

Summary of All Scores

RFP # TS-17-04-B

"ERP System Software and Implementation"

Evaluation Committee Score Sheet

Thursday, December 13, 2018

ERP - All Requirements										
	Evaluator/Vendor	Christina Sorensen	Dan Rotstein	Lisa Chong	Matt Kefford	Jonathan Bonilla	George Wrvs	Michael Lockett	Total	Rank
3	Tyler Technologies, Inc	1	1	1	1	1	1	1	7	1
4	Mazik Global	2	2	2	2	2	2	2	14	2
1	Edmunds & Associates	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Quintel MC, Inc.	0	0	0	0	0	0	0	0	N/A

Certifier of Score

Katherine Borgstrom Katherine Borgstrom

Please Print Name

Signature

12/13/2018

Date

RFP # TS-17-04-B
"ERP System Software and Implementation"

Evaluator Score Sheet
December 13, 2018

Instructions:

Each /Evaluator is provided with the following information to assist with evaluating the proposals

- 1) RFP # TS-17-04-B - ERP System Software and Implementation
- 2) Bid Tabulation
- 3) Proposals from each firm

- 4) RFQ # TS-17-04-A - ERP System Software and Implementation and Responses from each firm

Each Evaluator is asked to evaluate each firm using the information provided and the following weighted criteria which is also provided in detail on pages 7-11 of the RFP.


- | | | | |
|--|-----|--|----|
| 1) RFQ Requirements Response and Answers to Functional Questions | 25% | 6) Proposed Implementation Strategy and Plan | 5% |
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| 3) Technical Evaluation | 10% | 8) Vendor Support and Maintenance | 5% |
| 4) Cost | 25% | 9) Vendor Company Viability | 5% |
| 5) Reputation in the Industry | 5% | 10) Reference Checks | 5% |

The Evaluation Committee shall have the opportunity to discuss the qualifications of the proposers' in regards to their bid packages compared to the criteria listed above and score the proposals according to the percentage allotment afforded to each criteria. See example below. This step will take place for each of the firms. Once all firms have been reviewed, the committee will be given time to finalize their scores for each of the firms. Once the score cards are complete, the City Clerk will tally each evaluator's score card. For each evaluator's score card, the total scores will then be ranked, with the highest score receiving a 1. In the event of a tie, the Evaluator will be asked to break the tie and rank the tied vendors according to the evaluator's interpretation of the information provided to the evaluator. The end result will be a separate ranking by each evaluator for all firms listed; no ties on the individual evaluator score cards. Once the scores have been read for all services, an evaluating member of the committee must make a motion, which must be approved by majority vote of the committee.

Vendor Name	RFQ Requirements Response and Answers to Functional Questions	Vendor Demonstrations	Technical Evaluation	Cost	Reputation in the Industry	Proposed Implementation Strategy and Plan	Integration Strategy	Vendor Support and Maintenance	Vendor Company Viability	Reference Checks	Total	Rank	Comments
	Maximum 25%	Maximum 10%	Maximum 10%	Maximum 25%	Maximum 5%	Maximum 5%	Maximum 5%	Maximum 5%	Maximum 5%	Maximum 5%	Maximum 100%		
(A) ERP - All Requirements													
1 Edmunds & Associates	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Dropped Out
2 Quintel MC, Inc.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%		No Demo / DQ
3 Tyler Technologies, Inc	24.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.00%	78.00%	1	
4 Mazik Global	20.00%	2.00%	3.00%	25.00%	3.00%	1.00%	1.00%	3.00%	3.00%	0.00%	61.00%	2	

Certifier of Score

CHRISTINA SURENSEN
Please Print Name


Signature

12/13/18
Date

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2	Quintel MC, Inc.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%		No Demo / DQ
3	Tyler Technologies, Inc	24.00%	9.00%	9.00%	9.00%	5.00%	4.00%	4.00%	4.00%	5.00%	0.00%	73.00%	1	
4	Mazik Global	18.00%	6.00%	6.00%	25.00%	3.00%	2.00%	2.00%	3.00%	4.00%	0.00%	69.00%	2	

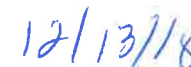
Certifier of Score



Please Print Name



Signature



Date

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"ERP System Software and Implementation"

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2) Quintel MC, Inc.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%		No Demo / DQ
3) Tyler Technologies, Inc	23.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.00%	77.00%	1	
4) Mazik Global	18.00%	5.00%	5.00%	25.00%	4.00%	2.00%	3.00%	5.00%	5.00%	0.00%	72.00%	2	

Certifier of Score

LISA CHONG
Please Print Name

Lisa Chong
Signature

12/13/18
Date

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3 Tyler Technologies, Inc	22.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.00%	76.00%	1	
4 Mazik Global	10.00%	5.00%	5.00%	25.00%	2.00%	2.00%	3.00%	3.00%	5.00%	0.00%	60.00%	2	

