



BOARD OF COUNTY COMMISSIONERS

DATE: October 7, 2014

AGENDA ITEM NO. #26

Consent Agenda ☐

Regular Agenda ☒

Public Hearing ☐

 **County Administrator's Signature**

Subject:

Approval of Ranking - Computer Software Consulting: Enterprise Asset Management (EAM) System
Contract No. 134-0001-P(RG)

Department:

Business Technology Services (BTS) / Enterprise
Asset Management (EAM) Project Coordination
Committee / Purchasing

Staff Member Responsible:

Martin Rose / Paul Sacco / Candy Mancuso

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE AN AGREEMENT WITH THE NUMBER ONE RANKED FIRM, FOR THE IMPLEMENTATION OF AN ENTERPRISE ASSET MANAGEMENT (EAM) SYSTEM WITH TIMMONS GROUP, INC., RICHMOND, VIRGINIA.

Summary Explanation/Background:

On November 8, 2013, the Purchasing department on behalf of the EAM Project Coordination Committee let a Request for Proposal (RFP) with the intent of obtaining the services of a qualified and experienced firm to implement a new, unified Enterprise Asset Management (EAM) system to manage assets throughout the county including people, resources, equipment, infrastructure, planning, budgeting, and analysis of business operations.

Currently, the stakeholder departments of Real Estate Management (REM), Parks and Conservation Resources (PCR), Office of Business Support, Office of Engineering and Technical Support, Departments of Solid Waste, Public Works and Utilities and Business Technology Services (BTS), use multiple work management systems to enable business services within the enterprise. The use of multiple work management systems creates challenges in the areas of communication, planning, support, and delivery of services. In order to increase efficiencies and provide more consistent core services, the County demands data driven and transparent management of assets across all businesses and business processes.

The implementation of an EAM system will allow the County to lower costs, increase efficiencies, and improve consistency in the delivery of services by standardizing business processes. In addition, the system will extend the life cycle of assets and drive the prioritization of capital improvements through risk assessment and management, which will enable a higher level of service.

The firms in order of ranking after scoring are attached on the Ranking Spreadsheet.

Negotiations will be centered on, but not limited to best and final pricing, finalization of optional services, a comprehensive Statement of Work and contract terms.

A final negotiated contract will be presented to the Board for consideration at a future date. Project duration for implementation is estimated at 30 months.

Fiscal Impact/Cost/Revenue Summary:

The expenditures reflected below are estimates based upon initial price submittals and projected estimates. Actual costs may vary based upon final negotiations.

Vendor Costs:

• Technology and Licensing	\$220,000.00
• Vendor Services	\$1,353,900.00
Total Vendor Costs:	\$1,573,900.00

BTS Costs:

• BTS Implementation Costs (staffing)	\$1,469,900.00
• Initial BTS Training and Travel	\$57,260.00
• Hardware	\$475,900.00
Total BTS Costs:	\$2,003,060.00

Business Costs:

• Business Implementation Costs (staffing)	\$3,601,520.00
• Initial User Training and Travel	\$210,000.00
• Computers (Mobility)	\$463,950.00
Total Business Costs:	\$4,275,470.00

Estimated Total Project Implementation Costs Not to Exceed: \$7,852,430.00 (prior to negotiation)

Appropriation to support the EAM Project will be derived primarily from the General, Water, Sewer, and Solid Waste Funds. All project costs will be budgeted and expended within the BTS Fund. In the FY15 Budget, approximately \$400K is available in the BCC Strategic Projects program within the BTS Fund. Reallocation of existing appropriation is not possible, as BTS project costs are built into their budget in project specific cost centers. BTS does not have recurring appropriation dedicated to specific projects which would become available when the projects are complete. When the final project budget and timeline is determined based on negotiations, the Office of Management and Budget will propose a plan to address the remaining appropriation requirements.

Exhibits/Attachments:

Contract Review
Ranking Spreadsheet



**PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL**

CATS
NO.: 43383

PROJECT: COMPUTER SOFTWARE CONSULTING: ENTERPRISE LEVEL ASSET MANAGEMENT (EAM) SYSTEM

RFP NUMBER: 134-0001-P (RG)

TYPE: ☒ Purchase Contract ☐ Other: ☐ Construction-Less than \$100,000 ☐ One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: 14-17 **PRODUCT ONLY** ☐

Estimated Expenditure: \$5-\$10 M

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	<u>Purchasing Dept.</u> J. Lauro, Director C. Mancuso, Ass't. Director	10/7/13	[Signature]		
2.	<u>Requesting Dept.</u> Attn: James Russell DAVID JAMES	10/15/13 10/16/13	[Signature] [Signature]		
Using Dept please provide below information: <input type="checkbox"/> Yes, funding for this requisition is using grant Funding. <input type="checkbox"/> No, funding for this requisition is not using grant Funding. If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.					
3.	<u>Risk Management Director</u> Attn: Virginia E. Holscher (Check applicable box at right)	10/20/13	[Signature]	Pls see changes p15-16	HIGH RISK NOT HIGH RISK
4.	<u>BCC Finance</u> Attn: Cassandra Williams	10/25/13	[Signature]		
5.	<u>Legal</u> Attn: D. Long	10/31/13	[Signature]	Need to substitute Contracts attached	
6.	<u>Asst. County Administrator</u> Attn: M. Woodard	10/31/13	[Signature]		

RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: Rosa E. García, Procurement Analyst at Extension 43148
In order to meet the following schedule, please return your requirements to Purchasing by: **October 18, 2013**

See p. 6 for revised #2.7 provisions
which is a custom (K) for this RFP
✓ Done Ross

PINELLAS COUNTY RANKING**Computer Software: Enterprise Asset Management (EAM) System
134-0001-P(RG)**

Company Name	Point Total	Ranking
Timmons Group, Inc.	1688.50	1
Starboard Consulting	1611.28	2
Agile Assets, Inc	1557.34	3
Applications Software Technology Corporation dba AST Corporation	1546.96	4
Quintel Management Consulting, Inc, dba Quintel-MC, Inc	1226.36	5
Zannett Commercial Solutions, Inc.	647.90	6
Asset Works, LLC	611.48	7
Mythics, Inc	247.86	8
Vertex Data Utility Services, LLC dba Vertex Business	233.96	9