

**MANATEE COUNTY GOVERNMENT
INTENT TO AWARD**

RFO No.	18-R068340JE	DATE POSTED	MC <u>AT 8/8</u> DS <u>N/A</u> MCC <u>AT 8/8</u> BCC <u>N/A</u>
PROCUREMENT REPRESENTATIVE	Jacob Erickson	PROJECTED AWARD DATE	August 31, 2018
DEPARTMENT	Financial Management Department	AUTHORIZED BY DATE	Theresa Webb, CPPO, CPPB, CPSM, C.P.M., Procurement Official <i>TW Webb 8/7/2018</i>

NOTICE OF INTENT TO AWARD

The Manatee County Procurement Division provides notice of its intent to award a contract with Questica Inc. for the provision of budget management software.

ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

BACKGROUND/DISCUSSION

BACKGROUND

This solicitation was advertised on March 19, 2018 on the Manatee County website and DemandStar. It was also provided to the Manatee County Chamber of Commerce and the Manasota Black Chamber of Commerce for release of its members. Offers were received from:

- | | |
|--|---------------------------------|
| 1. Huron Consulting Services, LLC, Chicago, IL | 4. OpenGov, Redwood City, CA |
| 2. Momix Solutions, Dripping Springs, TX | 5. Superior, LLC, Lake Mary, FL |
| 3. Questica Inc., Burlington, ON Canada | |

TECHNICAL EVALUATIONS

Evaluation of offers was conducted based upon the criteria in the RFO. Attached is a copy of the strengths and weaknesses identified for each proposal.

The Financial Management Department is recommending award of an agreement for budget management software to the following firm(s):

Questica Inc.

ATTACHMENTS (List in order of attached)	RFO No. 18-R068340JE Scoring Summary	NAME OF FUNDING SOURCE	Financial Management
COST	Est. \$200,000.00	FUNDS VERIFIED	Yes

<p align="center"><u>Technical Evaluation Form</u> for Budget Management Software 18-R068340JE Request for Offer August 7, 2018 Manatee County Government Procurement Division Bradenton, FL</p>	Functionality	Capacity and Approach	Experience	Key Personnel	Fees	TOTAL	RANKING
Maximum Score	35	25	20	10	10	100	
Huron Consulting Services, LLC	10.0	10.0	10.0	5.0	5.0	40.0	5
Momix Solutions	15.0	10.0	10.0	5.0	7.0	47.0	4
OpenGov	30.0	20.0	15.0	15.0	10.0	90.0	2
Questica Inc.	35.0	25.0	18.0	10.0	9.0	97.0	1
Superion, LLC	17.0	10.0	15.0	7.0	5.0	54.0	3

Budget Management Software
 18-R068340JE
 Request for Offer
 August 7, 2018

1	Score	Functionality	35
		Provide a detailed narrative of the capabilities and functionality of the budget software to include suitability for the County's needs as defined in Section B.	
		Strengths	Weaknesses
Huron Consulting Services, LLC	10.0		The proposal does not present the functionality of the system, nor identifies the important points of discussion required to show the power and content of the software.
Momix Solutions	15.0		The proposal was very vague as to the power and functionality of the budget software that they are offering to the County. It was required to present the product in the following areas: security, implementation, modules, retention, GIS, Business Intelligence tools and reporting, interfacing with ERP systems. It did not provide a full detail discussing these items.
OpenGov	30.0	This proposal presented clearly and in depth all the requirements: A powerful system in the operating side of the budget. Offers simple navigational tools, multiyear retention plan, cloud based, implementation timeframe acceptable to Budget Office needs, outstanding training plan, budget book creation tools, and business intelligence tools. Protection of Data, report writing tools. Impressive budget system but needs some growth in the Mapping of GIS and integration with the CIP plan. Position budgeting is offered as module, with dashboards and live data presentation. Case Scenarios availability, projections, updates transparent to user, training on site and off site, chat rooms. Offers the Budget Office the Administrator Role to the fullest.	Weak in capital improvement plan and integration with GIS.

Questica Inc.	35.0	<p>This proposal presented clearly and in depth all the requirements: A powerful System in the operating side of the budget as well as in the Capital Improvement plan and integration with GIS. Offers simple navigational tools, multiyear retention plan, cloud based, Implementation Timeframe acceptable to Budget Office needs, Outstanding training plan, Budget Book creation tools, and Business Intelligence tools. Protection of Data, Report writing tools. Impressive Budget System but needs some growth in the Mapping of GIS and integration with the CIP Plan. Position Budgeting is offered as module, with dashboards and Live data presentation. Case Scenarios Availability, Projections, Updates transparent to USER, Training on site and off site, chat rooms. Offers the Budget Office the Administrator Role to the fullest. Caseware as an added feature adds power to the creation of the budget book and report modeling.</p>	
Superior, LLC	17.0		<p>Governance not defined - Clerk owns governance of OneSolution which hinders our capabilities as administrators. Governance issues are not addressed.</p> <p>Although the OneSolution ERP system is the County's main system, it does not simplify our Budget entry process and will need to be mapped as per Clerk allows since they are the System's administrators and the Budget office wants to be our own administrators and have a cloud based system which is not the type of system offered. The Proposal discusses briefly the capabilities and functionality but it doesn't show what the modules can do.</p>

