


MANATEE COUNTY GOVERNMENT

INTENT TO NEGOTIATE

SUBJECT	Computerized Maintenance Management System	DATE POSTED	MC <u>10/3/17</u> GD DS <u>10/3/17</u> GD CC <u>10/3/17</u> GD.
PURCHASING REPRESENTATIVE	Dennis W. Wallace Contract Manager	DATE CONTRACT SHALL BE AWARDED	Upon Completion of Successful Negotiations
DEPARTMENT	Utilities	CONSEQUENCES IF DEFERRED	None
SOLICITATION	RFP No. 16-3253FL	AUTHORIZED BY 	DATE Theresa Webb Purchasing Official

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with **Cardno, Inc., Clearwater, FL** to provide an enterprise Computerized Maintenance Management System ("CMMS") for the Utilities Department to support asset management, maintenance management, inventory management, and related functions.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

BACKGROUND/DISCUSSION

PROJECT BACKGROUND:

The intent of this Request for Proposal is to provide an enterprise Computerized Maintenance Management System ("CMMS") for the Utilities Department to support asset management, maintenance management, inventory management, and related functions. The successful Proposer shall have an established CMMS along with the necessary experience and staff to provide and manage implementation of a complete system. The County's preference is to select a solution that fulfills requirements out-of-the-box with only configuration changes, a clear upgrade path, and ongoing maintenance and support. The services to be provided shall include project management, software licensing, implementation, training, and support services.

SOLICITATION:

The RFP was released on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Eight (8) proposals were received and include:

ABB Enterprise Software	Atlanta, GA
Cardno, Inc.	Clearwater, FL
Cartegraph	Dubuque, IA
EMA, Inc.	St. Paul, MN
Jones Edmunds & Associates, Inc.	Tampa, FL
Oracle America, Inc.	Redwood Shores, CA
Starboard Consulting, LLC	Orlando, FL
Woolpert	Orlando, FL

-continued-

ATTACHMENTS (List in order of attached)	FUNDING SOURCE (Acct Number & Name)	Term Agreement <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/>
COST \$ 2.4 Million before negotiations	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	N/A

EVALUATION COMMITTEE MEMBERS:

Heather Dilldine	Financial Services Manager, Utilities Department
Keith Monroe	Chief Technologist, Information Technology Department
Dennis W. Wallace	Chair, Contract Manager, Financial Management Department, Procurement Division

Non-Voting Members:

Paul Alexander	Director, Information Technology Department
Jeff Goodwin	Wastewater Division Manager, Utilities Department
Mark Simpson	Water Division Manager, Utilities Department
Bonnie Sietman	Contract Negotiator, Financial Management Department, Procurement Division

EVALUATION RESULTS:

The Evaluation Committee (the "Committee") initially convened to review and engage in discussion of the proposals. Prior to review there was a statement of RFP intent, desired results, and the Committee's responsibilities relative to the Sunshine Law as applicable to public meetings. The Committee then proceeded to review the eight (8) proposals for their responsiveness to the requirements of the RFP. As a result of the discussion, the Committee unanimously voted to invite three (3) firms to Oral Presentations and Demonstrations to display and discuss CMMS business features, functions, and implementation. Those firms included EMA, Inc., Cardno, Inc., and Starboard Consulting, LLC. The three (3) firms were required to provide a presentation in three segments, namely, project overview, functional features, and scripted demonstrations.

The Committee subsequently met to examine and evaluate the oral presentations and demonstrations from the three (3) firms and later reconvened to assess and evaluate the aforementioned Oral Presentations.

Cardno, Inc., Clearwater, FL – Cardno is a professional services and environmental services company having four (4) local offices in the Tampa Bay area with 400 associates in Florida and a total workforce of 1,812. Cardno has partnered with Lucy to deliver the CMMS implementation. Lucy is headquartered in Overland, Kansas, and is a manufacturer of enterprise asset management software. Lucy has a comprehensive suite of integrated out-of-the box software solutions that enable public agencies to meet their demand for management of assets, work orders, customer requests, preventative maintenance, inventory and regulatory compliance.

The Cardno/Lucity team specializes in local government water and waste water utility projects. The team demonstrated exceptional qualifications through their proposal and oral presentation. Cardno's key personnel possess numerous years of successful CMMS implementations such as Hillsborough and Volusia counties.