Certifier of Score

MATTHEW KERRON
 Please Print Name

[Signature]
 Signature

12-13-2018
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3 Tyler Technologies, Inc	23.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.00%	77.00%	1	
4 Mazik Global	15.00%	2.00%	5.00%	25.00%	2.00%	1.00%	3.00%	3.00%	3.00%	0.00%	59.00%	2	

Certifier of Score

Jonathan Bonilk
Please Print Name


Signature

12/13/18
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3) Tyler Technologies, Inc	25.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	84.00%	1
4) Mazik Global	20.00%	5.00%	5.00%	25.00%	4.00%	2.00%	2.00%	2.00%	5.00%	1.00%	71.00%	2	

Certifier of Score

Beulah W. W. W.
Please Print Name

[Signature]
Signature

12/13/18
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3 Tyler Technologies, Inc	25.00%	10.00%	10.00%	9.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	84.00%	1	
4 Mazik Global	8.00%	1.00%	2.00%	25.00%	1.00%	2.00%	2.00%	1.00%	1.00%	3.00%	46.00%	2	

Certifier of Score

MICHAEL B. LOCKE
Please Print Name

[Signature]
Signature

12.13.2018
Date

DRAFT

RFQ TS-17-04-B
ERP System Software
And Implementation

CITY OF PEMBROKE PINES, FL
EVALUATION COMMITTEE

December 13, 2018

The meeting of the Evaluation Committee ("Committee") for RFQ TS-17-04-B "ERP System Software and Implementation" was called to order by Chairman Lockett at 10:15 A.M. on Thursday, December 13, 2018, in the Charles F. Dodge City Center, Room B 210, 601 City Center Way, Pembroke Pines, Florida 33025.

Present to wit: Evaluation Committee: Chairman Michael Lockett, Members Jonathan Bonilla, Lisa Chong, Matthew Kefford, Daniel Rotstein, Christina Sorensen and George Wrvles. Also present Mark Gomes, Procurement Director, Assistant City Attorney Ian Singer; and Board Secretary Katherine Borgstrom. Also present via phone: Steve Ditty and Darlene Stromberger, Panorama Consulting. Present in the audience were Assistant City Manager Aner Gonzalez and City Clerk Marlene Graham. Members were advised that representatives of the vendors were also on the phone line, but were not identified.

Mark Gomes, presented the purpose of the meeting, which was to discuss and score the vendors for the ERP software.

A motion by Member Rotstein, seconded by Member Wrvles to approve the minutes of the December 4, 2018 meeting, passed unanimously.

Mark Gomes began to present the requested backup material that had been provided from the consultant.

DRAFT

[The Secretary was asked to provide a verbatim transcript of the following portion of the meeting.]

Member Rotstein had a question on deeming a vendor non-responsive due to not making a presentation.

Verbatim:

Member Rotstein: I just have one question before you do that.

Mark Gomez: Sure

Member Rotstein: This is probably for the City Attorney's office, the organization that did not give a demo, could they be considered as non-responsive, was that a requirement?

Assistant City Attorney Singer: It would, whatever the RFP, RFQ stated. What is, I'm going to defer to Purchasing Manager Mark Gomes. Was a demo required under the RFP?

Mark Gomes: So the demo is a section of the scoring criteria. We discussed this at the last meeting with Jacob Horowitz, another City Attorney. It is a item that should, ah, it's a, it's a scoring criteria, however similar to say there was an equal benefits preference, the correlation could be made that you could score them accordingly without it. So, that was the conversation.

Assistant City Attorney Singer: So, hypothetically, you could score here off the demo while still scoring the remainder of the, of the packet. Meaning there was no demo, so it doesn't get a score, but

Mark Gomes: Sure

Assistant City Attorney Singer: finality

DRAFT

Mark Gomes: In addition, as you know the vendor demonstration port, um, part was a scoring of 10 points, however, there's, ah, technical evaluation I'm sure you saw during the demonstration of the vendors that did show up. Umm, more information that you could understand and take into account for the technical evaluation while you only had certain documents submitted on paper for that and there might be some other items also that lead into that.

Member Rotstein: So the option to put a motion out to disqualify them and stuff

Member Sorensen: I think what they were saying was they were responsive, they just weren't responsive for one of those criteria, you judge that accordingly, which is why they put the not applicable for you to be able to score them that way. I'm not trying to put words in your mouth, but the problem is it skews the cost and we talked about this last meeting too. It skews it significantly. So, um, being that that is the problem.

Member Rotstein: Right, right, and as it was very hard to make any sort of evaluation on them on a lot of these areas without the demonstration and again they probably were the lowest cost, it could really skew things.

