



# Pinellas County

## Staff Report

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File #: 24-0183A, Version: 1

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### **Subject:**

Agreement with Azteca Systems Holdings LLC d/b/a Azteca Systems LLC for Azteca CityWorks Online Enterprise License.

### **Recommended Action:**

Approval for an online Enterprise License Agreement with Azteca Systems Holdings LLC d/b/a Azteca Systems LLC as requested by the Business Technology Services (BTS) department.

- This agreement provides software licensing for Cityworks in support of the County's Enterprise Asset Management Program. Cityworks provides unified asset management and work management functionality for five Board of County Commissioner departments, including Utilities, Public Works, Parks, Real Estate Management, and Solid Waste.
- This agreement shifts the licensing of Cityworks from on-premise perpetual licensing to cloud hosting (software as a service) and will be offset with the retirement of long-term datacenter capital, licensing, and data storage/backup costs.
- This agreement is effective for ninety-eight (98) months, with a total not to exceed amount of \$3,532,713.93 and replaces contract no. 156-0399-A in its entirety.
- Funding for this Agreement is included in the FY24 Adopted Budget of the Business Technology Services Fund. Funding for the second year of this agreement is included in the requested FY25 Budget submission. Funding for future years will likely be requested in future budgets.

Contract No. 24-0349-A in the total expenditure not to exceed \$3,532,713.93 effective for ninety-eight months; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Foster Continual Economic Growth and Vitality

4.4 Invest in infrastructure to meet current and future needs

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

### **Summary:**

This agreement will shift the licensing model for Cityworks from a perpetual (on-premises) licensing agreement to a cloud-hosted (software as a service) agreement. This model is supported by all five BCC operating departments (Utilities, Public Works, Parks, Real Estate Management and Solid Waste) and has been reviewed and approved by the Enterprise Asset Management (EAM) governing committee.

**Background Information:**

BTS supports and maintains Cityworks, the County's Enterprise Asset Management program system of record that supports all work activities for the County's \$4B investment in infrastructure.

In FY24, BTS began a project to move Cityworks to the cloud and shift hosting responsibilities to the vendor. Cityworks represents approximately 8% of the BTS datacenter and will allow BTS to cost-avoid significant capital expenditures from its CIP program including major software updates, hardware, and datacenter licensing.

This agreement will shift the licensing model for Cityworks from a perpetual (on-premises) licensing agreement to a cloud-hosted (software as a service) agreement.

**Fiscal Impact:**

Approval amount not to exceed:                   \$3,532,713.93

Year 1: 01/01/2025 - 06/30/2025 \$342,064.00 (prorated)

Year 2: 07/01/2025 - 06/30/2026 \$416,400.00

Year 3: 07/01/2026 - 06/30/2027 \$428,892.00

Year 4: 07/01/2027 - 06/30/2028 \$441,758.76

Year 5: 07/01/2028 - 06/30/2029 \$455,011.52

Year 6: 07/01/2029 - 06/30/2030 \$468,661.87

Year 7: 07/01/2030 - 06/30/2031 \$482,721.73

Year 8: 07/01/2031 - 06/30/2032 \$497,203.38

These expenditures are accounted for in BTS's FY24 operating budget.

**Staff Member Responsible:**

Jeff Rohrs, Chief Information Officer, Business Technology Services

Bryan Zumwalt, Chief Technology Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing and Risk, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Agreement