

OMB Granicus Review

Granicus Title	Agreement with Iron Brick Associates LLC for an Enterprise Resource Planning Cloud Solution.				
Granicus ID#	25-1430A	Reference #	N/A	Date	2-OCT-25

Mark all Applicable Boxes:

Type of Review									
CIP		Grant		Other	X	Revenue		Project	

Fiscal Information:

New Contract (Y/N)	Y	Original Amount	\$ 14,289,031.00
Fund(s)	5001	Amount of Change (+/-)	\$ 0.00
Cost Center(s)	641114	Total Amount	\$ 14,289,031.00
Program(s)	7021	Amount Available for FY26	Total: \$5,993,000.00
Account(s)	5680100	Included in Applicable Budget? (Y/N)	Y
Fiscal Year(s)	FY26-FY36		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

Business Technology Services is requesting approval of the ranking of firms and agreement with the number one ranked firm, Iron Brick Associates LLC, for an Enterprise Resource Planning Cloud Solution (Workday) as requested by Pinellas County Business Technology Services. This contract will provide for enterprise licensing and support for Workday - a modern cloud-based enterprise resource planning technology system. This system will replace the current functionality provided by Oracle E-Business Suite and provide modern business process and workflows for human resources, finance/accounting, budget, procurement, capital planning, payroll and other critical functions of County government. A detailed evaluation of the submittals was performed by a committee. After evaluation, the committee shortlisted three firms for Phase 2 demonstrations: Oracle America Inc, Iron Brick Associates LLC (Workday) and CGI Technologies and Solutions Inc. Upon evaluation of the demonstrations, the committee was unanimous in their determination of Iron Brick Associates LLC as the number one ranked firm. The contract has a term of ten years with a not-to-exceed expenditure of \$14,622,530.00.

Payment Schedule Table

Payment #	Payment Due Date	Payment Amount
1	Due in accordance with the EUSA, invoiced upon Order Form Effective Date	\$1,428,904
2	Due on First anniversary of the Order Term start date	\$1,428,903
3	Due on Second anniversary of the Order Term start date	\$1,428,903
4	Due on Third anniversary of the Order Term start date	\$1,428,903
5	Due on Fourth anniversary of the Order Term start date	\$1,428,903
6	Due on Fifth anniversary of the Order Term start date	\$1,428,903
7	Due on Sixth anniversary of the Order Term start date	\$1,428,903
8	Due on Seventh anniversary of the Order Term start date	\$1,428,903
9	Due on Eighth anniversary of the Order Term start date	\$1,428,903
10	Due on Ninth anniversary of the Order Term start date	\$1,428,903
Total Payment Amount		\$14,289,031

Funding for the initial Year One payment of \$1,428,904, along with \$166,750 for training—for a total of \$1,595,653—is included in the FY26 budget. Appropriations for subsequent years will be incorporated into future budgets.

Analyst: Katherine Bleakly

Ok to Sign: ☒