Member Bonilla: And, to add to your point, we're going off their submission based on the fact that they think they can do it. Um, so we really do not know unless we see some work product.

Assistant City Attorney Singer: Was the, was the demo required under the RFP?

Mark Gomes: Let me pull up the RFP to address that.

DRAFT

Assistant City Attorney Singer: Thank you

Member Sorensen: Cause I know you pulled it up last time, Mark, at the instructions, um the notice and it did not have it in the notice, did it

Unknown: As a requirement

Assistant City Attorney Singer: If it is not a requirement within the RFP, then you can't disqualify them for being non-responsive because they fulfilled all the requirements, technically speaking. You could score them accordingly with a zero but you can't disqualify them for being non-responsive if in fact they were responsive under the terms and conditions under the RFP.

Mark Gomes: So, in the evaluation section of the RFP, Section 1.6 it's stated "that the Evaluation Committee 'shall have' the firms make presentation and demonstrations for review. As a part of this process, the firms shall have officials of their appropriate management level present and representing the firm. The project manager should be available, the firm shall be prepared to present an over-all briefing regarding the manner in which the contextual obligations will be accomplished." So with that language,

Member Rotstein: That sounds like it's a requirement

Assistant City Attorney Singer: I am going to read this myself. [Mr. Singer walked over to the laptop of Mark Gomes to read the portion Mr. Gomes just read.] Evaluation Committee "shall have" the firms make presentations

Member Rotstein: It doesn't say "may"

Member Bonilla: But keep in mind that this came about, that this happened before I came into the Committee, but didn't we have an issue with

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one or two vendors pulled out, very similar to Edmundson and Associates. That they did not want to provide a demo because X, Y, Z reasons and then Quintel continued to say that they weren't going to do the demo? Ah, is that

Member Sorensen: But they came on the record that they still wanted to be evaluated without the demo.

Member Rotstein: But if this says "shall"

Member Chong: "shall"

Member Rotstein: If it says "shall", in my opinion, I'm not a lawyer, but if it says shall, not may or could, or whatever, to me then, I would make the motion that they be disqualified for being non-responsive. I mean if the attorney tell us.

Assistant City Attorney Singer: Let me ask you, let me ask you, um, the RFP said the Eval Commission shall have them make a presentation. Did the Eval Commission notify them that they had to make a presentation? Or

Mark Gomes: Yes, we requested that they make a presentation and they stated that they didn't want to offer a presentation to the Evaluation Committee at this time.

Assistant City Attorney Singer: Then I would feel comfortable, based on that language, allowing a motion to disqualify because you did, ah, request that they make the presentation the language in the RFP is that the Eval Commission "shall" have them make a presentation. They did not make a presentation and therefore from my perspective, they'd be in derogation of the terms of the RFP

Member Rotstein: I move that, ah, Quintel MC Inc. be disqualified for being non-responsive

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Member Chong: Second

Chairman Lockett: All in favor

Committee: Aye

Member Chong: Can I ask that the minutes reflect the discussion and mention, including what the attorney's reasoning for, ah,

Unknown: Verbatim

Member Chong: Yes

Board Secretary: Ok

Member Sorensen: So with that Mark, we need a new calculation for cost.

Mark Gomes: Sure

[End of Verbatim transcript]

Mark Gomes went over the items that had been sent to the members since the December 4, 2018 meeting, including cost analysis provided by Panorama. Panorama did not do further reference checks on the vendors, as Mazik Global did submit references but would not supply contacts for references unless they were selected as the vendor for contract. Members discussed how to score the reference portion of the score sheet to give even footing to all vendors in respect to references. He also provided a new score sheet with cost calculations based on the disqualification of Quintel MC Inc.

A motion by Member Sorensen, seconded by Member Bonilla to accept the cost analysis percentage on the score sheet as provided by the Procurement Department giving Tyler Technologies, Inc. 9 points and Mazik Global 25 points passed unanimously.

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A motion by Member Sorensen, seconded by Member Rotstein to begin scoring at 10:38 A.M. passed unanimously.

Mark Gomes announced the scoring at 10:52 A.M.

Company	Score	Rank
Tyler Technologies, Inc.	7	1
Mazik Global	14	2
Quintel MC, Inc.	N/R	N/A
Edmunds & Associates	Withdrew	N/A

A motion by Member Rotstein, seconded by Member Bonilla to recommend the City Commission award TS 17 04 Software System and Implementation ERP provider to Tyler Technologies, Inc. and begin contract negotiation with vendor passed unanimously.

The Chairman adjourned the meeting at 10:58 A.M.

Respectfully submitted,

Katherine Borgstrom
Board Secretary

Adjourned: 10:58 A.M.