MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-029 | Oracle Data, AI & Industry Accelerators

Request for Proposals (RFP): Construction Timekeeping, HeavyJob/HeavyBid Migration & Multi-Service Field ERP (Landscaping, Trucking, Concrete Washouts & Grading) on Oracle 23ai & APEX

Instructions for RFP Author: This template is structured so your IT, Architecture, and Procurement teams can issue a rigorous, apples-to-apples Request for Proposals. Customize the bracketed [Modifiable] fields below or use the companion .md file on the solution portal.

1. Issuing Organization & Procurement Schedule (Modifiable Fields)

RFP Field / Milestone	Modifiable Entry / Target Value
Issuing Organization & Sponsor	[Insert Legal Organization Name, Executive Sponsor & Primary Contact Email]
Project Scope Summary	Transition from HCSS HeavyJob / HeavyBid, Rigid Green/Landscaping ERPs (SingleOps / Aspire / LMN), Paper Timesheets & Equipment Spreadsheets to Oracle Database 23ai + APEX 24.2 PWA: Crew Timecards, Shop Kiosks, AI Bid Refactoring, Trucking/Washout/Grading Dispatch & Anti-Hoarding Fleet Tracker
RFP Issue / Q&A; / Proposal Due Dates	[Issue: YYYY-MM-DD] | [Vendor Questions Due: +14 Days] | [Proposals Due: +30 Days]
Target Contract Type	Fixed-Price Milestone Deliverables with Automated Parity & Cutover Acceptance Gates

2. Mandatory Technical Scope of Work (Modifiable Requirements)

[REQ-ARCH-01] HeavyJob & HeavyBid Migration to an AI-Native Estimating & Job Cost Platform: We extract your historical HeavyBid / Excel bid tabs, crew assemblies, equipment rates, and HeavyJob cost-code actuals into Oracle Database 23ai. Estimators use Oracle 23ai AI Vector Search and Document AI to parse PDF plans/specs, compare historical production rates against actual job performance, and generate 100% custom proposals.

[REQ-ARCH-02] Multi-Service Dispatch Engine (Landscaping + Trucking + Concrete Washouts + Grading): One unified data model handles every service line cleanly: (a) Landscaping route/crew schedules, (b) Trucking dispatch with digital haul tickets, scale weights, and DOT driver logs, (c) Concrete Washout serialized bin tracking (GPS drop-off, fill status, pump-out/swap routing, and environmental disposal manifests), and (d) Grading & Earthwork daily cut/fill quantities and percent-complete billing.

[REQ-ARCH-03] Mobile Crew Timesheets, Daily Logs & Shop Timecard Tablet Kiosks: Field foremen enter crew time against Job IDs and Cost Codes alongside weather, production quantities, safety sign-offs, and jobsite photos from any phone/tablet PWA. Shop and yard employees clock in and out on mounted tablet kiosks with badge/PIN scan, feeding a multi-tier approval workflow and one-click CSV/API payroll export.

[REQ-ARCH-04] Anti-Hoarding Equipment Check-In/Check-Out, Barcode & GPS Fleet Management: Every heavy asset, truck, washout bin, and tool is tracked via mobile barcode/QR check-in/check-out, UNSPSC coding, and GPS telematics. Automated daily internal job rental charges bill the active job until the asset is checked back into the yard, immediately stopping foremen from hoarding idle equipment and tying actual runtime hours directly to preventive maintenance and depreciation.

