and speed of access to the environment.	Complete analysis of the environment - Site Collections, Sub-sites, size, active & inactive content/users/workflows, Stale data and recommended migratable content. The Migration strategy will have a mapping of source and target environments, migration methodology, risks and mitigation and timelines	Discovery Deliverable Example
Orbis Solutions	Discovery is 8 weeks with an on-site & off-site approach 1. Meetings: Min. of 2 discovery meetings around goals, people, processes, & desired features 2. Assessment: Review of current solution, functionality, features, & data 3. Analysis of future state solution needs, employee portal best practices, and recommendations 4. Solution Delivery: Presentation of the findings and proposed solution	1. Solution Delivery: Tangible deliverables for this agreement include a study detailing our findings, options and expert recommendations on moving forward to a successful implementation 2. Project Management: Detailed project plan will be provided along with weekly status reports	Discovery Deliverable Example
Planet Technologies, Inc.	Planet can provide either remote or on-site discovery at the customer's preference. Our experience suggests that the discovery process including creation of documented results will take between 2 and 5 weeks based on volume and complexity.	The deliverable for the Discovery phase consists of a Migration Plan, which includes formatted script results, a project plan, pre- and post-migration tasks, remediation requirements, and items at-risk. We would also include any kind of organizational change-management or training recommendations.	Discovery Deliverable Example
Sentinel Technologies	We remotely use a combination of PowerShell scripts, the Microsoft SharePoint Migration Assessment Tool (SMAT), and manual inspection. The SMAT tool is helpful to immediately locate migration blockers. Using scripts and manual approaches we review content, structure and customizations and discuss their purpose, identifying challenges and solutions. Turnaround time is typically 2 weeks.	Per Farm: Content inventory and usage report, Customizations, workflows and forms analysis. Overall: Migration mapping worksheet for sites and data. Executive Report: Migration recommendations with milestones, methodology, tools, prerequisites, budgetary time estimates.	Discovery Deliverable Example
ShareSquared, Inc.	Discovery will be conducted on recorded Microsoft Team meetings and is estimated to take 56 hours. For additional information about our approach, please see the PDF entitled "ShareSquared Approaches and Methodologies" in Section 7.2.	Q365 Project Portal, Project kickoff meetings, Discovery/Planning and Envisioning sessions outputs, recommendations, and recordings, Content analysis and plan, Project Plan and other pertinent documentation artifacts (e.g. ShareGate Inventory, Site Hierarchy Diagram)	Discovery Documents
Xerox Business Solutions Midwest	Discovery is performed remotely, working directly with the Aurora personnel. Discovery generally takes 2-3 weeks.	Xerox will provide detailed documentation outlining all of the configuration changes deemed necessary. Xerox provides an easy-to-understand format utilizing several screen captures with applicable markup and commentary.	

Technical Overview (1/2)

Company	Do you offer the capability to edit the user interface or user experience of your SharePoint/OneDrive solution?	If you answered yes to 3.1, please describe how this would impact the pricing of your solution.	Please provide an image or example of the user interface of your solution.	Do you have experience building Section 508 - compliant computer systems?
AQL Technologies	Yes	It won't impact pricing	Interface Example	Yes
Ascendum Solutions / Vora Ventures	Yes	Yes, using standard SharePoint web parts and Microsoft Templates that meet the needs of the department/division. Other than custom solutions, an editable UI will not affect the price.	Interface Example	Yes
Burwood Group	Yes	Modern Experience Webparts, content search driven webparts with autotagging to streamline user experience. News posts for dynamic content. Custom theme and site template with colors and fonts.	Interface Example	Yes
Communication square LLC	Yes	If we use the Microsoft provided templates, the pricing will not be affected, if the city need any custom interface then per hour pricing will be charged.	Interface Example	Yes
Cquent Systems	Yes	It depends on what kind of changes are needed. It's possible this can affect pricing if the changes require development on the target SPD side.	Interface Example	Yes
EKI-Digital	Yes	We are doing work on a fixed bid, this will not impact the pricing. It includes redesign, migration and support		Yes
EC-United	Yes	Additional Time & Materials	Interface Example	No

