

Pinellas County Business Technology Services

Board Meeting

Partnering to provide the solutions most important to our customers' business



Agenda

1. Call to Order – Chair, Commissioner Welch
2. Designation of Voting Proxies – Chair, Commissioner Welch
3. Approval of Meeting Minutes – Chair, Commissioner Welch

BTS Board Meeting – November 17, 2016

DISCUSSION ITEMS

4. Approval of New External IT Resources Agreement Item 15-806 – Greg Carro
5. Adjournment – Chair, Commissioner Welch

Pinellas County Business Technology Services

Greg Carro, Finance Manager

Approval of New External IT Resources Agreement Item 15-806

Partnering to provide the solutions most important to our customers' business



Background

- Business Technology Services (BTS) has used contractor services for staff augmentation purposes since 2010 for short term staffing needs in support of IT projects and to backfill IT positions.
- On July 25, 2010, the County Administrator approved the purchase authorization for temporary staffing for professional services for staff augmentation on an 'as needed' basis via Florida State Contract - Information Technology (IT) Consulting Services 973-561-10-1.

Background

- On March 9, 2016, the Purchasing Department, on behalf of BTS, released an RFQ with the intent of selecting firms to provide IT staff augmentation services.
 - This agreement was intended to replace Florida State Contract - Information Technology (IT) Consulting Services 973-561-10-1 and be in place prior to its expiration on February 28, 2017.

Use of Contractor Services

- **Staff Augmentation:** To support short term labor needs for approved and funded customer efforts, projects and staffing needs approved as part of the annual budgeting process. (NOTE: \$796K in BTS Contractual services approved in our FY17 budget)
- **Professional Services:** There are times when augmentation is not enough, and we will request a vendor to scope an effort or project and they will manage the effort through completion. (Funded by approved project or customer budget and applies to *New Agreement*)

RFQ Process

- The RFQ yielded forty-five (45) submittals that were evaluated based upon the following criteria:
 - ✓ Experience in providing the same or similar services
 - ✓ Qualifications of the firm's staff and current certifications
 - ✓ Response to a questionnaire in the RFQ
 - ✓ Recruiting Strategy
- Firms in rank order are attached on the ranking spreadsheet.

13 Selected Firms

Thirteen highest ranked firms to provide Information Technology (IT) staff augmentation services (alphabetical):

1. Ciber, Inc.
2. Cogent Infotech Corporation
3. Diane Meiller and Associates Incorporated
4. DSM Technology Consultants, LLC
5. Elegant Enterprise-Wide Solutions, Inc.
6. Global Information Services, Inc.
7. Hays Holding Corporation dba Veredus Corporation
8. High Street IT Solutions, LLC
9. Image Technology Resources Corp. dba IT Resources Corp.
10. Infojini, Inc.
11. Randstad North America, Inc., dba Randstad Technologies, LP
12. SGS Technologies, LLC
13. Technology Management Corporation dba Technology Management Corporation-1 Incorporated

BTS Use of New Agreement

- This agreement will provide IT staff augmentation services and project-based IT staff services on an as-needed basis for Business Technology Services (BTS); *Replacing now expired Florida State Contract - Information Technology (IT) Consulting Services 973-561-10-1.*
- BTS will issue task orders for each specific resource request including a description of the skills required, duration of the assignment, approximate hours associated on a project, general role and responsibilities. Each task order is subject to price quotation with firms associated with this contract based on areas of corporate expertise.

Requested BTS Board Action

- BTS Board Vote for Agenda Item 15-806 Titled 'Ranking of firms and agreements with the 13 highest-ranked firms for requirements of information technology staff augmentation services.