[REQ-ARCH-05] Zero-Per-Seat B2B Subcontractor, Customer & Supplier Portals: Because Oracle APEX 24.2 carries $0 per-user licensing, every foreman, driver, shop worker, general-contractor customer, and external subcontractor accesses real-time job status, washout manifests, COI/W-9 uploads, and billing backups without adding a single dollar of per-seat SaaS fees.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
HCSS HeavyJob Field Diaries, Timecards & Cost-Code Tracking	Oracle APEX 24.2 Mobile Foreman PWA + Shop Timecard Kiosks	100% custom cost-code timekeeping, photo/note diaries, multi-tier approval & payroll CSV/API export
HCSS HeavyBid Assemblies, Historical Bid Tabs & Takeoffs	Oracle 23ai AI-Assisted Estimating Workbench + Vector Bid History	Migrate assemblies & production rates; use AI to match new bid items against historical actuals
Rigid 'Green' Landscaping ERP (Fails on Trucking, Washouts & Grading)	Unified Multi-Service Dispatch (Landscaping, Trucking, Washouts, Grading)	Purpose-built dispatch workflows for haul tickets, serialized concrete washout bins, and earthwork
Concrete Washout Bin Spreadsheets & Paper Environmental Manifests	Serialized Container Lifecycle Tracker (Drop-Off / Swap / Pump-Out / Manifest)	GPS bin pin-drop, yard inventory, route optimization, and automated recurring rental + service billing
Foreman Equipment Hoarding & Paper Yard Sign-Out Sheets	Mobile Barcode Check-In/Out + Automated Daily Internal Job Rental Charge	Charge active job daily until checked back in; link hours to maintenance & usage depreciation
Per-User SaaS Portal Fees for Subcontractors & GC Customers	Zero-Per-Seat Oracle APEX B2B Customer & Subcontractor Portal (VPD)	Unlimited external logins for haul tickets, washout manifests, lien waivers, and AIA progress billing

4. Mandatory Vendor Q&A; Questionnaire & Evaluation Benchmark Key

Bidders must answer each technical question below. Evaluation committee members can compare vendor answers directly against the Reference Benchmark Key:

Vendor Question 1: Why build an internal construction and multi-service ERP on Oracle APEX + 23ai instead of buying HCSS HeavyJob or a niche landscaping ERP? *[Score: ___ / 10]*

Reference Evaluation Benchmark: COTS tools force you to choose between heavy-civil rigidity (HeavyJob/HeavyBid) or single-trade 'Green' landscaping ERPs that cannot handle dump-truck hauling, concrete washout container logistics, or mass grading. With Oracle APEX 24.2 and Oracle Database 23ai, we deliver a system tailored 100% to every service line you operate, in 5 to 8 weeks, with $0 per-user licensing fees.

Vendor Question 2: How do you migrate our historical estimates and cost history out of HeavyBid and HeavyJob? *[Score: ___ / 10]*

Reference Evaluation Benchmark: We extract your historical HeavyBid assemblies, bid tabs, equipment rates, and HeavyJob daily timecard/cost-code history into structured Oracle 23ai tables and AI Vector indexes. Your estimators keep all their institutional history while gaining AI-assisted takeoff and bid matching.

Vendor Question 3: How does your system stop foremen from hoarding equipment on jobsites? *[Score: ___ / 10]*

Reference Evaluation Benchmark: We pair mobile barcode check-in/check-out with automated daily internal job rental billing. As long as an excavator, truck, or attachment is checked out to Job #104, Job #104's budget is charged the daily internal rental rate until the foreman checks it back into the yard or transfers it to another active crew.

Vendor Question 4: Can external subcontractors, haulers, and homebuilder customers log into the portal without costing us per-seat fees? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Yes. Oracle APEX is licensed by underlying database compute (ECPU/OCPU), not per named user. You can grant portal access to 500 internal crew members and 5,000 external subcontractors, third-party truckers, and GC customers at $0 per-user license cost, secured by Oracle Virtual Private Database (VPD).

Vendor Question 5: How do you rationalize report/query fan-out and guarantee 100% customer code & data ownership? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Vendor must demonstrate AST SQL clustering to collapse cloned queries into governed core views with runtime/AI-inference filters, and deliver 100% customer-owned SQL, PL/SQL, APEX, or cloud code with zero proprietary runtime lock-in.

5. Commercial Milestone Pricing & Evaluation Weighting (Modifiable)

Phase / Deliverable Gate	Required Acceptance Output	Bidder Fixed Fee	Eval Weight
Phase 0: AST Discovery & Blueprint	Complete code/schema AST inventory, dead-code manifest & core SQL fan-out map	$ [Insert]	20%
Phase 1: Core Schema & Logic Uplift	Target cloud/DB provisioning, automated DDL/code conversion & unit tests	$ [Insert]	30%
Phase 2: UI, Reports & UAT	Modernized UI/portals, runtime/AOP reports, security VPD/SSO & UAT sign-off	$ [Insert]	30%
Phase 3: Cutover & Hypercare	Zero-downtime cutover, row/hash reconciliation & 30-day production warranty	$ [Insert]	20%