Technical Overview (2/2)

Company	Do you offer the capability to edit the user interface or user experience of your SharePoint/OneDrive solution?	If you answered yes to 3.1, please describe how this would impact the pricing of your solution.	Please provide an image or example of the user interface of your solution.	Do you have experience building Section 508 - compliant computer systems?
Nanna Networks Inc.	Yes	All pricing for the Migration phase will be T&M and each Sprint within that phase will provide anticipated budget of that Sprint.		Yes
Olive and Goose, LLC	Yes	Custom branding is no longer supported but themes & lookbook templates are. We have the skillset of developing custom webpart solutions using SPFX where we handle any custom request.	Interface Example	Yes
Orbis Solutions	Yes	We can recommend UI customization as needed. The hourly rate for UI customization is included on Additional Services tab of pricing. Currently, no UI customization is included in Phase 2 pricing.	Interface Example	No
Planet Technologies, Inc.	Yes	Given that this is a discovery effort, requirements must be gathered. Therefore the above question is unknown.	Interface Example	Yes
Sentinel Technologies	Yes	This is typically handled by having a preset approval of additional hours scoped within the Project that can then be debited as required for additional needs or customizations.	Interface Example	Yes
ShareSquared, Inc.	Yes	We customize the UI/UX via O365 OOTB capabilities (e.g. page layouts) and optionally provide an extension for \$499 that enables the use of JavaScript and CSS to customize the built-in O365 themes.	Interface Example	Yes
Xerox Business Solutions Midwest	No			Yes

Vendor Experience (1/2)

Company	How many times have you migrated and implemented your proposed solution?	Please provide up to 3 similar engagements based on size and scope	Please Provide References for the City of Aurora.	Do you have experience building Government Cloud solutions?	Do you have experience migrating from an on-premise SharePoint environment?	Do you have experience working with police data?	Please describe any sensitive data certifications you have?
AQL Technologies	25-100	1. Joliet Junior College is a comprehensive community college. The College has a combined total of 15,888 full time and part time students. AQL provided Microsoft SharePoint user interface/portal design and Microsoft SharePoint programming, software integration with Ellucian Colleague, and other college software. Migrated SharePoint 2010 On-Premise with over 200 site collections to SharePoint 2013 On-Premise and Office 365 SharePoint online tenant. 2. AST Corporation is a specialized, recognized and preferred systems integrator of Oracle Applications and Technologies. AQL Technologies provided SharePoint, Exchange & OneDrive migration services. AQL also responsible for providing technical, strategic & project management services along with architecting their SharePoint On-Prem & SharePoint Online/ Office 365 move and presence. Providing post migration support. Trained staffs on technical & end user issues and setup knowledge sharing protocols and tools. 3. : Metra is a commuter railroad in the Chicago metropolitan area. It is the fourth busiest commuter rail system in the United States by ridership and the largest and busiest commuter rail system outside the New York City metropolitan area. AQL Technologies provided two Sr. SharePoint Developers to migrate, design, develop their SharePoint. AQL was awarded DBE Contractor of the year because of this project.	Reference Document	No	Yes	No	GSA and Microsoft Gold Certified.
Ascendum Solutions / Vora Ventures	25-100	State of Ohio, Bureau of Workers Compensation, Ohio Department of Health	Reference Document	Yes	Yes	Yes	All staff with the State of Ohio are background checked by the FBI and our developers complete yearly classes on CJIS and security best practices. They receive certificates of completion.
Burwood Group	25-100	Trustwave SharePoint Assessment and Discovery, American Transmission Corp. Wahl SharePoint Discovery, TKC SharePoint Migration	Reference Document	Yes	Yes	Yes	Certified Data Privacy Solutions Engineer, ISACA - CISM (Certified Information Security Manager).
Communication square LLC	1-10	Please review reference document below.	Reference Document	Yes	Yes	Yes	N/A
Cquent Systems	25-100	Stanley Black & Decker - On premise SharePoint (2010/2013) migration to SPD. Infor - On premise SharePoint (2013) - SPD migration Agilent - On premise SharePoint (2007,2010 & 2013) - SPD migration	Reference Document	No	Yes	No	We work with sensitive client data on a daily basis, but do not have any such certifications as we haven't needed to.
EKI-Digital	25-100	Chicago Park District Sharepoint Migration; Cook County Sheriff's Office Sharepoint Online; Chicago Housing Authority Sharepoint Upgrade	Reference Document	Yes	Yes	Yes	CGEIT - ISACA; CRISC - ISACA; CISA - ISACA; CompTIA Security + Certification
EC-United	1-10		Reference Document	Yes	Yes	No	None

