



# Pinellas County

## Staff Report

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**File #:** 19-247A, **Version:** 1

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### **Subject:**

Ranking of firms and agreement with Questica Ltd for public sector budgeting software, implementation and maintenance cloud-based services.

### **Recommended Action:**

Approval of the ranking of firms and agreement with Questica Ltd for public sector budgeting software, implementation and maintenance cloud-based services.

- This Agreement provides implementation, subscription and support of a cloud based public sector budgeting software solution; eliminating the need for additional applications and reporting tools.
- It is projected to realize savings of approximately \$1.7M in the first five years due to reduced software, hardware, and support costs associated with current budgeting software systems.
- Current budget is developed and published by utilizing four major applications including various vendors and in-house customized applications.

Contract No. 189-0236-P (JJ) for a sixty-month, not-to-exceed total of \$1,562,123.00. Authorize the Chairman to sign and the Clerk of the Court to attest.

### **Strategic Plan:**

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 contract provides for the implementation, subscription and support of a cloud based public sector budgeting software solution.

### **Background Information:**

The County currently supports an on-premises implementation of Oracle Enterprise Performance Management System (EPM), Fusion Edition (Hyperion) as the primary tool to manage, create, and publish the annual budget. In addition to the main budget software, the County's Office of Management and Budget (OMB) utilizes four additional systems during the budget cycle. Some of these systems are not integrated, requiring manual processes to move the data to the main budget system, which increases the risk of errors and other compatibility issues.

- Annual software and hardware costs associated with Hyperion support are estimated at \$196,000.00; annual staff costs to support budget development using the five applications are estimated at \$455,000.00, for a total annual cost of \$651,000.00 to maintain all budget-related

systems.

- Over five years, the total support costs for all systems is estimated at \$3.3M.
- Questica Ltd is projected to realize savings of approximately \$1.7 million in the first five years.

On March 7, 2019, the Purchasing Department on behalf of OMB, released a request for proposal. Eight submissions were received and evaluated on May 10, 2019. On June 25, 2019 and June 27, 2019, demonstrations of the three highest-ranking software were presented to the evaluation committee which resulted in the selection of Questica Ltd.

The Agreement term is sixty months beginning upon execution and contains a provision for one twenty-four month extension.

The firms in order of ranking are attached on the ranking spreadsheet.

### **Fiscal Impact:**

Expenditure not to Exceed: \$1,562,123.00

The breakdown is as follows:

Implementation Services: \$604,125.00

Five Year Subscription and Support Services:

- Year 1: \$187,000.00
- Year 2: \$187,000.00
- Year 3: \$187,000.00
- Year 4: \$192,610.00
- Year 5: \$198,388.00

An additional \$6,000.00 is included for travel.

Funding is included in the BCC Strategic Projects budget within the Business Technology Services Fund. This expenditure is consistent with the FY20 Adopted Budget.

### **Staff Member Responsible:**

Bill Berger, Director, Office of Management and Budget

Bryan Zumwalt, Director, Office of Technology & Innovation

Joe Lauro, Director, Department of Administrative Services

### **Partners:**

N/A

### **Attachments:**

Agreement

Ranking Spreadsheet