2	Score	Capacity and Approach		25	
		Training, On-going updates and upgrades to software , On-going support, maintenance and/or user group activities, Location and hours of operations for software technical support team, Service Level Agreement(s), Ownership changes, Implementation Plan, Protocols to ensure safe-keeping of County data, Continuity of operations, Accessibility and availability of corporate staff, Proposed approach for engaging with County staff			
		Strengths	Weaknesses		
Huron Consulting Services, LLC	10.0		The proposal does not present the functionality of the system, nor identifies the important points of discussion required to show the power and content of the software. Can't make any assessment on a Budget software that was not presented. Proposal didn't address security, capacity, retention, modules, Capital versus operating, GIS mapping, Power Business Intelligence tools.		
Momix Solutions	10.0		This proposal presented a vague description of the capabilities making it difficult to understand what the product offered in each component.		
OpenGov	20.0	This proposal presented clearly and in depth all the requirements: A powerful system in the operating side of the budget. Offers simple navigational tools, multiyear retention plan, cloud based, implementation timeframe acceptable to Budget Office needs, outstanding training plan, budget book creation tools, and business intelligence tools. Protection of Data, report writing tools. Impressive budget system but needs some growth in the Mapping of GIS and integration with the CIP plan. Position budgeting is offered as module, with dashboards and live data presentation. Case Scenarios availability, projections, updates transparent to user, training on site and off site, chat rooms. Offers the Budget Office the Administrator Role to the fullest.		Weak in capital improvement plan and integration with GIS.	

Questica Inc.	25.0	<p>This Proposal presented clearly and in depth all the requirements: A powerful System in the operating side of the budget , although weak in the Capital Improvement plan and integration with GIS. Offers a simple navigational tools, multiyear retention plan, cloud based, Implementation Timeframe acceptable to Budget Office needs, Outstanding training plan, Budget Book creation tools, and Business Intelligence tools. Protection of Data, Report writing tools. Impressive Budget System but needs some growth in the Mapping of GIS and integration with the CIP Plan. Position Budgeting is offered as module, with dashboards and Live data presentation. Case Scenarios Availability, Projections, Updates transparent to USER, Training on site and off site, chat rooms. Offers the Budget Office the Administrator Role to the fullest.</p>	
Superion, LLC	10.0		<p>Not a cloud based software, which means that it goes as part of the OneSolution ERP system, which brings the problem of governance. IT becomes the project manager which does not go with the budget office needs. Timeline for implementation is outside the requirement for the budget office. Although the proposal discusses briefly the aspects of the software implementation and requirements it does not meet the needs of the budget office. Separation of IT, Clerk and Budget is a must. Intent is that the budget office be the sole decision makers in the systems functionality, which is hindered by the security features involved at this moment with OneSolution. Report writing tools in OneSolution lack training from IT as administrator, upgrades, mapping all dependent on IT as it is hosted in the Server.</p>

3	Score	Experience	20
		Background, size and years in business, Years of experience in cloud-based budget software services, Experience with local municipalities, Significant or unique accomplishments	
		Strengths	Weaknesses
Huron Consulting Services, LLC	10.0		Proposal presented the project managers background and references but the weak point is that their credentials lack the presentation of a budget software.
Momix Solutions	10.0		The proposal broadly presented the company and some of the cities using their software.
OpenGov	15.0	Reviews and credentials verified. Perfect record of implementation with other counties and cities. It is well known software package in the government industry.	
Questica Inc.	18.0	Reviews and credentials verified. Perfect record of implementation with other counties and cities. It is well known software package in the government industry.	
Superion, LLC	15.0	As they are our current ERP provider, their experience and background is recognized.	

4	Score	Key Personnel	10
		Identify each key personnel interacting with County staff	
		Strengths	Weaknesses
Huron Consulting Services, LLC	5.0		Although the proposal presents all the key players that were to interact with County Staff, the Budget software is not presented.
Momix Solutions	5.0		No key personnel was presented in this proposal, just an overall presentation of the company's credentials.
OpenGov	15.0	During the demo presentation met all key personnel and seemed to be very knowledgeable in the software and engaging.	
Questica Inc.	10.0	During the demo presentation met all key personnel and seemed to be very knowledgeable in the software and engaging.	
Superior, LLC	7.0	Key Personnel is already known as they are the current provider of ERP System.	

5	Score	Fees	10
		Full detailed breakdown of fixed firm cost, On-going maintenance and support fees, All services included in standard licensing/subscription fee	
		Strengths	Weaknesses
Huron Consulting Services, LLC	5.0		It is competitive pricing but can't determine if reasonable since budget software was not presented.
Momix Solutions	7.0		The cost was presented but no basis to compare against the power of the software since it was weakly presented.
OpenGov	10.0	Fees are competitive. The proposal presents a detailed breakdown of the fees. Identified other areas that can benefit from the software and provided cost.	
Questica Inc.	9.0	Fee Schedule is competitive. Proposal properly disclosed all fees.	Licenses - cost to increase users in future. Additional fees outside requirement of RFO were not detailed.
Superion, LLC	5.0		Disclosure of the cost/fees is vague and add on features not necessary or required in the RFO (such as CAFR Constructor). Hourly rate versus package.