Vendor Experience (2/2)



Company	How many times have you migrated and implemented your proposed solution?	Please provide up to 3 similar engagements based on size and scope	Please Provide References for the City of Aurora.	Do you have experience building Government Cloud solutions?	Do you have experience migrating from an on-premise SharePoint environment?	Do you have experience working with police data?	Please describe any sensitive data certifications you have?
Nanna Networks Inc.	10-25	Several migrations for Argonne National Laboratory, migrated SharePoint environments for Charlotte Police Department and Patrick Engineering	Reference Document	Yes	Yes	Yes	HSPD
Olive and Goose, LLC	100+	1) Atlanta Tech - SharePoint Online Modernization 2) Gentex Corporation - Assessment and Migration from On-Premises to SharePoint Online in a GCC High Tenant 3) Centrus Energy Corporation - Assessment and Migration from On-Premises to SharePoint Online	Reference Document	Yes	Yes	Yes	D-G does not have these certifications as we are purely working in a consulting capacity. We assume the Microsoft services are CJIS compliant.
Orbis Solutions	10-25	As a leading IT managed services firm for local municipalities, we have many satisfied clients and 19 years' experience solving IT problems. We have provided several client references below along with case studies, testimonials, and a partial client list in Exhibit F. Reference #1: Client: Oak Point University Location: Chicago, IL Contact: Matt Hertzog, Chief Information Office 6 Vice President of Technology Phone: (309) 258-8927 Project Summary: We configured an intranet and file share migration for Oak Point University in 2020. They were driven by the need to organize, store and secure content and provide a collaborative environment for Faculty 6 Staff, Board and Registrar staff to communicate. They wanted to create a tool that would become as useful and commonplace in the life of the employee as Word, Excel, and PowerPoint. Orbis worked with Oak Point to build an internal communications intranet platform using SharePoint that included a sole source centralized controlled content organization with document versioning (historic record keeping) and ease of searchability. The vision and goal for this solution was to provide a solution that had easy access to reliable information, employee empowerment by equipping employees with the tools they need to perform efficiently and effectively all while maintaining a focus on how to add value, drive efficiently, increasing user adoption, improving productivity. We migrated 2 TB of data from File Share to SharePoint Online. Reference #2: Client: Village of Willowbrook Location: Willowbrook, IL Contact: Sean Halloran, Assistant Village Administrator Email: shalloran@willowbrook.il.us Phone: (630) 920-2230 Project Summary: Orbis provides IT managed services for the Village's on-premises servers and network infrastructure, cloud applications (Microsoft 365), and endpoints, including workstations, laptops, and various mobile devices. In addition, we supply ongoing IT helpdesk services for the Village staff and on-site support as required to maintain IT operations. This includes support across four locations (Village Hall, Police Dept, Community Center, 6 Public Works). In 2021, we configured a Sharepoint intranet for the Village. They wanted a means to gather, store and secure information, as well as communicate effectively across the Village. Orbis worked with the Village to create a safe and secure repository for developing policies, and forms. We created a working Documents Center that serves as an easy to use, searchable, and secure central repository for this content. Implementation of a training program for users, editors, and administrators was also conducted. Orbis provided a written long term strategy for the expanded use of SharePoint. Reference #3: Client: Donald Borg Construction Location: Schaumburg, IL Contact: Saravani Vennekanti, Project Manager Phone: (847) 891-7401 office: (847) 857-1100 cell Email: saravani@donaldborgconstruction.com Project Summary: Orbis recently configured a project bid process for Donald Borg Construction utilizing SharePoint. The company's existing project bid process had been strictly a paper process that was manually driven. This resulted in slow turnaround, lack of streamlined responses, and manual reporting. Orbis created an automated project bid process using SharePoint Online and Power Automate to streamline the process and allow employees to work more efficiently and securely. The new system also provides analytics in seconds for annual bid responses as well as vendor details.	Reference Document	Yes	Yes	Yes	None
Planet Technologies, Inc.	100+	Included as attachment for 4.3	Reference Document	Yes	Yes	Yes	As one of only 15 Microsoft partners allowed to sell and service the GCC High version of M365, Planet's resources have been cleared to work on sensitive data including CJIS and FEDRAMP (DoD).
Sentinel Technologies	25-100	Jefferson County, Golden, CO; City of Southfield, Southfield, MI; The Meadows, Wickenburg, AZ	Reference Document	Yes	Yes	Yes	Too numerous to mention including CISSP, GISP and others. Also, Sentinel goes through annual SOC II, Type 2 and PCI-DSS audits.
ShareSquared, Inc.	100+	Please see the 3 Case Studies uploaded to Section 7.2	Reference Document	Yes	Yes	Yes	Our acting CISO has a Master's Degree in Cybersecurity from the University of Delaware, Top Secret Security Clearance, and is a CompTIA Advanced Security Practitioner (CASP).
Xerox Business Solutions Midwest	100+	Xerox has performed over 100 similar engagements. Design, implementations, migrations and fine tuning. We are happy to discuss these customer details as we move into the final approval stages.	Reference Document	Yes	Yes	Yes	Xerox is certified with the US DOJ, Xerox Cybersecurity procedures and protocol will ensure the safety and security of the Aurora's data.

