



City of Pembroke Pines, FL

601 City Center Way
Pembroke Pines, FL
33025
www.ppines.com

Agenda Request Form

Agenda Number: 18.

File ID: 19-0001

Type: Purchase

Status: Held in Commission

Version: 1

**Agenda
Section:**

In Control: City Commission

File Created: 12/17/2018

Short Title: Approve Eval Committee Recommendation for RFP #
TS-17-04-B "ERP System Software and
Implementation"

Final Action: 01/16/2019

Title: MOTION TO APPROVE THE FINDINGS AND RECOMMENDATION OF THE
EVALUATION COMMITTEES AND TO:

A) AWARD THE ENTERPRISE RESOURCE PLANNING PORTION OF RFP
TS-17-04-B "ERP SYSTEM SOFTWARE AND IMPLEMENTATION" TO
TYLER TECHNOLOGIES, INC., AND TO DIRECT THE CITY MANAGER TO
NEGOTIATE A CONTRACT FOR SERVICES.

B) AWARD THE STUDENT/SCHOOL INFORMATION SYSTEM PORTION
OF RFP # TS-17-04-B "ERP SYSTEM SOFTWARE AND
IMPLEMENTATION" TO SKYWARD, INC., WAIVING THE COMPLIANCE OF
SKYWARD, INC. TO PROVIDE EQUAL BENEFITS FOR DOMESTIC
PARTNERS AND ALL MARRIED COUPLES, IN THE BEST INTEREST OF
THE CITY, PURSUANT TO SECTION 35.39(D)(9)(D) OF THE CITY'S
PROCUREMENT CODE, AND TO DIRECT THE CITY MANAGER TO
NEGOTIATE A CONTRACT FOR SERVICES.

***Agenda Date:** 02/06/2019

Agenda Number:

Internal Notes: Needs to be on Regular Agenda as a portion is being approved as Best Interest of the City.

Attachments: 1. Panorama ERP Functionality Analysis - Tyler Technologies & Mazik Global, 2. Panorama SME Feedback Summary, 3. Evaluation Committee Conflict of Interest Forms, 4. 12-13-18 Summary Rankings, Score Sheets and Meeting Minutes (ERP), 5. 12-13-18 Summary Rankings, Score Sheets and Meeting Minutes (SIS), 6. 11-20-18 Meeting Minutes, 7. 11-19-18 Meeting Minutes, 8. 11-8-18 Meeting Minutes, 9. 11-7-18 Meeting Minutes, 10. 10-16-18 Meeting Minutes, 11. 10-15-18 Meeting Minutes, 12. 9-26-18 Meeting Minutes, 13. 9-20-18 Meeting Minutes, 14. Panorama / City Original Demo Script, 15. Panorama Pricing Analysis (ERP), 16. Panorama Pricing Analysis (SIS), 17. RFP TS-17-04-B - Bid Tabulation, 18. RFP Proposal from Tyler Technologies, Inc., 19. RFP Proposal from Skyward, Inc., 20. RFP TS-17-04-B - ERP System Software and Implementation, 21. RFQ TS-17-04-A - Bid Tabulation, 22. RFQ Proposal from Tyler Technologies, Inc., 23. RFQ Proposal from Skyward, Inc., 24. RFQ TS-17-04-A - ERP System Software and Implementation

- | | | | | | |
|------|--|------------|--|----------------------------|------|
| 1 | City Commission | 01/16/2019 | approve | | Pass |
| | Action Text: A motion was made by Vice Mayor Good, Jr., seconded by Commissioner Siple, to approve Section (A) of Item #18 to award the Enterprise Resource Planning (ERP) portion of the RFP #TS-17-04-B ERP Software and Implementation to Tyler Technologies TCM, directing the City Manager to negotiate a contract for services. The motion carried by the following vote: | | | | |
| | | Aye: - 5 | Mayor Ortis, Commissioner Castillo, Commissioner Schwartz, Commissioner Siple, and Vice Mayor Good Jr. | | |
| | | Nay: - 0 | | | |
|
 | | | | | |
| 1 | City Commission | 01/16/2019 | defer | City Commission 02/06/2019 | Pass |
| | Action Text: A motion was made by Commissioner Castillo, seconded by Commissioner Siple, to defer to the City Commission, due back on 2/6/2019. Commissioner Siple questioned the vendor's position on not providing equal benefits for domestic partnerships pursuant to Pembroke Pines City Code Section 35.39(D)(9)(D). The motion to defer carried by the following vote: | | | | |
| | | Aye: - 5 | Mayor Ortis, Commissioner Castillo, Commissioner Schwartz, Commissioner Siple, and Vice Mayor Good Jr. | | |
| | | Nay: - 0 | | | |
-

SUMMARY EXPLANATION AND BACKGROUND:

Background:

