

BOARD OF BIDS & CONTRACTS
BoCC Meeting Room at 10:00 a.m.

January 29, 2015
(6 Items)

AGENDA ITEMS

1. Bridge Improvements-----Public Works
2. Executive Search Firm for County Manager Recruitment-----Manager's Office
3. On-Call SAP Support Services-----Enterprise Resource Planning
4. SAP Maintenance Renewal-----Enterprise Resource Planning
5. Upgrade, Support & Maintenance for Granicus-----Division of Information and Operations
6. Dell Computer Hardware-----Various County Departments

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1. BRIDGE IMPROVEMENTS--PUBLIC WORKS

FUNDING--PUBLIC WORKS

(Request sent to nine vendors)

RFB #15-0001 SC # Pending

| | |
|--|------------------------------------|
| Engineer's Estimate: \$697,870.00 | Klaver Construction Co., Inc. |
| Bridge on 93rd St. N. between Meridian & Seneca | \$402,130.80 |
| Bid Bond | Yes |
| No Bid | Nowak Construction |
| | Wildcat Construction Co., Inc. |
| | McCullough Excavation, Inc. |
| | Cornejo & Sons, LLC |
| | Dondlinger & Sons Construction |
| | Omega Industrial Contractors, Inc. |
| | Vogts-Parga Construction, LLC |
| | Dutton Partnership |

On behalf of Public Works, recommend to **accept the bid from Klaver Construction Co., Inc. in the amount of \$402,130.80.**

This project involves a bridge improvement, grading, surfacing and seeding.

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**2. EXECUTIVE SEARCH FIRM FOR COUNTY MANAGER RECRUITMENT -- MANAGER'S OFFICE
FUNDING -- MANAGER'S OFFICE**

(Request sent to 60 vendors)

RFP #14-0107 Contract

| | | | | |
|----------------------------|--|--|---|---|
| | Ralph Andersen & Associates | GovHR USA | Right Recruiting of Kansas | The Novak Consulting Group |
| County Manager Recruitment | \$35,000.00 | \$21,500.00 | \$30,000.00 | \$23,800.00 |
| Addendum | Yes | Yes | Yes | Yes |
| | Wood-Snodgrass, Inc. | The Mercer Group, Inc. | HirePrinciple | Waters & Company |
| County Manager Recruitment | 25-30% of first year's cash compensation | \$16,500.00 plus expenses (not to exceed \$8,000.00) | 20% of annual salary or \$38,000.00 (whichever is greater) | \$24,500.00 |
| Addendum | No | Yes | No | Yes |
| | N P & S Management Services, Inc. dba S. Renée Narloch & Associates | Colin Baenziger dba Colin Baenziger & Associates | Strategic Government Resources, Inc. | Slavin Management Consultants |
| County Manager Recruitment | \$16,500.00 plus expenses (not to exceed \$7,500.00) | \$23,000.00 | \$18,500.00 plus expenses (not to exceed \$8,500.00) | \$16,005.00 plus expenses (not to exceed 55% of fees) |
| Addendum | Yes | No | Yes | Yes |
| | KG Ventures, LLC dba Aperio Consulting Group | | Management Recruiters of Fort Worth-Southwest dba Siter-Neubauer & Associates | |
| County Manager Recruitment | 30% of first year's total compensation or minimum \$10,000.00 plus expenses (not to exceed \$1,000.00) | | 25% of base salary with a maximum fee not to exceed \$35,000.00 | |
| Addendum | Yes | | Yes | |
| No Bid | Waldron & Company | The Arnold Group | Tryon & Heideman, LLC | Witt/Kieffer |
| | Adecco Employment Services | Brenda Young Haithco and Company, Inc. | The Specialists Group, LLC | Senior Services, Inc. of Wichita |
| | The Royster Group, Inc. | | | |

On behalf of the Manager 's Office, recommend to **accept the best proposal from N P & S Management Services, Inc. dba S. Renée Narloch & Associates for a fee amount of \$16,500.00, plus expenses not to exceed \$7,500.00.**

A committee comprised of Richard Ranzau and David Unruh - County Commissioners, Jennifer Magana - Assistant County Counselor, Eileen McNichol - Director of Human Resources, Ron Holt - Assistant County Manager and Adele Dunn - Human Resources evaluated all proposals submitted based on expertise, qualifications, approach to work and cost. The committee shortlisted HirePrinciple, Waters & Company, a Springsted Company, Slavin Management Consultants, Management Recruiters of Fort Worth-Southwest dba Siter-Neubauer & Associates and N P & S Management Services, Inc. dba S. Renée Narloch & Associates for further questions and interviews.

