

**BOCC APPROVAL OCTOBER 23, 2024
BOARD OF BIDS AND CONTRACTS OCTOBER 17, 2024**

**2. RISE WITH SAP S/4 HANA CLOUD PRIVATE EDITION PREMIUM AND SAP ARIBA SNAP BUYING IMPLEMENTATION -- ENTERPRISE RESOURCE PLANNING (ERP)
FUNDING -- ENTERPRISE RESOURCE PLANNING (ERP)
(Requests sent to 381 vendors)**

RFP #24-0037 Contract

	ABeam Consulting (USA) Ltd.	Labyrinth Solutions, LLC dba invenioLSI	Marvel Technologies, Inc.
One-Time Implementation Cost	\$2,491,998.00	\$5,098,770.00	\$2,857,000.00
	Phoenix Business, Inc. dba Phoenix Business Consulting	Technology Group Solutions, LLC	
One-Time Implementation Cost	\$1,920,278.40	\$7,293,772.00	
No Submission	360 Document Solutions, LLC	9 to 5 Computer	Actsoft, Inc.
	Ardent Technologies Inc.	Avolve Software Corporation	Bradshaw Consulting Services
	Business Imaging Systems, Inc.	Catalyst Technology Group USA	Century Business Technologies, Inc.
	Change Works, LLC	Comerit, Inc.	Computer Information Concepts
	Cybertron	Ecore Software Inc.	Fidlar Technologies, Inc.
	GHA Technologies	Geocivix	GovOS, Inc.
	High Touch Technologies	Hyland Software Inc.	Image Quest
	JCG Technologies, Inc.	Laser Equipment	Mediview
	Pine Technologies	PSI International, Inc.	Safety Management Systems Inc.
	Silicon Mountain Memory	Spectrum, Inc.	SWYMED
	System Tools Software, Inc.	Trango Group	TwoTrees Technologies, LLC
	Tyler Technologies, Inc.	Verint Americas, Inc.	Zoll

On the recommendation of Lee Barrier, on behalf of Enterprise Resource Planning (ERP), Tim Myers moved to **accept the proposal from ABeam Consulting (USA) Ltd. in the amount of \$2,491,998.00.** Jennifer Blasi seconded the motion. The motion passed 3 out of 4 with Greg Gann abstaining from the vote.

A committee comprised of Mike Elpers, Chief Information Officer; Gina Gillespie, ERP Director; Elizabeth O'Brien and Sean Clothier, ERP Business Analysts; Carli Sanchez, Principal Analyst; Cassandra Maestas, Principal Accountant; Jessica Ostmeyer, Senior Administrative Manager; and Lee Barrier, Purchasing Agent evaluated the proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from ABeam Consulting (USA) Ltd.

ABeam Consulting (USA) Ltd. is the consulting firm selected to provide support services for the migration from the county's SAP ECC 6.0 to SAP S/4HANA, Private Cloud Edition and SAP Ariba Snap. This will migrate Sedgwick County's current on premise SAP financial system which includes the supplier relationship management module, to the SAP Cloud models.

This consulting firm provided a goal-oriented billing model, a project timeline with project goals and timelines clearly defined with migration, transformation, testing iterations, training, implementation, and even scope changes all clearly defined. The firm's proposed cost is a one-time, fixed expense, which will be paid out and invoiced as goals are accomplished. There are 12 goals to be accomplished to invoice the entire expense of the project and the project is being considered a 12-month project with a go-live date on or about October 6, 2025 with Hypercare for one month following that go-live.

Notes:

This is a proposal and not a bid. Proposals are based criteria set forth in the RFP. There are five (5) components to this RFP:

Component	Points
A. Ability and competence to perform the proposal requirements including: 1. Qualifications and capability of persons who would be assigned to perform the required services. 2. Experience supporting Rise with SAP S/4HANA Cloud Private Edition, Premium and SAP Ariba SNAP Buying or Ariba SNAP for public sector organizations. 3. Experience working with or in the public sector specifically in the areas of financial accounting, budgeting, fund accounting, and procurement.	40
B. Ability to provide a clear and detailed comprehensive plan and timeline that meets all the stated requirements.	25
C. Record of performance on similar implementation projects including feedback from references.	15
D. Firms economic and technical resources, stability, and longevity in the market.	10
E. Price*	10
Total Points	100

The current ERP system was implemented in 2000-2001 and totaled \$2,279,547.00 (implementation only).

Questions and Answers

Tim Myers: Just to make sure that I'm reading this correctly, this is a one time payment of \$2,491,998.00 correct?

Gina Gillespie: Yes. This is expected to be a firm fixed total payment over the course of as the goals were met, to be invoiced over that period of time.

Tim Myers: So looking in the notes, when we're looking over 20 years ago, we spent \$2,279,547.00 when we had that implementation. Is that correct?

Gina Gillespie: Yes.

Tim Myers: So over 20 years later, we're looking at an increase of about \$200,000.00.

Russell Leeds: Do we have any prior experience with ABeam or is it largely just based on checking their references and looking at the proposals they submitted?

Gina Gillespie: They haven't done an implementation or anything for us but we've done quite a bit of research with them. They provided a demo for us. We've checked their references and worked quite extensively with speaking with one of their customers.

Russell Leeds: Just to point out, it looks like a number of the stakeholders were involved with the selection of this consultant. Finance department is in agreement with this consultant, based on the proposals?

Gina Gillespie: Yes.