

District School Board of Pasco County

Bid Recommendation

RFP Title	Software & Implementation Services for Enterprise Resource Planning (ERP) System		Number of Vendors Notified	688
RFP Number	11-020-AZ		Number of Proposals Distributed	37
Date Solicited	June 16, 2010		Number of Vendors Bidding	11
Date Opened	September 22, 2010		Number of Formal "No Bid" Responses	1
Date Board Presentation	January 18, 2011		Funding Source	Capital funding
Total Savings	N/A at this time		Grand Total of Proposal	To be negotiated

Recommendation: Recommend acceptance of Evaluation Committee's ranking of responsive, responsible proposers per the attached tabulation. The purpose of this RFP is the evaluation of proposals from qualified firms for software and implementation services for an enterprise resource planning (ERP) system encompassing the following business functions: General Ledger, Accounts Payable/Receivable, Purchasing, Project/Grant Accounting, Inventory Management, Budgeting, Fixed Asset/Work Order Management, Treasury, Personnel/Benefits Administration, Payroll, Applicant Tracking & Recruiting, Staff Development, Time & Attendance, Risk Management, and Fleet Management. Per the attached tabulation, proposers were evaluated on their technical capabilities, staff qualifications, references, and compatibility with the District's terms and conditions. The Evaluation Committee recommends that four (4) firms be elevated to the next phase of the evaluation process: in-depth demonstrations (demos) of their software and their implementation capabilities.

Term of Contract: As a result of the on-site demonstrations, the Evaluation Committee intends to recommend elevation of at least two (2) firms for the next phase of the project: in-depth discovery and dialogue. This recommendation for this elevation will be brought to a future Board meeting for approval.

Notations and Exceptions: After the RFP opening and review of all documentation by the Purchasing Department and the Board's attorney, Ms. Nancy Alfonso, the following proposals were disqualified: CIBER Enterprise Solutions, for failure to sign the RFP document; Sungard Public Sector, for failure to sign and return Addendum #3, which was a mandatory requirement per the RFP. Upon review by the District's Director of Finance Service, Mr. John Simon, the proposal from Education Solutions Development (ESD) was disqualified for failure to provide mandatory financial statements.

Notations and Exceptions, continued: Per the proposal evaluation criteria, an average of the Evaluation Committee's scores produced the following company ranking, in order from highest to lowest: 1) Cherry Road proposing Peoplesoft; 2) Oracle proposing Peoplesoft; 3) Tyler Technologies, proposing their proprietary software; 4) Lawson Software, proposing their proprietary software; 5) Application Software Technology, proposing Oracle e-Business; 6) Skyward, proposing their proprietary software; 7) LSI proposing SAP; 8) LSI proposing SAP, alternate response; 9) EPI-USE proposing SAP.

Approval of this recommendation will permit interview invitations to be issued immediately, with demos to begin in mid-February 2011 at District Office. Assistance will continue to be provided by our contracted consultant for the project, Government Finance Officers Association (GFOA).

Offers from other proposers listed herein are the only offers received per the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Proposals Evaluated By:

Ann Altman, Project Leader, Systems Analyst
Stephanie Bryant, Employee Benefits Assistant
Jennifer Croteau, Systems Analyst
Linda Durden, Finance Specialist
Alan Ford, Human Resources Specialist
Bev Fullington, Finance Specialist
Tad Kledzik, Supervisor of Transportation Maintenance
Barbara Laycock, Maintenance Operations Manager
Laurie Roberts, Buyer
Linda Ruhlig, Human Resources Specialist
Kristle Tirado, Information Services Help Desk Trainer
Mike Williams, Staff Accountant
Judie Zollo, Payroll Coordinator

Proposal Prepared By:

