

BOARD OF BIDS AND CONTRACTS JANUARY 29, 2015

**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	\$402,138.80
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 the recommendation of Joe Thomas, on behalf of Public Works, Jennifer Dombaugh moved to **accept the bid from Klaver Construction Co., Inc. in the amount of \$402,138.80.** Tim Kaufman seconded the motion. The motion passed unanimously.

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

Question: Why did we receive only one bid? David Spears with Public Works answered that this is a cast in place box bridge structure and Klaver Construction Co., Inc. is one of the only vendors in this area that has this capability.

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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 the recommendation of Joe Thomas, on behalf of the Manager 's Office, David Spears moved 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.** Tim Kaufman seconded the motion. The motion passed unanimously.

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 the recommendation of Kimberly Evans, on behalf of Enterprise Resource Planning, Linda Kizzire moved 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.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

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	\$175,124.18
2. SAP Enterprise Support - Amendment 2 to Appendix 1 - 1/1/2015 - 12/31/2015	\$183,293.35
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 the recommendation of Kimberly Evans, on behalf of Enterprise Resource Planning, Jennifer Dombaugh moved to **accept the quote from SAP Public Services, Inc. in the amount of \$453,245.81.** Tim Kaufman seconded the motion. the motion passed unanimously.

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.

Question: Is this the only vendor that can provide these services? Kimberly Evans with Purchasing answered that SAP is the developer of this software and therefore responsible for supporting and maintaining the software.

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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 the recommendation of Kimberly Evans, on behalf of the Division of Information and Operations, Tim Kaufman moved **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.** Linda Kizzire seconded the motion. The motion passed unanimously.

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 the recommendation of Kimberly Evans, on behalf of various County departments, Tim Kaufman moved 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.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

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 needs of each department.