

MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Risk Management Information (Software) System	DATE POSTED	Date Posted on mymanatee.org <u>07/24/2013</u>
PURCHASING REPRESENTATIVE	Deborah Carey-Reed, 941/749-3074	DATE CONTRACT SHALL BE AWARDED	To be determined after negotiations.
DEPARTMENT	County Attorney Risk Management	CONSEQUENCES IF DEFERRED	Delay in automating County claims. <i>Melissa M. Wendell</i>
SOLICITATION	Request For Proposals #13-1529DC	AUTHORIZED BY	Melissa M. Wendell, Purchasing Official Date: <u>07/24/2013</u>

ACTION APPROVED

Authorization to commence negotiations, for the purpose of entering into an Agreement, with Origami Risk, LLC, Glencoe, Illinois, for the purchase of a web-based risk management information system (RMIS).

ENABLING/REGULATING AUTHORITY

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

Manatee County Code of Law

BACKGROUND/DISCUSSION

- This computer software system is for use by the County Risk Management Division to administer the County's liability claims for workers compensation, automobile, vehicle and property loss, and other liability claims, through one source and enhance the management of these claims from first report of injury/loss to claim settlement.
- The RFP was advertised on the Manatee County website, DemandStar, in the Bradenton Herald and the Tempo News and was also provided to the Manatee County Chamber of Commerce for release to its members. Seven (7) proposals were received:
 - Aon, Tampa FL
 - CSC, Southfield, MI
 - Clear Data Strategies, Danbury, CT
 - Ebix, Inc., Atlanta, GA
 - JDi Data Corporation, Ft. Lauderdale, FL
 - Origami Risk, LLC, Glencoe, IL
 - Systema Software, Larkspur, CA

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ATTACHMENTS: (List in order as attached)	INSTRUCTIONS:
None	N/A
COST NTE \$68,725 estimated	SOURCE (ACCT# & NAME) Dept. operating account
COMMENTS N/A	AMT./FREQ. OF RECURRING COSTS Annual renewal

- The Evaluation Committee Members consisted of:
 - Randy Hromyak, Sr. Risk Analyst, County Attorney Office
 - Michael Hotaling, IT Security Manager, Information Technology
 - Deborah Carey-Reed, Contract Negotiator, Purchasing

Non-Voting Staff Attending:

 - Ray Carter, Risk Manager, County Attorney Office
 - Phil Reed, Sr. IT Security Analyst, Information Technology
- The Evaluation Committee convened on June 18, 2013 and based on the proposals submitted, discussed the qualifications of each of the proposers, appraised their past work experience, and reviewed their proposal against the RFP criteria. The Committee unanimously voted that oral interviews would not be required; the proposals included sufficient information to evaluate the qualifications and the proposed system of the top ranked firms. The Committee ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:
- **Firm A - Origami Risk, LLC**

Origami presented an exceptional system in respect to security and operations; as well as demonstrated their use of industry best practices and choice of best-of-breed infrastructure on which to build their applications. The system is presented as user friendly and capable of providing various forms of analysis and incident reporting that will more than adequately track claims and provide statistics for the County's use. The proposal details their approach to content development and operation maintenance and an ease of adapting the system to any future enhancements.

Origami provided references confirming experience in the public sector, including a local entity, Sarasota County, who is currently using the Origami system and provided an admirable reference of the system and Origami's customer service. The proposal demonstrated the firm's understanding of the County's requirements highlighting their successful past performance in providing a risk management information system and allowing the client to input their features and functionality requirements for usability of the system. Origami has been ranked the #1 RMIS Provider in the 2013 RMIS Review, an independent survey published by Bickmore's Dave Tweedy and Advisen, Ltd.
- **Firm B - JDi Data**

The firm presented its professional capabilities to provide the requirements of the Scope of Services, highlighting their successful past performance in providing a risk management system with acceptable references. They also presented excellent reporting examples which are of great value to the County. Details of the security system did not present a strong operation; as well as the vague presentation of the auditing procedures and a breach and recovery process.
- **Firm C - Aon**

Aon is the world's largest insurance broker and presented a detailed and impressive proposal, highlighting an executive summary customized to the County requirements. The proposal described a strong security system and outstanding reporting capabilities and an exceptional auditing service. The firm did not reference a Florida presence in implementing this type system.
- The Evaluation Committee voted unanimously to proceed into negotiations with the top ranked firm, Origami Risk LLC.
- Remaining Respondents: The remaining respondents, listed alphabetically below, were not ranked and although well qualified, were not selected based on a comparison of capabilities to the selected firm; however, as stated in the RFP, all of the criteria specified in the RFP were utilized in the selection determination.
 - CSC
 - Clear Data Strategies
 - Ebix, Inc.
 - Systema Software
- 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 resulting agreement will be managed by the County Attorney Office / Risk Management Division.