Pricing Overview (1/2)

Company	Which best describes your pricing model?	Given the multi-phase element of this project, please describe your approach to pricing and submit rates for both phases.	Extracted Pricing	Please complete the pricing template for the City of Aurora.
AQL Technologies	Time and Materials	Discovery Phase - 130 hrs x \$90 - \$11,700; Migration - 1200 hrs x 90 - \$108,000	<ul style="list-style-type: none"> Discovery: \$11,700 Migration: \$108,000 	Pricing Documents
Ascendum Solutions / Vora Ventures	Time and Materials	Due to the limited amount of information regarding the on-premises SharePoint environments, we are providing a time and materials pricing. After the discovery phase and creation of an Information Architecture document, we have no problem going to a fixed-fee model.	<ul style="list-style-type: none"> Discovery: \$68,800 Migration: \$129,600 	Pricing Document
Burwood Group	Fixed Fee	Fixed fee cost for both phases, determined by outcome of assessment and discovery.	<ul style="list-style-type: none"> Discovery: \$25,000 Migration: No estimate, gives hourly rates 	Pricing Document
Communication square LLC	Fixed Fee	Discovery, Planning, and Initial Documentation will require around 120 Hours and its per unit cost will be \$150. Migration, Validation, and Training will require around 360 Hours and its per unit cost will be \$150. Details are attached below in 5.3.	<ul style="list-style-type: none"> Discovery: \$18,000 Migration: \$54,000 	Pricing Document
Cquent Systems	Fixed Fee	The phases are as stated above - Analysis (15% of total effort) Prototype (30% of total effort) Plan (5% of total effort) and Execute (50% of total effort) Manage is post migration support (3 weeks usually)	<ul style="list-style-type: none"> Discovery: \$5,600 Migration: No estimate, gives hourly rates 	Pricing Document
EKI-Digital	Fixed Fee	We propose a fixed bid for the Discovery phase of \$110,000. Our pricing for the Migration phase is based on an estimate of time required, resources needed, and resource hourly rates. Our fixed bid of Migration phase is \$500,000-700,000.	<ul style="list-style-type: none"> Discovery: \$110,000 Migration: \$500,000 - 700,000 	Pricing Document
EC-United	Time and Materials	Discovery Phase Estimate \$32,870 - \$45,370 & Time and Materials. Migration Phase will be based on client's request from Discovery Report and agreement on work to be done.	<ul style="list-style-type: none"> Discovery: \$32,870 - \$45,370 Migration: No estimate, gives hourly rates 	Pricing Document

