



BOARD OF COUNTY COMMISSIONERS

DATE: September 24, 2015

AGENDA ITEM NO. 29

Consent Agenda ☐

Regular Agenda ☒

Public Hearing ☐

County Administrator's Signature:

Subject:

Cancellation of Negotiations – Computer Software Consulting, Enterprise Asset Management (EAM) System
Contract No. 134-0001-P(RG)

Department:

Business Technology Services (BTS) / Purchasing
Department

Staff Member Responsible:

Martin Rose, Chief Information Officer
Joe Lauro, Director

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) AUTHORIZE STAFF TO CANCEL NEGOTIATIONS FOR THE IMPLEMENTATION OF AN ENTERPRISE ASSET MANAGEMENT (EAM) SYSTEM WITH TIMMONS GROUP, INC. (TIMMONS), RICHMOND, VIRGINIA.

IT IS FURTHER RECOMMENDED THE BOARD AUTHORIZE STAFF TO PROCEED WITH THE PURCHASE OF THE CITYWORKS EAM SOFTWARE SOLUTION DIRECTLY FROM THE MANUFACTURER, AZTECA SYSTEMS, INC., SANDY, UTAH, AS WELL AS, TO PROCURE THE IMPLEMENTATION SERVICES OF THE CITYWORKS SOLUTION SEPARATELY UTILIZING EXISTING GOVERNMENT OR COOPERATIVE CONTRACTS.

Summary Explanation/Background:

Consideration is requested to cancel negotiations with Timmons and authorize staff to procure the implementation services for the Cityworks EAM project. Procurement methods to be considered include the use of other government or cooperative contracts. If staff is unsuccessful in procuring implementation services utilizing existing contracts, a new competitive solicitation will be released for implementation of Cityworks.

Additional consideration is requested to authorize staff to proceed with the direct purchase of the Cityworks EAM software solution as a result of a competitive Request for Proposal (RFP) process. The purchase will be made directly from Azteca Systems, the manufacturer and sole provider of this product.

On November 8, 2013, the Purchasing Department, on behalf of the EAM Project Coordination Committee released an RFP with the intent of identifying an EAM solution that is scalable and able to achieve County business functional requirements. The RFP was also intended to select an experienced implementer to partner with the County and take the lead on project management, organizational change management, training and other necessities.

On October 7, 2014, the Board approved the ranking of firms and authorized staff to negotiate an agreement with Timmons Group for the implementation of the Cityworks EAM solution.

Over the past nine (9) months, the County has engaged Timmons in negotiations with limited success. This was mainly due to the inconsistency and incompleteness of documents provided by Timmons, where key elements of the project did not receive the full focus and attention required to ensure the County that Timmons was capable and prepared to deliver a successful implementation.

Fiscal Impact/Cost/Revenue Summary:

N/A

Exhibits/Attachments Attached:

N/A

EXHIBIT L: COST SCHEDULE
SUMMARY OF TOTAL ENTERPRISE ASSET MANAGEMENT PROJECT COSTS
UNLIMITED ENTERPRISE LICENSES

| TIMMONS GROUP | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|--|
| COST CATEGORIES | COST Jan 2014 | COST Jan 2015 | COST April 2015 | COST June 2015 | COST July 2015 | NOTES below relative to July 2015 column only |
| Vendor Services: | | | | | | Blended Billing Rate for all Categories - \$135 |
| Data Creation and Migration | 458,500.00 | 458,500.00 | 458,500.00 | | | |
| GIS Services | 25,700.00 | 25,700.00 | 25,700.00 | | | |
| Cityworks Configuration and Data Migration | | | | 843,075.00 | 777,870.00 | Based on 5,762 hours at blended rate. |
| Interfaces | 485,400.00 | 485,400.00 | 485,400.00 | 481,680.00 | 484,380.00 | Based on 3,588 hours at blended rate. |
| Project Management and Implementation | 309,400.00 | 309,400.00 | 309,400.00 | | | |
| Project Management | | | | 393,930.00 | 408,240.00 | Based on 3,024 hours at blended rate. Full time for the duration of the project. |
| Organizational Change Management | | | | 176,040.00 | 209,250.00 | Based on 1,550 hours at blended rate. Full time for the duration of the project. |
| Other Costs | 74,900.00 | 74,900.00 | 80,700.00 | | | |
| Not to Exceed Training | | | | 32,400.00 | 97,200.00 | Based on 720 hours at blended rate. |
| Not to Exceed Reports Development Effort | | | | 97,200.00 | 97,200.00 | Based on 720 hours at blended rate. |
| Not To Exceed Travel Expense | | | | 98,600.00 | 98,600.00 | Based on a 27 month implementation schedule. Travel expenses will be billed monthly based on actual incurred cost. All air travel must be booked no less than 14 calendar days in advance unless authorized, in writing, prior to booking. The County's Travel Policy shall be utilized to determine reimbursement rates for Meals and Incidental Expense Rates (as defined therein) and any other authorized travel expenses not specifically addressed herein. |
| Cost of Performance Bond Payment (Pass Through) | 38,938.16 | 38,938.16 | 39,104.97 | 60,730.00 | 62,500.00 | Performance bond fee is a pass through; there are no markups. |
| Total Costs | 1,392,838.16 | 1,392,838.16 | 1,398,804.97 | 2,183,655.00 | 2,235,240.00 | |

| AZTECA SYSTEMS, INC | | | | | | |
|---|---------------|---------------|---------------|---------------|---------------|---|
| COST CATEGORIES | | | | | COST | NOTES |
| Technology & Support | | | | | | |
| Licensing, Maintenance and Support | \$ 220,000.00 | \$ 220,000.00 | \$ 220,000.00 | \$ 220,000.00 | \$ 220,000.00 | Cityworks Server AMS – Server AMS Premium. Custom (includes all current and future Cityworks API's and Interfaces) and Maintenance and Support for Year 1 |
| Maintenance & Support Costs (Years 2 - 5) | \$ 880,000.00 | \$ 880,000.00 | \$ 880,000.00 | \$ 880,000.00 | \$ 880,000.00 | ELA Yearly Maintenance for Cityworks Server AMS for years 2 through 5. |

5-Year Total Cost of Ownership \$ 2,492,838.16 \$ 2,492,838.16 \$ 2,498,804.97 \$ 3,283,655.00 \$ 3,335,240.00