



Agenda Report Form

Open Session Item

SUBJECT: Contract Award (PUR-1469) – Vesta 9-1-1 Hardware Refresh Upgrade for the Division of Emergency Services

PRESENTATION DATE: July 14, 2020

PRESENTATION BY: Rick Curry, CPPO – Director of Purchasing and Dave Hayes, Director – Division of Emergency Services (DES)

RECOMMENDED MOTION: Move to award a contract for the purchase and installation of Vesta 9-1-1 Hardware Refresh Upgrade, all related hardware and software to Carousel Industries of Newport News, VA for the Total Proposal Value of \$2,161,502.51 and annual maintenance support of \$70,760 per year and contingent upon the County Attorney’s approval of the final Service Agreement between the County and the recommended vendor.

REPORT-IN-BRIEF: The hardware upgrade to the system will pinpoint callers’ location faster, with greater accuracy, that could ultimately save more lives and improve decision making and response. Call Takers and First Responders will have greater location accuracy and the means to meet the challenges of mobile calls to 9-1-1. The upgrade will enhance the system that will allow video 9-1-1 and text video and share video through 9-1-1. The new text and video capabilities can be important in a crisis. The Hardware Refresh Upgrade will involve the 9-1-1 Primary Center (Elliott Parkway), Back Up Center (West Washington Street), and Maryland State Police Barrack O. The vendor will be responsible for providing a minimum of eight (8) hours of training on each of the modules. There are liquidated damages in the amount up to five hundred (\$500) per consecutive calendar day, up to a predetermined amount, for each critical deliverable that has not been provided, until satisfactory performance is accomplished.

The RFP was advertised on the State’s “eMaryland Marketplace Advantage” (eMMA) web site, in the local newspaper, on the County’s web site. Eighteen (18) persons/firms downloaded the RFP document from the County’s website. Two (2) firms responded with submittals. Qualifications & Experience/ Technical Proposals of the two (2) firms were considered responsive and as a result the Price Proposals of the two (2) firms were opened as indicated on the attached price proposal matrix.

The Coordinating Committee was comprised of the Assistant Director of Division of Emergency Services (Committee Chairman Designee), Division Director of Emergency Services, Division of Emergency Services IT & CAD Administrator, Director of Purchasing, Division Director of Information Systems.

DISCUSSION: N/A

FISCAL IMPACT: Funds are available in the amount of \$2,548,807.50 in account GRT105. The Numbers Board provided the funding for this project, no County funds are being requested.

CONCURRENCES: As unanimously recommended by the Coordinating Committee that included Directors from the Divisions of Emergency Services, Director of Information Systems, Director of Purchasing and DES - IT & CAD Administrator.

ALTERNATIVES: N/A

ATTACHMENTS: Price Proposal Matrix

AUDIO/VISUAL NEEDS: N/A

		CherryRoad Technologies, Inc. Morris Plains, NJ			Sierra-Cedar, Inc. Alpharetta, GA		
Item	Oracle Fusion Cloud Service Module	Proposed Hourly Rate ^[1]	Number of Hours Proposed for Oracle Fusion Module	Price Extended (rate x hours)	Proposed Hourly Rate ^[1]	Number of Hours Proposed for Oracle Fusion Module	Price Extended (rate x hours)
A	Oracle Fusion Financials Cloud Service	\$172.00	Included In Total	\$0.00	\$132.76	1,330	\$176,570.80
B	Oracle Fusion Self Service Procurement Cloud Service	\$172.00		\$0.00	\$132.76	0	\$0.00
C	Oracle Fusion Project Financials Cloud Service	\$172.00		\$0.00	\$132.76	1,050	\$139,398.00
D	Oracle Fusion Transactional Business Intelligence for Financial Cloud Service	\$172.00		\$0.00	\$132.76	0	\$0.00
E	Oracle Fusion Purchasing Cloud Service	\$172.00		\$0.00	\$132.76	1,330	\$176,570.80
F	Oracle Planning and Budgeting Cloud Service (Operational Budgeting)	\$172.00		\$0.00	\$132.76	1,456	\$193,298.56
G	Oracle Fusion Human Capital Management Base Cloud Service	\$172.00		\$0.00	\$132.76	1,296	\$172,056.96
H	Oracle Fusion Global Payroll Cloud Service	\$172.00		\$0.00	\$132.76	1,530	\$203,122.80
I	Oracle Fusion Payroll Interface Cloud Service	\$172.00		\$0.00	\$132.76	0	\$0.00

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J	Oracle Fusion Time and Labor Cloud Service	\$172.00		\$0.00	\$132.76	1,370	\$181,881.20
	<u>Annual</u> ADP W-2 and Tax Filing Services (One Year)	N/A	Included In Total	\$0.00	\$0.00	0	\$6,583.60
	ADP Configuration and Interface Services	N/A		\$0.00	\$132.76	40	\$5,310.40
SUB TOTAL (Total of A thru J)		\$1,258,000.00			\$1,254,793.12		
K	OPTION A - Integrating Capital Budgeting - Oracle Planning and Budgeting Cloud Service	\$172.00	800	\$137,600.00	\$85.85	240	\$20,604.00
OPTION A[2] Total Proposal Value (Sub Total + K Price)		\$1,395,600.00			\$1,275,397.12		
L	OPTION B - Implementing Capital Budgeting - Oracle Planning and Budgeting Cloud Service	\$172.00	120	\$20,640.00	\$132.76	640	\$84,966.40
OPTION B[2] Total Proposal Value (Sub Total + L Price)		\$1,278,640.00			\$1,339,759.52		

*** Note: ADP - On-going Annual Cost to County**

One (1) Year Extended Support for 2 Release Upgrades	\$95,000.00	\$132.76	1,440	\$191,174.40
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	Additional Training Support	\$120.00	200	\$24,000.00	\$132.76	640	\$84,966.40
		\$115.00	300	\$34,500.00			
		\$110.00	400	\$44,000.00			
	Adobe Captivate Licenses for up to 10 users				Included		
	PeopleSoft Payroll Backfill Support				Included		

Note: Sierra-Cedar will contractually commit to no change orders for the work effort to deliver the scope of requirements as outlined in the RFP.