Pricing Overview (2/2)

Company	Which best describes your pricing model?	Given the multi-phase element of this project, please describe your approach to pricing and submit rates for both phases.	Extracted Pricing	Please complete the pricing template for the City of Aurora.
Nanna Networks Inc.	Fixed Fee	Discovery Phase will be a lump sum fee of \$47,508 and the Migration Phase will be Time and Materials with each Sprint given a budget prior to starting. For budgetary purposes, \$156,000 can be used for this phase.	<ul style="list-style-type: none"> Discovery: \$47,508 Migration: No estimate, gives hourly rates 	Pricing Document
Olive and Goose, LLC	Time and Materials	Pricing is based on hours estimated for different phases, from Discovery, Planning, Configuration, Migration and Post migration support. Due to lack of volumetric data at this point, our approach is based on assumptions of working with similar environments.	<ul style="list-style-type: none"> Discovery: \$71,743.50 Migration: \$157,504 	Pricing Document
Orbis Solutions	Time and Materials	Pricing for Phase 1 & 2 is included in attached spreadsheet.	<ul style="list-style-type: none"> Discovery: \$43,335 Migration: \$85,615 	Pricing Document
Planet Technologies, Inc.	Time and Materials	\$50k - \$80k, Migration Phase: Starting at \$20k, dependent on customizations, data volume, data structure, tooling requirements, timeline, and goals.	<ul style="list-style-type: none"> Discovery: \$70,763 Migration: No estimate, gives hourly rates 	Pricing Document
Sentinel Technologies	Fixed Fee	Sentinel's approach to the initial Discovery Phase is a "Fixed Fee" engagement. We have then provided a rate structure for the resources required to do the actual migration. Once we have the output and data analysis from the Discovery, we'll work with the City to scope and price the Migration.	<ul style="list-style-type: none"> Discovery: \$15,883 Migration: No estimate, gives hourly rates 	Pricing Document
ShareSquared, Inc.	Time and Materials	Pricing details for both products and services are provided in the Pricing Template. Our blended, discounted, government rate is \$185/hr. and will remain consistent for both phases of the project.	<ul style="list-style-type: none"> Discovery: \$10,360 Migration: \$85,094 	Pricing Document
Xerox Business Solutions Midwest	Fixed Fee	Xerox will deliver the project in three phases, with billing occurring on a monthly basis based upon percent completion (Calendar Month).	<ul style="list-style-type: none"> Discovery: Not Provided. Migration: \$18,563 	Pricing Document

Implementation Overview (1/2)

Company	What is the timeline of the discovery phase from contract signature to completion?	Please upload a timeline/plan for the Discovery phase.	Based on your experience with customers of this size, what is your estimated timeline for Migration	Please describe your approach to training end-users of the new SharePoint platform.
AQL Technologies	It will require 130 Hours	Discovery Document	It will require 1200 hours	AQL can also provide hands on/ remote training for up to 35 client staffs. AQL will create and provide a quick reference guide for the users. Staffs can join these training sessions from anywhere.
Ascendum Solutions / Vora Ventures	Planning - 10 days, Discovery -15 days, IA - 20 days, Final Review - 4 days	Discovery Document	Based on our experience, the timeline will be from 3 to 6 months. This disparity is based on department/user availability, complexity of site/teams to configure and amount of data to migrate.	Training is handled by training the department representatives on the use of SharePoint Online and OneDrive. MS Videos will be used on a training site for additional training content.
Burwood Group	4-5 weeks from executed SOW	Discovery Document	12- 16 weeks	Our Adoption and Training team focuses on developing and delivering adoption programs tailored to meet our clients' objectives.
Communication square LLC	Communication Square LLC will complete its discovery with in 2 weeks after the signature of contract.	Discovery Document	2 weeks will be required for Discovery Phase, 4 weeks will be required for the Migration Phase, 2 Weeks will be required for Validation. The project will take around 2 months.	We will make sure users are aware of: Downtime during the migration, Reason for migration and results, Possible changes, Changes in URLs, Bookmarks, End user training guides.
Cquent Systems	Assuming we have the necessary access (both systems and people), the analysis phase can be completed between 3-4 weeks	Discovery Document	It's hard to know exactly without knowing the size scale of your environment. Roughly we would guess between 3-6 months as an assumption.	Typically, we operate with a "train the trainer" approach
EKI-Digital	Discovery will take about 6 weeks.	Discovery Document	We estimate migration will take 6-8 months, given previous experiences with similar public sector clients. This time will depend on the amount of data required for migration.	We will design a curriculum based on the needs of the users. We will provide hands-on training sessions, and will publish user guides for future reference.
EC-United	The Discovery Phase will take approximately take 35 to 50 days. This includes identifying unsupported features in SharePoint Online and Government Cloud.	Discovery Document	Migration timeline will depend on what is revealed in the Discovery Phase. This will include what will not be migrated and what needs to be redesigned to function in the new farms	iv. We can provide published documentation, Virtual On-Line, and customized documentation for your Training dependent on your needs and requests.

