

Bachteler, James J

BCC 6-21-16 #26

From: Justice, Charlie
Sent: Tuesday, June 21, 2016 12:18 PM
To: BoardRecords
Cc: Bachteler, James J
Subject: FW: File 16-680A - Purchase Authorization with Woolpert, Inc. to implement the Cityworks Enterprise Asset Management Solution
Attachments: File 16-680A - Timmons Group Response.pdf
Importance: High

From: Ron Butcher [mailto:Ron.Butcher@timmons.com]
Sent: Tuesday, June 21, 2016 9:39 AM
To: Eggers, Dave <deggers@co.pinellas.fl.us>; Seel, Karen <kseel@co.pinellas.fl.us>; Morrioni, John <jmorrioni@co.pinellas.fl.us>; Welch, Kenneth <kwelch@co.pinellas.fl.us>; Long, Janet C <JanetCLong@co.pinellas.fl.us>; Gerard, Pat <pgerard@co.pinellas.fl.us>; Justice, Charlie <cjustice@co.pinellas.fl.us>
Cc: Lowell Ballard <Lowell.Ballard@timmons.com>
Subject: File 16-680A - Purchase Authorization with Woolpert, Inc. to implement the Cityworks Enterprise Asset Management Solution
Importance: High

Board of County Commissioners,

In 2015 the Timmons Group submitted on RFP No. 134-0001-P (RG) – Computer Software Consulting: Enterprise Asset Management (EAM) System. Through a competitive process our team along with Azteca Systems was selected as the implementer and software vendor for the County’s Enterprise Asset Management Solution. Our scope met all the technical requirements in the RFP with a fee of just over \$3.2M total cost. In the Contract Negotiations Cancellation letter dated September 25, 2015 the reason for cancellation is that our team was not the right “fit” for the County though we met, through a competitive process, the technical requirements to complete the project.

Following are the points our team would like to make:

- Timmons Group total fee that met all requirements of the RFP was **\$3.2M**. This fee included services for upfront planning, data migration from legacy systems, integration with other core business systems, and the implementation of the Cityworks software. The fee submitted as part of the June 21st agenda by Woolpert, Inc. is over **\$5M** and **does not include many of the key elements of the original RFP including data migration, system integrations and most importantly Cityworks software implementation. The average Woolpert Inc. rate is over \$200 per hour while the submitted blended rate for Timmons Group was \$135 per hour.**
- The Timmons Group team went through an extensive competitive selection process which included submission of a proposal and an all-day short list presentation. It was determined by the County that our team met the technical requirements of the RFP. Woolpert, Inc. did not submit on the RFP and did not participate in the competitive selection process
- The Timmons Group Team (including Jones Edmunds (JEA), and GIS inc.) are all Cityworks Business Partners. Timmons Group is a Platinum Level Implementation Partner with over 40 implementations of the Cityworks Asset Management System. Timmons Group is one of four Platinum level implementation partners across the country and it is the highest level that an implementation partner can achieve. JEA is a Gold Implementation

partner and has intimate knowledge and long history working with the County. GISi is a Gold Level Implementation Partner with extensive knowledge of the County's GIS.

Our concern is that the County is paying considerably more fee (over 36% more) for a solution that does not meet all the key requirements in RFP 134-0001-P (RG) and that the team the County is using was not properly vetted through a competitive process. Timmons Group team took the time and effort to submit a winning proposal with a very competitive price and was selected through a competitive process. Woolpert did not submit on the RFP and did not participate in this process.

The Timmons Group Team will honor our original proposal submission and fee and would request that the Board of County Commissioners revisit negotiations. It is our belief the County will get better value with a solution that meets all the key requirements in the original RFP

Sincerely,

Ronald R. Butcher

Director Asset Management Services

TIMMONS GROUP | www.timmons.com

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Cell: 804.317.2433 | Office: 804.200.6971 | Fax: 804.225.8551

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Ronald R. Butcher
Director of Asset Management
Timmons Group