REPORT FROM EVALUATION COMMITTEE FOR REQUIREMENTS CONTRACT FOR BUDGET SOFTWARE RFP #9267

Committee Members:

Henry Fierro, Principal Budget Analyst, Budget Office
Scott Motsenbocker, Senior Budget Analyst, Budget Office
Dennis Jones, Data Base Administrator, Information Service Department
Michael Lima, Management Analyst III, Airports Department
Haley Lynch, CPA Accountant, City of Clovis - Finance Department
Jean Thomas-Runnels, Senior Buyer (Facilitator), Purchasing - Finance Department

BACKGROUND:

The goal of this Request for Proposal (RFP) was to solicit proposals to replace the City of Fresno's current budget software. The need to replace the City's current software (BRASS) is due to its inability to function with the processing architecture of Microsoft's Windows 7 and above. The new software will: 1) function with operating systems supported by Microsoft; 2) provide required functionality to complete and enhance the budget process; and 3) provide web based accessibility to the new system. Seventeen proposals were sent out. Four responses were received and opened on May 1, 2014. In addition to acquiring a new budget system, services requested under the RFP consist of conversion of the City's existing data held in BRASS, configuration and installation of new software system, training for City staff, as well as providing ongoing support. The RFP will be fixed, with an initial purchase price and ongoing maintenance support costs over the next five (5) years. Per RFP instructions, submitted proposals included cost for proposed software, associated services, and maintenance support in year one. It was also requested that proposers' submit annual maintenance costs for years two through five. This proposal would be for one (1) year with ongoing maintenance.

Evaluation by Committee:

Application Software Technology Corporation (AST)
SUBMITTED PROPOSAL: $1,717,502.51

AST Corporation of Naperville, IL submitted the highest bid proposal in the amount of $1,717,502.51 based on a bundle of products: 1) Hyperion Planning Plus; 2) Oracle Hyperion Public Sector Planning and Budgeting; 3) Hyperion Financial Data Quality Management Enterprise Edition; and 4) Hyperion Financial Data Quality Management Adapter Suite. AST met requirements of the RFP. Their proposal would provide much of the functionally that was defined in the RFP. However, it would require the need for a certain level of customization at additional cost, such as replicating City's current budget canned and ad hoc reports. Additional cost is also anticipated for the conversion of budget data not included in proposal. The proposal included data conversion for six years while the City has 15 years of data in the current budget system. Additionally, AST staff indicated that modifications would be needed in order to allow Hyperion to interface with the versions of the PeopleSoft Financial and Human Resources system (PeopleSoft) that the City currently uses. There is no guarantee that future versions of Hyperion would work with the City's PeopleSoft system.

AST has experience with relational databases as utilized by the City's current budget software; however, AST did not have hands-on experience with converting data from a BRASS database. Proposal includes licenses for 60 users; future additional licenses would need to be purchased at an additional cost. Once Hyperion was installed, Oracle would provide primary ongoing software support, while AST would provide secondary support due to its partnering status with

Oracle. AST submitted references were contacted but no responses were received. The submitted financial information was reviewed.

<u>CGI Technologies and Solutions Inc.</u>
SUBMITTED PROPOSAL: $1,626,130.00

CGI Technologies (CGI) with a branch office in Los Angeles, Ca. submitted the second highest proposal in the amount of $1,626,130.00. Exceptions were identified in submitted proposal during initial review; however, the committee continued the evaluation of proposed software and services to understand the potential value for the City. A process was in place to address exceptions if the committee concluded that the proposal was found to provide the greatest value of submitted proposals. CGI is the proprietor of the BRASS software and has extensive experience with BRASS architecture.

CGI proposed the Advantage Performance Budgeting (APB) system. The committee determined that APB would meet many of the functionality requirements defined in the RFP. However, functionality to create a budget book from APB would be an additional cost to the base price quoted. APB provides a significant number of reports; however, a certain level of customization is needed to replicate current BRASS reports. Conversion of all primary data was included in the submitted proposal. It was communicated that budget request data was not included in the proposal. CGI would issue a site license if the City chose to purchase ABP, which means there would be no cost to the City to add additional users to the system above the initial 60 that were defined in the RFP. As an existing client with an active maintenance agreement, the price of proposed software was excluded from the submitted fixed cost price. CGI submitted references were contacted and responses were received. The submitted financial information was reviewed.

<u>GNC Consulting, Inc.</u>
SUBMITTED PROPOSAL: $878,700.00

GNC Consulting of Frankfort, IL had the second lowest cost proposal at $878,700.00. GNC's proposal is based on partnerships with Mythics (an Oracle product reseller) and Mo 'Mix Solutions (subcontractor & Oracle Gold Partner). Exceptions were identified in submitted proposal during initial review; however, the committee continued the evaluation of proposed software and services to understand the potential value for the City. A process was in place to address exceptions if the committee concluded that the proposal was found to provide the greatest value of submitted proposals.

GNC proposed the Hyperion suite of budget products offered by Oracle. GNC has experience with relational databases as utilized by the City's current budget software; however, GNC did not have hands-on experience with converting data from a BRASS database. The proposal included data conversion for six years while the City has 15 years of data in the current budget system. Proposal includes licenses for 60 users; future additional licenses would need to be purchased at a cost. Once implementation was complete, Oracle would provide primary ongoing software support, while GNC would provide secondary support due to its partnering status with Oracle. GNC submitted references where contacted and all responded. The submitted financial information was reviewed.

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<u>Sherpa Government Solutions, LLC</u>
SUBMITTED PROPOSAL: $488,143.00

Sherpa of Denver, CO had the lowest cost proposal at $488,143.00. Sherpa proposed installing Budget Formulation and Management (BFM), a proprietary software developed by Sherpa. The Committee was impressed with the experience and qualifications of Sherpa. Sherpa met all requirements of the RFP, meaning no exceptions were found regarding the submission of documents and/or requested signatures per RFP checklist. BFM was found to address all functional needs of the City in order to complete and enhance the City's budget process and deliverables. The project team was found to have an extensive background with converting BRASS databases as well as interfacing between budget, financial, and human resource systems. Sherpa's proposal also included the conversion of the City's 15 years of budget data. Sherpa's proposal included budget book-building functionality within the base price. Sherpa would grant a site license to the City, which would allow the City to add users at no additional cost in the future.

Sherpa was found to be the most responsive due to: 1) proposal meets all the criteria as specified in the RFP; 2) the proposed software meets, in totality, the RFP's scope of work as well as exceeds current functionality of BRASS; 3) project team has extensive experience towards BRASS data and reporting conversions along with budgeting processes; 4) proposal includes the establishment of current BRASS reports in the new system; 5) proposal includes the conversion of all 15 years of current budget data; and 6) project team members will provide the ongoing support. The submitted references were contacted and all responded. The submitted financial information was reviewed.

RECOMMENDATION

<u>**Conclusion**</u>**:**

The Committee recommends award to Sherpa of Denver, Co. in the amount of $488,143.00. Their proposal meets all the RFP requirements including critical components as stated above.

See attached

Matrix summary

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