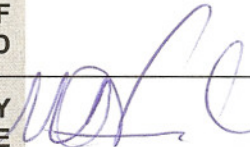


MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Building & Development Services Software	DATE POSTED	MC ✓ SE 3/18/14 DS ✓ SE 3/18/14 CC ✓ SE 3/18/14
PURCHASING REPRESENTATIVE	Dennis W. Wallace 941-749-3034	DATE CONTRACT SHALL BE AWARDED	Upon successful negotiations
DEPARTMENT	Building & Development Services	CONSEQUENCES IF DEFERRED	
SOLICITATION	RFP # 13-2690JL	AUTHORIZED BY DATE	 3/18/14

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with **Accela, Inc.**, of San Ramon, CA to Furnish and Install a software solution to support the operations of Building and Development Services Department.

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 County solicited proposals to furnish and install a software solution to support the County's Building and Development Services Department's operations. The software solution is intended to replace the Department's existing business applications with a fully integrated system.

Proposals were solicited to include a comprehensive installation plan, a detailed description of the software and the methods to be used which would ensure no interruption of the administrative service delivery during the transition period. In addition, proposals were to address project planning, data conversion, software configuration, testing and acceptance, training, technical support and maintenance.

SOLICITATIONS:

The RFP was released on the Manatee County website and DemandStar; it was also provided to the Manatee County Chamber of Commerce for release to its members.

Six (6) proposals were received:

Accela, Inc.	San Ramon, CA
Ace Applications, LLC	Orlando, FL
CRW System, Inc.	Carlsbad, CA
CSDC System, Inc.	Fort Worth, TX
Tyler Technologies	Duluth, GA
Zoning Technologies, Inc.	Cape Coral, FL

EVALUATION COMMITTEE MEMBERS:

Mark Patrick	Application Portfolio Manager, Information Technology Department
Barbara Redmond	Business Services Manager, Building and Development Services Department
Dennis W. Wallace	Contracts and Buyer Manager, Financial Management Department / Purchasing Division

EVALUATION RESULTS SUMMARY:

The Evaluation Committee convened on January 29, 2014 to review evaluation committee responsibilities, discuss member's availability for future meetings, and the Florida Sunshine Laws as applicable to public meetings. It was determined during this meeting that three (3) Proposers should provide an oral interview, namely, (i) Accela, Inc., (ii) CSDC Systems, Inc., and (iii) Tyler Technologies.

The Evaluation Committee convened on March 3, 2014 and March 7, 2014 to provide for the Oral Interview from each of the three(3) firms. Each firm was asked to present the following agenda items, specifically:

Introduction and Corporate Overview

1. Company History
2. Organization and Employees
3. Financial Revenue Information
4. Products Offered
5. Solution Options
6. Current client information for proposed solution

Implementation Approach and Overview

1. Project Phases/steps
2. Typical project plan
3. Approach to conversion
4. Approach to interfaces
5. Approach to training
6. Approach to testing

Product Overview

1. Planning (comprehensive, public hearing, administrative review, environmental review, and zoning)
2. Permitting and Contractor Licensing
3. Construction Plans Review
4. Inspections
5. Code Enforcement

The Evaluation Committee convened on March 11, 2014 to discuss the offers based on the stated requirements in the RFP, continuing the acquisition process and determining a recommendation to the County Administrator.

Accela, Inc.

Accela, Inc. demonstrated exceptional qualifications via their proposal and subsequent Oral Presentation. Accela, Inc. introduced their first web-based software system in 2001 and currently have 25 customers in Florida including Hillsborough County, City of Tampa, Pinellas County, Pasco County, City of Clearwater, Charlotte County, Lee County, and the City of Fort Myers. In 2013 Accela was the recipient of the Esri Partner Conference Award for Private (Internal) Web Application for the Accela Automation GIS platform for government.

Accela proposed two options, on-premise and cloud, for hosting their solution; both options would provide the same integrations with the existing technology infrastructure. Each option would provide a complete platform for automating the critical functions associated with land management, licensing, code enforcement, service requests, and work management.