The committee unanimously chose N P & S Management Services, Inc. dba S. Renée Narloch & Associates as providing the best proposal due to their public sector recruitment experience, familiarity with Wichita/Sedgwick County and their capability/commitment to generate interest from private sector candidates.

Note: The above fees do not include expenses related to potential candidate onsite interviews (e.g., travel, lodging and meals) and miscellaneous expenses related to advertising and tasks not specifically listed in each proposal.

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**3. ON-CALL SAP SUPPORT SERVICES - ENTERPRISE RESOURCE PLANNING
FUNDING - ENTERPRISE RESOURCE PLANNING**

(Request for Proposal sent to 114 vendors)

RFP #14-0093 Contract

| | Labyrinth Solutions, Inc. (LSI) | Cloudbitz, Inc. | SandPoint Consulting, Inc. | HR Focal Point, LLC | 1st Basis Consulting, LLC | CompQSoft, Inc.* |
|--|---|-----------------------------------|--|--|---|-------------------------|
| 1. Support for current landscape (all inclusive) | no bid | no bid | no bid | no bid | no bid | no bid |
| 2. BASIS support | \$175.00/hr onsite \$125.00/hr offsite | no bid | no bid | no bid | \$100.00/day \$1800.00/mo time & materials \$120.00/hr | \$82.60-\$153.46/hr |
| 3. ABAP | \$150.00/hr onsite \$110.00/hr offsite | no bid | no bid | no bid | no bid | \$82.60-\$147.32/hr |
| 4. Enterprise Portal | \$175.00/hr onsite \$130.00/hr offsite | no bid | no bid | no bid | no bid | \$82.60-\$147.32/hr |
| 5. PI | \$175.00/hr onsite \$130.00/hr offsite | no bid | no bid | no bid | no bid | \$147.50-\$171.87 |
| 6. BI/BW/BOBJ | \$175.00/hr onsite \$130.00/hr offsite | \$95.00/hr plus travel | no bid | no bid | no bid | \$82.60-\$147.32/hr |
| 7. BPC | \$175.00/hr onsite \$130.00/hr offsite | no bid | T&M \$210.00/hr all inclusive \$275.00/hr | no bid | no bid | \$94.40-\$165.74 |
| 8. FI/CO | \$175.00/hr onsite \$130.00/hr offsite | no bid | no bid | no bid | no bid | \$88.50-\$165.74 |
| 9. PY/HCM | \$175.00/hr onsite \$130.00/hr offsite | no bid | no bid | \$185.00/hr onsite \$170.00/hr remote | no bid | \$88.50-\$165.74 |
| 10. SRM/SUS/PPS | \$175.00/hr onsite \$130.00/hr offsite | no bid | no bid | no bid | no bid | \$153.40-\$196.43 |

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| | Marvel Technologies, Inc.* | Meridian Partners, LLC* | Monocle Systems, LLC | Msys, Inc. | Object Technology Solutions, Inc. | Seal |
|--|----------------------------|-------------------------|----------------------|--|------------------------------------|--|
| 1. Support for current landscape (all inclusive) | no bid | no bid | no bid | \$60.00-\$125.00/hr onsite plus travel expenses; \$30.00-\$60.00/hr offshore | no bid | \$100.00-\$150.00/hr onsite; \$75.00-\$110.00 US; \$25.00-\$50.00 offshore |
| 2. BASIS support | \$95.00-\$118.75/hr | no bid | \$150.00/hr | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 3. ABAP | \$87.40-\$111.15/hr | \$115.00-\$165.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 4. Enterprise Portal | \$99.75-\$123.50/hr | \$125.00-\$170.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 5. PI | \$95.00-\$118.75/hr | \$135.00-\$180.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 6. BI/BW/BOBJ | \$99.75-\$123.50/hr | \$135.00-\$180.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 7. BPC | \$104.50-\$128.25/hr | \$135.00-\$190.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 8. FI/CO | \$95.00-\$118.75/hr | \$135.00-\$175.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 9. PY/HCM | \$101.65-\$125.40/hr | \$140.00-\$185.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |
| 10. SRM/SUS/PPS | \$104.50-\$128.25/hr | \$135.00-\$180.00/hr | no bid | no bid | \$120.00/hr \$35.00/hr offshore | no bid |