1. On December 20, 2017, the City Commission authorized the advertisement of RFQ # TS-17-04-A "ERP System Software and Implementation", which was advertised on December 26, 2017.
2. The purpose of this solicitation was to find a contractor to provide an innovative and effective solution to meet the City's needs for an Enterprise Resource Planning (ERP) system.
3. On February 20, 2018, the City opened eight (8) proposals and three (3) "No Bid" from the following vendors:
 - Alpha Sirius, Inc.
 - Edmunds & Associates, Inc.
 - Mazik Global, Inc.
 - Quintel-MC, Inc.
 - PowerSchool Group LLC
 - Skyward, Inc.
 - The Arcanum Group, Inc.
 - Tyler Technologies, Inc.
 - Amano McGann, Inc. (No Bid)
 - Superior LLC (No Bid)
 - Incapsulate LLC (No Bid)
4. On May 2, 2018, the City convened the evaluation committee to evaluate the qualifications of the proposers based on the weighted criteria provided for in the RFQ documents and listed

below:

- Business and System Overview (25%)
- Functional Requirements (50%)
- Previous Experience (20%)
- Local Vendor Preference/Veteran Owned Small Business Preference (5%)

5. At the May 2, 2018, meeting, the evaluation committee made a motion, which passed unanimously, to recommend the following vendors to be shortlisted and moved forward to the RFP process:

- Alpha Sirius, Inc. (Vendor did not submit a Letter of Interest)
- Edmunds & Associates, Inc.
- Mazik Global, Inc. (Vendor declined to sign the Sworn Statement on Public Entity Crimes Form, but stated they are willing to submit it later in the RFQ/RFP process)
- Quintel-MC, Inc.
- PowerSchool Group LLC
- Skyward, Inc. (Vendor stated they will not comply with the City's Equal Benefits Requirement)
- The Arcanum Group, Inc.
- Tyler Technologies, Inc.

6. On June 6, 2018, the City Commission authorized the advertisement of RFP # TS-17-04-B "ERP System Software and Implementation", which was advertised on June 7, 2018.

7. On July 17, 2018, the City opened six (6) proposals from the following vendors:

- Edmunds & Associates, Inc.
- Mazik Global, Inc.
- Quintel-MC, Inc.
- Tyler Technologies, Inc.
- PowerSchool Group LLC
- Skyward, Inc.

8. On August 21, 2018, the Procurement Division issued a notice to the vendors which detailed the dates which they were assigned for their presentations, along with a detailed "Demo Script" that was created with the help of our consultant, Panorama Consulting, which was meant to be a guide for the vendors on what the City was looking for in the demonstrations.

9. On September 20, 2018, the Procurement Division held a conference call with the vendors to go over their concerns regarding the demonstrations.

10. On September 26, 2018, the City convened the evaluation committee to discuss how to proceed with the vendor demonstrations and the scheduling of the demos. It was explained to the evaluators that the vendors were hesitant about having to prepare a demo which followed the 65 page script which was given to the vendors by the City. The vendors requested that they be allowed to present their standard demo due to time and the cost of producing such a

detailed demo. This was discussed and approved by the committee.

11. At the meeting, it was also explained to the committee that the vendors requested a little more flexibility when scheduling the demos. The City had originally assigned to the vendors their demonstration dates based on the order their proposals were received. The evaluation committee also had a discussion regarding the possibility of bifurcating the ERP selection into two separate processes, one for the Student/School Information System (SIS) and the other for the remaining Enterprise Resource Planning (ERP) modules.

12. As a result of the September 26, 2018 evaluation committee meeting, the City Manager approved the bifurcation of the process, with one evaluation committee for the SIS portion and another committee for the remaining ERP modules.

13. The vendors were given some open dates to select from for their demonstrations. Dates were filled on a first come first serve basis. Edmunds & Associates, Inc. informed the Procurement Division that they would no longer want to pursue this opportunity. Quintel-MC, Inc. informed the Procurement Division that they would not be performing a demonstration, but would still like to be considered.

14. The firms presented demonstrations of their systems to the evaluation committee and the City's and School's Subject Matter Experts (SME) on the following days:

Student/School Information System (SIS)

PowerSchool Group LLC - October 15, 2018

Skyward, Inc. - October 16, 2018

Enterprise Resource Planning (ERP)

Mazik Global, Inc. - November 7 and 8, 2018

Tyler Technologies, Inc. - November 19 and 20, 2018

15. On December 4, 2018, the City convened the evaluation committees for the SIS and ERP projects. The purpose of the meeting was to discuss how best to move the project forward, specifically regarding the scoring of the vendors.

16. On December 13, 2018, the City convened the evaluation committees to evaluate the qualifications of the proposers based on the weighted criteria provided for in the RFP documents and listed below:

- RFQ Requirements response and answers to Functional Questions (25%)
- Vendor demonstrations (10%)
- Technical evaluation (10%)
- Cost (25%)
- Reputation in the industry (5%)
- Proposed implementation strategy and plan (5%)
- Integration strategy (5%)
- Vendor support and maintenance (5%)

- Vendor company viability (5%)
- Reference checks (5%)

17. The following are the proposed costs for the initial six (6) year period:

SIS Vendors Proposed Cost for the 6 Year Period

PowerSchools	\$	414,462
Skyward	\$	790,102

ERP Vendors Proposed Cost for the 6 Year Period

Quintel	\$	2,466,316
Mazik Global	\$	4,563,350
Tyler Technologies - SaaS	\$	12,430,400

Panorama Consulting will be assisting the City in the negotiations for the contracts with each awarded vendor and anticipates a considerable reduction in costs, that will be brought back to the City Commission for approval of the amount and the contract.