Implementation Overview (2/2)

Company	What is the timeline of the discovery phase from contract signature to completion?	Please upload a timeline/plan for the Discovery phase.	Based on your experience with customers of this size, what is your estimated timeline for Migration	Please describe your approach to training end-users of the new SharePoint platform.
Nanna Networks Inc.	We anticipate 1 month.	Discovery Document	Size of data and custom requirements will change the timeline, but 2 months minimum should be anticipated.	Typical training is a 'Train the Trainer' approach. We would work with Stakeholders and identify key individuals within logical user groups; designate them as trainers and provide (2) sessions.
Olive and Goose, LLC	Less than 3 months. We are able to start the project within 2 weeks of signing and estimate completion of the Discovery phase by end of June 2022	Discovery Document	4-24 months depending on the total amount of data & customizations required. To provide an accurate range, we need data points which will be gathered during discovery.	Educate how new features can be used to increase productivity and efficiency. Provide training content in the form of videos, emails, FAQs, articles. We also offer an LMS at charge.
Orbis Solutions	The timeline plan for the discovery phase would be 8 weeks from contract signature to completion with the timeline plan activities and estimated duration outlined in Exhibit E.	Discovery Document	The SharePoint Online Migration project is estimated to take 18-22 weeks from inception to completion. The high-level breakdown is outlined in Exhibit E.	We will host 2 hour live trainings that can be recorded; 1 session for train the trainer & 1 session for Admin training. Guides will consist of 1-2 pg End User Guide & Full End User Guide
Planet Technologies, Inc.	The timeline of the discovery phase would be between two and five weeks.	Discovery Document	An estimate for the migration would be dependent on Discovery results. At this time there are too many variables.	We offer both administrative and on-demand end-user training with a dedicated learning specialist. Admin training is done during the project with post-migration support.
Sentinel Technologies	Contract Signed 5/2. Project Kickoff 5/4. Info gathering 5/5-23. Draft Blueprint for Migration 5/24-25. Final Design 5/26. Presentation of Migration proposal and Documentation to the City on 5/27.	Discovery Document	Timeframe depends on many factors including number of forms, flows, custom development, quantity and complexity of data to be migrated, and level of training desired but is typically 2-3 months.	Sentinel would strongly recommend formal training from Directions Training as they deliver best-of-breed end-user training as part of a Customer's comprehensive Cloud migration strategy.
ShareSquared, Inc.	Phase 1 is estimated to be 56 hours of services and the expected duration is one month, based on our experience with similar municipal customers. This timeline can be accelerated as desired.	Discovery Document	Phase 2 is estimated to be 308 hours and the expected duration is 3-4 months, based on our experience with similar municipal customers. This timeline can be extended or accelerated as desired.	Our approach, which can be customized as desired, includes Envisioning sessions, Content Owner and End User Virtual Workshops, Admin Knowledge Transfer, and Context-sensitive help/training software.
Xerox Business Solutions Midwest	The Discovery Phase takes 2-3 weeks in duration. Xerox will be able to complete the Discover Phase by the end of June, 2022.	Discovery Document	The estimated time for migration is 5-6 weeks.	Xerox provides training options: Remote training/ 'live' Q&A sessions. In-person training. FAQs, and customized documentation via 3rd Party trainers