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| | Phoenix Business, Inc.* | Grom Associates, Inc.* | Sage Group Consulting, Inc.* | GyanSys, Inc. | Sierra InfoSys, Inc.* | Universal System Technologies, Inc. |
|--|---------------------------|--------------------------|------------------------------------|--|---|---|
| 1. Support for current landscape (all inclusive) | no bid | no bid | no bid | no bid | no bid | no bid |
| 2. BASIS support | \$30.00-\$150.00/hr | \$90.00-\$150.00/hr | \$45.00-\$140.00/hr | \$70.00/hr US \$30.00/hr offshore | \$115.00 onsite; \$100.00 offsite; \$45.00 offshore | no bid |
| 3. ABAP | \$20.00-\$140.00/hr | \$90.00-\$150.00/hr | \$40.00-\$125.00/hr | \$65.00/hr US \$25.00/hr offshore | \$100.00 onsite; \$90.00 offsite; \$45.00 offshore | no bid |
| 4. Enterprise Portal | \$25.00-\$140.00/hr | \$115.00-\$160.00/hr | \$50.00-\$140.00/hr | \$70.00/hr US \$35.00/hr offshore | \$120.00 onsite; \$100.00 offsite; \$55.00 offshore | \$123.00-\$165.00/hr |
| 5. PI | \$30.00-\$140.00/hr | \$100.00-\$150.00/hr | \$45.00-\$140.00/hr | \$70.00/hr US \$35.00/hr offshore | \$125.00 onsite; \$100.00 offsite; \$55.00 offshore | no bid |
| 6. BI/BW/BOBJ | \$30.00-\$140.00/hr | \$100.00-\$150.00/hr | \$50.00-\$135.00/hr | \$65.00/hr US \$25.00/hr offshore | \$115.00 onsite; \$100.00 offsite; \$55.00 offshore | \$132.00-\$170.00/hr |
| 7. BPC | \$30.00-\$150.00/hr | \$100.00-\$180.00/hr | \$50.00-\$135.00/hr | \$90.00/hr US \$35.00/hr offshore | \$165.00 onsite; \$125.00 offsite; \$65.00 offshore | \$130.00-\$165.00/hr |
| 8. FI/CO | \$35.00-\$170.00/hr | \$100.00-\$180.00/hr | \$50.00-\$135.00/hr | \$70.00/hr US \$30.00/hr offshore | \$135.00 onsite; \$100.00 offsite; \$45.00 offshore | \$114.00-\$165.00/hr |
| 9. PY/HCM | \$35.00-\$170.00/hr | \$100.00-\$180.00/hr | \$50.00-\$140.00/hr | \$90.00/hr US \$35.00/hr offshore | \$145.00 onsite; \$100.00 offsite; \$45.00 offshore | \$123.00-\$180.00/hr |
| 10. SRM/SUS/PPS | \$30.00-\$150.00/hr | \$100.00-\$180.00/hr | no bid | \$90.00/hr US \$35.00/hr offshore | \$175.00 (\$155.00 SUS) onsite; \$125.00 offsite \$55.00 offshore | \$134.00-\$170.00/hr; \$130.00-\$165.00/hr PPS |
| No Bid | RedHawk IT Solutions, LLC | Top Gun Technology, Inc. | Infor Global Solutions, Inc. | Glickman Consulting, LLC | Cistera Networks, Inc. | Pomeroy IT Solutions |
| | Vignon Corp. | Virtuoso, LLC | Deltek | Alexander Open Systems | Oxford Global Resources | Which Consulting |
| | P/Strada | Bayforce | Lighthouse Computer Services, Inc. | Vision Computer Programming Services, Inc. | | |

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On behalf of Enterprise Resource Planning, recommend to **accept the best proposals for on-call support for item 6 from Cloudbitz, Inc. for BI/BW/BOBJ, for item 7 from Sandpoint Consulting, Inc., for BPC, for item 8 from Labyrinth Solutions, Inc. (LSI) for FI/CO, and for item 9 from HR Focal Point, LLC for PY/HCM, and establish contract pricing for one (1) year with four (4) one (1) year options to renew.**

A review committee comprised of Mike Elpers-ERP Director, LouAnn Rose-SAP Security Administrator, Gina Gillespie and Brett Hutchinson-Senior ERP Business Analysts, Justin Boss-ERP BW Developer, Iris Baker, Kimberly Blair, Sylvie Burdett, Chris Duncan, and Renfeng Ma-ERP Business Analysts and Kimberly Evans-Purchasing reviewed the responses. Labyrinth Solutions, Inc. (LSI), Sandpoint Consulting, Inc., HR Focal Point, LLC, Cloudbitz, Inc. and Sierra Infosys, Inc. were shortlisted based on staff expertise, business methodology and cost. References were contacted to discuss their level of satisfaction from the various shortlisted vendors.

The County prefers not to utilize any offshore services for this contract. The decision was made to select several different vendors that each specialize in their respective areas of expertise rather than one or two vendors to cover all modules. Each selected vendor has agreed to a pay-as-you-go business model, where the County will utilize a true on-call approach to obtain support and pay only for those hours used.