Student/School Information System (SIS):

18. At the December 13, 2018 meeting, the evaluation committee ranked the vendors as shown below for the SIS:

Rank Vendor Name

- | | |
|---|-----------------------|
| 1 | Skyward, Inc. |
| 2 | PowerSchool Group LLC |

19. Based on the scoring results, the evaluation committee unanimously approved a motion to recommend the City Commission to award the SIS portion of RFP # TS-17-04-B "ERP System Software and Implementation" to the first ranked vendor, Skyward, Inc., and to direct the City Manager to negotiate a contract for services.

20. Skyward, Inc. has also completed the Equal Benefits Certification Form and has stated that the "Contractor will not comply with the conditions of this section at the time of award."

21. Per § 35.39 (D)(9)(d) of the City's Procurement Procedures, upon a majority vote, the City Commission may waive compliance for City contractors to provide equal benefits for domestic partners and all married couples in various circumstances, including the Best Interest of the City as determined by the City Commission.

22. Section 35.18(C)(8) Best Interest of the City states "Purchases of and contracts for commodities or services are exempt from this section when the City Commission declares by a simple majority affirmative vote that the process of competitive bidding and competitive proposals is not in the Best Interest of the City. The City Commission shall make specific factual findings that support its determination, and such contracts shall not be placed on the City Commission consent agenda."

23. Below are the factual findings:

- Skyward, Inc. was ranked in first place by all seven (7) evaluation committee members.
- In the data collected from the "Subject Matter Experts" (SME) by Panorama Consulting, Skyward, Inc. was unanimously selected as the best option for the charter schools.
- Skyward, Inc. presented a stronger case of how they can integrate to the software currently being used by the charter schools.
- Skyward, Inc. presented a possible solution to integrate with the State of Florida's Terms Database SIS.
- There were only two proposals for the SIS.
- The solution provided by Skyward, Inc. is a more robust system that meets more of the needs of the City's Charter School System.

24. The Procurement Division reached out to Skyward, Inc. to get clarification on their section, in which they stated that they do provide benefits to all legally married couples, however they do not provide benefits to domestic partners.

25. On November 5, 2014, the City passed an ordinance amending the City's Procurement Procedures by creating a new section requiring city vendors to provide equal benefits for employees in a recognized domestic partnership relationship.

26. On June 26, 2015, the U.S. Supreme Court struck down all state bans on same-sex marriage, legalizing it in all fifty states and required states to honor out-of-state same-sex marriage licenses in the case Obergefell v. Hodges.

Enterprise Resource Planning (ERP):

27. At the December 13, 2018 meeting, the evaluation committee for the ERP portion made a motion, which passed unanimously, to deem Quintel-MC, Inc. as non-responsive due to not presenting a demonstration of their system to the evaluation committee. The evaluation committee ranked the remaining vendors as shown below:

Rank	Vendor Name
1	Tyler Technologies, Inc.
2	Mazik Global, Inc.

28. Based on the scoring results, the evaluation committee unanimously approved a motion to recommend the City Commission to award the ERP portion of RFP # TS-17-04-B "ERP System Software and Implementation" to the first ranked vendor, Tyler Technologies, Inc., and to direct the City Manager to negotiate a contract for services.

29. Tyler Technologies, Inc. has also completed the Equal Benefits Certification Form and has stated that the "Contractor currently complies with the requirements of this section."

Recommendation:

30. Request Commission to approve the findings and recommendation of the evaluation

committees and to:

A) Award the Enterprise Resource Planning portion of RFP # TS-17-04-B "ERP System Software and Implementation" to Tyler Technologies, Inc., and to direct the City Manager to negotiate a contract for services.

B) Award the Student/School Information System portion of RFP # TS-17-04-B "ERP System Software and Implementation" to Skyward, Inc., waiving the compliance of Skyward, Inc. to provide equal benefits for domestic partners and all married couples, in the Best Interest of the City, pursuant to Section 35.39(D)(9)(d) of the City's Procurement Code, and to direct the City Manager to negotiate a contract for services.

FINANCIAL IMPACT DETAIL:

a) Initial Cost: None at this time. A negotiated price and contract will be brought back to the Commission for approval at a later date.

b) Amount budgeted for this item in Account No: \$2 million is budgeted in account 1-513-2002-306-64051 computer programs; and \$255,000 in account 1-513-2002-306-64039 Computer equipment not micro

c) Source of funding for difference, if not fully budgeted: Additional \$1.9 million has been set aside in assigned fund balance

d) 5 year projection of the operational cost of the project: Not applicable at this time.

e) Detail of additional staff requirements: Not applicable at this time.