



BOARD OF COUNTY COMMISSIONERS

DATE: May 19, 2009
AGENDA ITEM NO. 6.

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature: 

Subject:

Approval of Ranking of Firms - Software Replacement, Solid Waste Scale House
Contract No. 089-0065-P(RM)

Department:

Utilities / Purchasing

Staff Member Responsible:

Tom Crandall / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE WITH THE NUMBER ONE RANKED FIRM PARADIGM SOFTWARE, L.L.C., (PARADIGM) HUNT VALLEY, MARYLAND.

Summary Explanation/Background:

On January 21, 2009, the Purchasing Department, on behalf of Utilities Solid Waste, let a Request For Proposal (RFP) for the purchase of a software replacement for the existing Scale House ticketing, billing and reporting system. On February 19, 2008, the Board approved an amendment to the consulting contract with Langham Consulting to assist in the formulation of an RFP document and the overall selection process.

Proposals were received from four (4) firms. An Evaluation Committee consisting of four (4) staff members from Utilities and two (2) staff members from Business Technology Services (BTS), along with a member of the Purchasing Department acting as a facilitator, was formed to evaluate the proposals. The firms that submitted proposals are:

1. Creative Information Systems, Inc.
2. DesertMicro
3. Paradigm
4. PC Scale, Inc.

The proposals were evaluated according to the following criteria:

- | | |
|-----------------------------------------|----------------------|
| 1. Written proposal submittal | Maximum Points = 400 |
| 2. On-site demonstration / presentation | Maximum Points = 150 |
| 3. Client site visits | Maximum Points = 150 |
| 4. Cost for short-listed finalists | Maximum Points = 300 |

After the written proposals were evaluated and scored on March 16, 2009, all four proposer firms were invited to participate in the on-site presentations.

On March 27, 2009 the Evaluation Committee met to evaluate and score the on-site demonstrations presented by each proposer firm. Two firms were short-listed (tied) for the next phases of the evaluation process and ranked as follows:

1. DesertMicro - 325 Points
2. Paradigm - 325 Points

On April 21, 2009 the Evaluation Committee met to evaluate and score client site visits and proposal cost.

The final ranking of the firms are as follows:

- | | |
|----------------|-------------------------------|
| 1. Paradigm | Cumulative Total Points = 875 |
| 2. DesertMicro | Cumulative Total Points = 775 |

The negotiations with Paradigm will focus on specific deliverables, contract terms, conditions and pricing. The estimated cost for five (5) years is \$425,455.00. This amount consists of one-time costs of \$305,680.00 and five (5) years support and maintenance costs for the software application of \$119,775.00 for a grand total of \$425,455.00.

Fiscal Impact/Cost/Revenue Summary:

Estimated costs prior to negotiations are \$425,455.00 and have been budgeted accordingly. Funding will be derived from Utilities Solid Waste Operations funds.

Exhibits/Attachments Attached:

1. Contract Review
2. Evaluation Criteria Tabulation

27997

CONTRACT REVIEW TRANSMITTAL SLIP

PROJECT: Software Replacement – Solid Waste Scalehouse	
RFP NUMBER: 089-0065-P(RM)	REQ. NUMBER:
TYPE: <input checked="" type="checkbox"/> Purchase Contract <input type="checkbox"/> Construction-Less than \$100,000 <input type="checkbox"/> One Time <input type="checkbox"/> Other:	

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 Slip and forward to the next Review Authority on the list. 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:

Please provide

PRODUCT ONLY ☐

This is an annual/semi-annual requirement contract. Annual Estimated Expenditure: \$500,000

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	Purchasing Dept. Joe Lauro, Director Ruby McKenzie, PA <i>Candy Walker</i>	11/3	<i>cmw</i>	<i>Scoring of 6150 points phase 1 Pg 19 3.4.6 This diligence formatting i/f corrected before issue entire doc</i>	<i>R</i>
2.	Utilities Attn: Karen Dejordy <i>Bob Hansen</i>	11/18 11/17	<i>K. Dejordy</i> <i>Bob Hansen</i>	<i>See attached document</i>	<i>R</i>
3.	Risk Management Attn: Loretta Hunter (Please check applicable box at right)	12/5/08	<i>SLW</i>		HIGH RISK NOT HIGH RISK
4.	BTS Attn: Paul Alexander	12/18/08	<i>Paul Alexander</i>	<i>Incorporated Comments enclosed</i>	<i>R</i>
5.	BCC Finance Attn: Cassandra Williams	12/5/08	<i>CBW</i>	<i>See comments/changes. A/R provided input.</i>	<i>R</i>
6.	Asst. County Administrator Attn: Tom Crandall		<i>Kenn Beretta 11/24/08</i>		
7.	Asst. County Administrator Attn: Mark Woodard	1/20/09	<i>CMW</i>		
8.	Legal Attn: Michelle Wallace	12/22/08	<i>MW</i>	<i>Agreements Attached</i>	<i>R</i>

RETURN TO PURCHASING

All inquiries should be made to: Ruby McKenzie

need to understand proposed scoring process before this is released. It is different compare to our normal process.

at Extension 4-3795

In order to meet the following schedule, please return your requirements to Purchasing by: 11/17/08

TENTATIVE DATES

Legal Ad-BID/RFP Mail Out: 11/21/08
/RFP Opening: 12/22/08
Board/County Admin/Purchasing Director Approval: tbd

**PINELLAS COUNTY
EVALUATION CRITERIA
TABULATION SHEET**

**RFP TITLE: SOFTWARE
REPLACEMENT -
SCALEHOUSE
RFP #: 089-0065-P(RM)**

	COMPANY NAME	EVALUATOR Nancy Bedell	EVALUATOR Deborah Bush	EVALUATOR John Grosbeck	EVALUATOR Robert Hauser	EVALUATOR Karen Nunley	EVALUATOR Kevin Pratt	TOTAL POINTS Phase 2 Part B + Cost	TOTAL AVERAGE	RANK	GRAND TOTAL POINTS	GRAND TOTAL AVERAGE	RANK
1	Creative Information Systems, Inc.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		1799.99	300.00	3
2	Desertmicro	300.00	300.00	300.00	300.00	300.00	300.00	1800.00	300.00	2	4650.00	775.00	2
3	Paradigm Software, L.L.C.	450.00	450.00	450.00	450.00	450.00	450.00	2700.00	450.00	1	5249.99	875.00	1
4	PC Scale Inc.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		1500.00	250.00	4

Date: April 21, 2009