The Lucy software that was presented was straight forward and easy to use; it is preconfigured with fully attributed asset registries and appropriate hierarchical relationships. The project management and work order scheduling applications have a calendar view while their reporting tool uses Crystal Reports. The Lucy data migration appears more streamlined than their competitors and Lucy has a history of integrating with the DFS Supervisory Control and Data Acquisition ("SCADA") system which the County utilizes. Lucy works with ESRI as a Gold partner on the GIS component which is very robust. The software includes integrated enterprise information and systems including email, general ledger, purchasing, inventory, and human resources. In addition, Lucy has a built-in feature to their software for CCTV and a citizen's web portal for service requests.

The team illustrated how improved access to data and management reports including assets, risk assessment, failure probability, labor, costs, and performance can be combined within one centralized system and allow the County to better define strategies and resources for safe and optimal operation.

The Cardno/Lucity team presented a collaborative posture in working with the County and proposed a 340 day implementation using a five (5) phased project management approach. Cardno/Lucity demonstrated a strong and solid team with software which is highly configurable and has the ability to integrate and expand to meet the County's business needs and provide the best overall value and foster the best management practices. The Committee determined that the Cardno/Lucity team conveyed a strong sense of shared goals and partnership with the County's business and functional goals and was best aligned to the County's requirements and, as a result, recommend award.

-continued-

EMA, Inc., St. Paul, MN – EMA demonstrated exceptional qualifications through their proposal and oral presentation. EMA has proposed using IBM's Maximo v.7.6 to meet the County's requirements. EMA has substantial experience with forty-two (42) years providing the utility and public works industry with asset and work management system implementations to improve their operating performance through high productivity management strategies and practices.

EMA's proposed cloud-based solution is implementing IBM Maximo Asset Management hosted by Projotech (a hosting provider). EMA's proposed staffing appeared to offer exemplary personnel in key labor categories to provide expertise for the project. EMA anticipates an 18-20 month implementation schedule with EMA's staff on site for two (2) weeks at Go-Live.

The Committee identified certain differentiators with the proposed Maximo solution, namely, Maximo is focused on multiple markets besides the utilities industry, and as for the system maintenance it appeared that the Maximo solution would require a higher level of engagement from County IT.

A functional goal of the County is to consolidate various work tracking applications and methods. While it was conspicuous to the Committee that the EMA Maximo solution would meet that functional requirement the Committee concluded it would not be the most suitable CMMS application to be aligned with the Utilities organization.

Starboard Consulting, LLC, Orlando, FL – Starboard has 20 years serving the electric, water, and wastewater utilities for public works, transportation, and higher education facilities. Starboard demonstrated exceptional qualifications through their proposal and oral presentation. Starboard has proposed using IBM's Maximo v.7.6 with a 14 month implementation timeframe to meet the County's requirements. Starboard made evident that the development of a business process and workflow is critical within the initial phases of the project and, as a result, proposed a two (2) phase approach to implementation with a pilot available within two (2) months and the second phase completed within twelve (12) months.

Starboard proposes the Maximo Asset Management Solution which can be integrated into other enterprise systems allowing the County to meet the challenges of asset management and work management. Starboard proposed staffing appeared to offer exemplary personnel in key labor categories to provide expertise to manage and deploy the project.

Starboard's proposed Maximo solution presents certain apprehensions for the Committee. Specifically, Maximo is focused on numerous markets in addition to utilities. Furthermore, the Maximo solution suggests a higher level of engagement from County IT is required.

While it is the County's business goal to effectively manage utilities maintenance and ensure the maximum useful life of assets, the Committee perceived the Maximo solution would support the County's asset maintenance work flow processes with industry best practices but in identifying certain differentiators the Committee concluded that the Starboard solution would not be the most suitable CMMS application to be aligned with the Utilities organization.

Upon completion of the final Evaluation Committee meeting the Committee unanimously agreed and therefore recommended the Intent to Negotiate with **Cardno, Inc. Clearwater, FL**.

REMAINING RESPONDENTS:

The remaining respondents, although well qualified, were not selected based on a comparison of capabilities of the selected firms:

ABB Enterprise Software	Atlanta, GA
Cartegraph	Dubuque, IA
Jones Edmunds & Associates, Inc.	Tampa, FL
Oracle America, Inc.	Redwood Shores, CA
Woolpert	Orlando, FL

The above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.

The resulting agreement will be managed by the Utilities Department.

FUNDING: Account No. 046089000, Computerized Maintenance Management System Replacement

||