Arlene Zimney, CPPB, C.P.M., MSLS, Buyer

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: September 22, 2010 @ 1:30 pm						
Proposal Title: Enterprise Resource Planning (ERP) System	Application Software Technology Corp.	Cherry Road Technologies, Inc.	EPI-USE American Inc.	Lawson Software	LSI Consulting Proposal #1	LSI Consulting Alternate Proposal
RFP 11-020-AZ	1755 Park St., Ste 100	301 Yamato Rd., Ste 4199	2002 Summit Blvd., #825	380 St. Peter St.	144 North Rd., Ste 100	144 North Rd., Ste 100
BOARD MEETING JANUARY 18, 2011	Naperville, IL 60563	Boca Raton, FL 33431	Atlanta, GA 30519	St. Paul, MN 55102	Sudbury, MA 01776	Sudbury, MA 01776
Computing environment (max. 5 pts.)	3.85	4.30	3.70	3.10	3.60	3.60
Response to District's functional requirements (max. 5 pts.)	3.62	3.70	3.52	3.57	3.84	2.85
Ability to provide requested reports (max 5 pts.)	3.65	4.17	3.72	3.94	3.84	3.42
Proposed interface approach (max. 5 pts.)	3.50	4.15	2.40	3.60	2.45	2.30
Data conversion services (max. 5 pts.)	3.05	4.15	2.10	3.50	2.90	2.80
Quality of technical and functional support (max. 5 pts.)	3.60	3.95	2.95	4.05	3.55	3.55
Change management offerings (max. 5 pts.)	3.65	4.35	2.80	3.80	3.00	3.00
Best practice implementation methodology (max. 5 pts.)	3.35	3.95	2.90	3.80	3.10	2.85
Other technical considerations (max. 5 pts.)	3.55	3.95	3.20	4.15	2.55	2.25
Responses to essay questions (max. 5 pts.)	3.70	4.45	3.00	4.20	3.45	3.50
Federal & State reporting capabilities (max. 5 pts.)	3.20	3.45	2.95	2.75	3.10	3.10
Total technical capabilities (max. 55 pts.)	40.91	46.93	35.41	42.72	37.68	35.11
Qualifications of staff (max 5 pts.)	3.70	4.00	1.00	1.30	2.85	2.85
Experience with public sector/K-12 implementations (max. 5 pts.)	2.95	3.35	3.30	4.05	3.60	3.60
Scope of services traditionally offered (max. 5 pts.)	3.70	4.05	2.85	3.90	3.05	2.15
Sample documents (max. 5 pts.)	3.40	4.00	1.35	4.55	1.45	1.45
Other qualifications specific to proposer's submittal (max. 5 pts.)	3.05	3.35	1.95	3.70	2.05	2.00
Total qualifications of firm (max. 25 pts.)	16.80	18.75	10.45	17.50	13.00	12.05
References (max. 15 pts.)	10.80	10.80	11.63	11.87	11.37	11.37
Compatibility w/District's terms & conditions (max. 5 pts.)	5.00	4.70	2.90	4.60	2.40	2.40
TOTAL (max. 100 pts.)	73.51	81.18	60.39	76.69	64.45	60.93

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: September 22, 2010 @ 1:30 pm				
Proposal Title: Enterprise Resource Planning (ERP) System	Oracle America Inc.	Skyward	Tyler Technologies Inc.	
RFP 11-020-AZ	1910 Oracle Way	5233 Coye Drive	370 US Route One	
BOARD MEETING JANUARY 18, 2011	Reston, VA 20190	Stevens Point, WI 54481	Falmouth, ME 04105	Recommend to Elevate/Demo
Computing environment (max. 5 pts.)	4.25	3.85	3.80	1) Cherry Road/ Peoplesoft
Response to District's functional requirements (max. 5 pts.)	3.72	1.70	3.78	2) Oracle/ Peoplesoft
Ability to provide requested reports (max 5 pts.)	4.14	2.32	4.31	3) Tyler
Proposed interface approach (max. 5 pts.)	3.95	3.10	3.40	4) Lawson
Data conversion services (max. 5 pts.)	3.95	3.25	3.45	
Quality of technical and functional support (max. 5 pts.)	4.10	3.85	4.15	5) AST
Change management offerings (max. 5 pts.)	3.95	2.30	4.10	6) Skyward
Best practice implementation methodology (max. 5 pts.)	3.65	2.70	4.45	7) LSI responsive
Other technical considerations (max. 5 pts.)	3.70	3.20	4.10	8) LSI alternate
Responses to essay questions (max. 5 pts.)	4.30	3.10	4.10	9) EPI-USE
Federal & State reporting capabilities (max. 5 pts.)	3.70	3.95	4.15	
Total technical capabilities (max. 55 pts.)	45.77	34.52	46.21	
Qualifications of staff (max 5 pts.)	3.55	1.85	1.50	
Experience with public sector/K-12 implementations (max. 5 pts.)	3.80	3.65	4.10	
Scope of services traditionally offered (max. 5 pts.)	3.70	2.25	3.80	
Sample documents (max. 5 pts.)	4.05	3.00	4.00	
Other qualifications specific to proposer's submittal (max. 5 pts.)	3.40	2.95	3.50	
Total qualifications of firm (max. 25 pts.)	18.50	13.70	16.90	
References (max. 15 pts.)	12.12	11.75	12.75	
Compatibility w/District's terms & conditions (max. 5 pts.)	4.20	4.60	4.50	
TOTAL (max. 100 pts.)	80.59	64.57	80.36	