Sedgwick County currently has existing contracts with 1st Basis Consulting for BASIS support and HighTouch, Inc. for ABAP support. These contracts will continue to be utilized.

Note-Decisions were made to award these particular support areas based on the strength of the responses. Also, some of the modules listed but not awarded fall under the umbrella of other modules and will be supported under those particular categories.

*Costs range dependent on technical expertise of assigned staff and onshore vs. offshore support.

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**4. SAP MAINTENANCE RENEWAL - ENTERPRISE RESOURCE PLANNING
FUNDING - ENTERPRISE RESOURCE**

(Hardware/Software Maintenance)

#15-2003 SC #8000055132

| | SAP Public Services, Inc. |
|--|----------------------------------|
| 1. SAP Enterprise Support - Appendix 8 effective 3/25/2011; (PPS and BPC modules) - 1/1/2015 - 12/31/2015 | \$183,293.35 |
| 2. SAP Enterprise Support - Amendment 2 to Appendix 1 - 1/1/2015 - 12/31/2015 | \$175,124.18 |
| 3. SAP Enterprise Support - Appendix 3 (Additional mySAP.com users) - 1/1/2015 - 12/31/2015 | \$47,753.24 |
| 4. SAP Enterprise Support - Appendix 7 effective 12/23/2010; (Additional users) - 1/1/2015 - 12/31/2015 | \$39,061.44 |
| 5. SAP BSI US Payroll Tax module | \$8,013.60 |
| Total | \$453,245.81 |

On behalf of Enterprise Resource Planning, recommend to **accept the quote from SAP Public Services, Inc. in the amount of \$453,245.81.**

SAP Enterprise Support pricing is based on the number and types of licenses (standard and professional) currently in use by the County and can fluctuate from year to year.

Last year the County spent \$456,881.88 on this maintenance.

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5. UPGRADE, SUPPORT & MAINTENANCE FOR GRANICUS - DIVISION OF INFORMATION AND OPERATIONS
FUNDING-DIVISION OF INFORMATION AND OPERATIONS
(Hardware/Software Maintenance)

#15-2005 Contract

| | Granicus, Inc. |
|---|-----------------------|
| 1. Granicus encoding appliance hardware | \$2,625.00 |
| 2. Implementation | \$875.00 |
| Subtotal for hardware and implementation | \$3,500.00 |
| Recurring Annual Maintenance and Support | |
| 3. Managed services | \$9,000.00 |
| 4. Unlimited storage | \$1,500.00 |
| 5. Legistar integration | \$2,760.00 |
| 6. Legistar portion services fee | \$14,312.88 |
| 7. Open platform | \$1,200.00 |
| 8. Media vault | \$6,000.00 |
| Subtotal for annual recurring maintenance and support | \$34,772.88 |

On behalf of the Division of Information and Operations, recommend **to accept the quote from Granicus, Inc. in the amount of \$3,500.00 for one time hardware and implementation costs and establish contract pricing for annual recurring maintenance and support at the rates listed for one (1) year, with a maximum 3% escalator for four (4) one (1) year options to renew.**

Granicus, Inc. has been in place since 2004 and integrates with Legistar to provide open and transparent meetings throughout the County. These programs allow storage of video and agenda minutes and make these items accessible to the citizens of Sedgwick County.

The new hardware will replace a current server that has reached its end of life and support the new video format that the County is moving to, which allows for greater browser compatibility.

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**6. DELL COMPUTER HARDWARE - VARIOUS COUNTY DEPARTMENTS
FUNDING - VARIOUS COUNTY DEPARTMENTS**

(Joint Governmental Purchase WSCA/NASPO Contract B27160)

#15-2006 Contract

| | |
|-----------------------------------|---|
| | Dell Marketing L.P. |
| Computer hardware and peripherals | Pricing as defined by the Products and Services Schedule on file with Purchasing |

On behalf of various County departments, recommend to **utilize the Western States Contracting Alliance (WSCA)/National Association of State Procurement Officials (NASPO) contract number B27160 Kansas State Participating Agreement number 12444 with Dell Marketing L.P. through March 31, 2015 with options to renew as indicated by the participation of the State of Minnesota.**

Dell Marketing L.P. is the manufacturer and reseller of computer hardware and peripherals. Dell hardware is the County standard for desksops, laptops and servers. County IT staff are certified to repair Dell hardware without voiding any warranties. Typically, desktop and laptop computers are on a 3-5 year replacement cycle and servers are on a 5-year replacement cycle.

Last year, the County spent approximately \$93,000.00 on hardware and peripherals through Dell Marketing L.P. This spend will fluctuate from year to year depending on the