Other Questions (1/2)

Company	Please indicate any Business Designations you have.	Please provide an overview of any additional Value Added Services that you have in this space.	Link to your Marketplace.city Profile Page	Anything else you want to tell us?
AQL Technologies	Minority Owned Business, Small Business Classification	Value Added Services Document		Our services include eCommerce-Website development, Web Enablement, Product Development, Legacy Migrations, Web Application Development, Mobile Application Development using Microsoft technologies like SharePoint, DotNet, BI, and mobility on Android and iPhone platform.
Ascendum Solutions / Vora Ventures	Minority Owned Business	Value Added Services Document		Ascendum has been performing migration services around SharePoint since 2010. We have completed over 30 migrations for State and local government. You will not find a better firm to work with for your migration needs.
Burwood Group		Value Added Services Document	https://marketplace.city/c/burwood-group/	Whether you are developing strategy, deploying technology, or managing operations, Burwood is a dedicated partner. We seek to build strong relationships as a trusted advisor, protecting our clients' best interests as we solve complex IT problems.
Communication square LLC	Small Business Classification			Communication Square focuses towards Microsoft Cloud Solutions, and brings customers maximum value by understanding their existing systems. Our CEO has been previously been working with Microsoft designing Microsoft Voice Certification Exams.
Cquent Systems	Minority Owned Business	Value Added Services Document		We have extensive experience with this specific migration. We are ideally suited for executing this work for extremely cost-effective rates. We are also a minority owned business.
EKI-Digital	Minority Owned Business, Local to Aurora, Illinois, Small Business Classification	Value Added Services Document		EKI-Digital is an award-winning Information Technology Consulting Firm headquartered in Chicago, IL, that uses quantitative methods and tools to help companies maximize the return on their investments in digital capabilities. We have extensive experience serving local and state governments.
EC-United	Minority Owned Business	Value Added Services Document	https://marketplace.city/c/executive-consultants-uni/	

Other Questions (2/2)

Company	Please indicate any Business Designations you have.	Please provide an overview of any additional Value Added Services that you have in this space.	Link to your Marketplace.city Profile Page	Anything else you want to tell us?
Nanna Networks Inc.	Women Owned Business			
Olive and Goose, LLC	Minority Owned Business	Value Added Services Document		
Orbis Solutions	Local to Aurora, Illinois	Value Added Services Document	https://marketplace.city/c/orbis-solutions/	We hope to have the opportunity to collaborate with you and your team on your Sharepoint Migration. Please contact us at any time with any questions or items you'd like to discuss in more detail.
Planet Technologies, Inc.	Small Business Classification	Value Added Services Document		Planet Technologies was built around investing in, and developing, long term relationships with our customers and corporate partners. We pride ourselves on working hard to keep our staff trained on the latest technologies, policy and operational issues impacting today's corporate environments.
Sentinel Technologies	Local to Aurora, Illinois	Value Added Services Document		Sentinel's Microsoft engineers are very expert, customer-centric, and highly certified and will bring a tremendous amount of expertise to the City. Moreover, our team will successfully complement yours and the full unified team will work seamlessly to deliver an outstanding Project for the City.
ShareSquared, Inc.	Small Business Classification	Value Added Services Document		In addition to the documents uploaded in Section 7.2, please review our Products (https://www.sharesquared.com/products/) and Solution Accelerators (https://www.sharesquared.com/solution-accelerators/), which can be used to deploy Modern site structures, Taxonomy, and Compliance labels/policies.
Xerox Business Solutions Midwest	Local to Aurora, Illinois	Value Added Services Document		Upon project completion, our goal is to continue to be a true partner, not a vendor, and in doing so it is our responsibility to provide continuous cost savings opportunities along with presenting innovative solutions to address challenges or new needs that may arise within the association.