With Accela's proposed solution an enterprise-wide platform can be created which can promote flexibility and versatility in land management and permitting automating the County's operations and facilitate timely and proactive management. For example, this application, Accela Land Management™ comes pre-loaded with best practice templates that will allow the County to deploy services right out of the box using pre-configured workflows, data structures, fees, business logic and reports.

Accela Citizen Access™ is the public facing web portal which will reduce the County's need for counter operations and provide online and telephone self-service access for the public 24/7. As part of the civic platform, the system can manage and guide all land and permit activities from initiation to closure.

Accela GIS™ is another application which will deliver mapping and routing functionality allowing County customers to initiate and manage permit activities.

The Accela solution has a mobility component using the iOS mobile operating system for the Apple iPhone, Android, and Windows capability which enhance system accessibility for County field staff, public users, and management.

Accela presented an excellent implementation plan which is critical for the success of the product. Working in partnership with the County to ensure that the implementation is delivered on time and within budget, the Accela methodology includes a gap fit analysis to design and configure the system, knowledge transfer, data conversion, acceptance and testing, and deployment.

Accela, Inc. was ranked first by the Evaluation Committee in all around capabilities and resources that can accommodate the essential requirements of Manatee County for an efficient and highly configurable enterprise system providing best industry practices.

-Continued on Page Three-

Tyler Technologies

Tyler Technologies also demonstrated noteworthy qualifications in their proposal and subsequent Oral Presentation. Tyler was established in 1966 and currently has 2,500 employees with 300 of them on municipal applications. Tyler has approximately 11,000 government agency clients including the Manatee County Property Appraiser. In addition, other Florida clients include Town of Jupiter, Marco Island, Bonita Springs, and Miami Shores.

EnerGov@9, which Tyler acquired in November 2012, is Tyler's GIS-based enterprise permitting, license, and land management solution. The application allows the County to serve its citizens in an automated and streamlined manner resulting in improved efficiency and productivity. The system utilizes advanced workflow capabilities, a scable architecture and business models that encompass all aspects of the application, review, and enforcement. EnerGov GIS is aligned with Esri technology for spatial attribute data and logistics planning. Tyler's implementation plan provides for six stages using Sharepoint for status updates and comments through this process, however, the fact that Tyler was unable to assign personnel to the project in the proposal is discomfiting.

It was the Evaluation Committee's opinion that while Tyler Technologies presented a notable display of technology and capabilities it was not appraised as encompassing as the system proposed by the first ranked firm and, as a result, did not appear to be the best fit solution for the County, and consequently, the Evaluation Committee ranked Tyler Technologies second.

CSDC Systems, Inc.

CSDC Systems has been developing and implementing enterprise systems to automate business processes since 1989. CSDC has proposed their AMANDA software package, a web-based, three tiered architecture, that encompasses permitting, planning, licensing, inspections, and code enforcement. Previous projects include clients such as Sarasota County, Orange County, and Volusia County with the implementation at Sarasota and Orange being performed in phases. Sarasota County implemented the software in 2005 and is currently running the client server version of the software.

CSDC's proposal and oral presentation identified several shortcomings to the County's requirements; e.g., data conversion would be the County's responsibility requiring moving data into an intermediary database. CSDC uses Unisys for hosting while a very small percentage of their clients use CSDC/Unisys for hosting; most of their clients are traditional on-premise applications. Additionally, there were some optional modules which were not included in the cost proposal such as the Interactive Voice Recognition connector. Moreover, CSDC's product demonstration appeared focused on the permit application process devoting less time on the planning and code enforcement elements.

Based on the perceived ability of CSDC's solution to meet the needs of the County, CSDC Systems, Inc. was ranked third by the Evaluation Committee.

The above justifications are a generalized summary of major observations intended only to provide the County Administrator 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 Evaluation Committee voted unanimously 3 to 0 to proceed with **Accela, Inc.**

The resulting agreement will be managed by the Building and Development Services Department.

<p align="center">ATTACHMENTS (List in order of attached)</p>	<p align="center">N/A</p>	<p align="center">FUNDING SOURCE (Acct Number & Name)</p>	<p>Building & Development Svcs. / Administration 1470006005</p> <p><input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds</p>
<p align="center">COST</p>	<p>To Be Determined by Negotiations</p>	<p align="center">AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)</p>	<p align="center">N/A</p>