revard
COUNTY

Consent

F.20.	10/26/2021

Subject:
Request for Permission to Reject All Proposals Received in Response to Request for Proposal (RFP) 7-21-24 / SAP Consulting Services and piggyback an existing competitively procured Sourcewell Contract

Fiscal Impact:
Estimated Annual Expense is $180,000.00 which is included in the approved FY 21/22 Annual Budget Information Technology

Dept/Office:
Central Services on Behalf of Information Technology

Requested Action:
It is requested that the Brevard County of County Commissioners:
1. Approve the rejection of all proposals received, in response to Request for Proposals (RFP) 7-21-24, SAP Consulting Services; and
2. Approve the usage of Sourcewell Contract # 090320-PNX; a competitively procured Public Sector and Education Administration Software Solutions with Related Services Contract with Phoenix Business Inc. dba Phoenix Business Consulting; and
3. Authorize the County Manager or designee to execute all contracts, contract amendments, renewals, and any necessary contract extensions upon review and approval by the County Attorney's Office, Risk Management, and Purchasing Services; and
4. Authorize the County Manager to approve any necessary budget change requests.

Summary Explanation and Background:
SAP Consulting Services was approved for solicitation in August 2020 via Purchasing Services Annual B/Q/P Board List. Information Technology (IT) previously held multiple contracts for SAP Consulting Services, all of which expired in May of 2021.

On June 17, 2021, Purchasing Services, advertised RFP-7-21-24 / SAP Consulting Services on behalf of the IT Department. This solicitation was advertised to solicit responses from qualified Proposers to provide technical support to the County's financial management software application, SAP. The estimated expenditure of this service was forecast at $180,000.00.

The County received a total of nine responses to the Request for Proposals. The submissions were opened during a public meeting on July 21, 2021. Proposers were:
- IBM Global Technology Services,
- Intelli ERP Software, LLC.,
- Kellton Tech Solutions, Inc.,

- Mygo Consulting, Inc.,
- Quintel-MC, Inc.,
- Sage Group, Inc.,
- V3iT Consulting, Inc.,
- Yash Solutions, LLC.,
- ACI InfoTech, Inc.

On October 14, 2021, the Selection Committee met to discuss, rank and score proposals received. Upon receipt of the proposals, an independent review by IT SAP Staff not on the selection committee (synopsis attached) was conducted and revealed that while each respondent held some certifications and some experience as requested in the RFP, none of the firms listed above provided a proposal that showed they were certified and experienced to provide a complete SAP Consulting Service to the County. A copy of the synopsis was provided to each committee member prior to the selection committee public meeting to assist in their review of the proposal responses.

It was evident that in order to meet all the needs of the County with the respondents, the County would have to enter into several independent contracts from the list of respondents, which would not be efficient. The County issued the RFP in an effort to solicit a consulting firm that could provide all the services requested in the RFP at a competitive price (hourly rate). Prior to the issuance of the RFP, IT Staff identified a competitively procured Public Sector and Education Administration Software Solutions with Related Services Contract with Sourcewell. There is an existing Sourcewell Contract available to the County, however, staff wanted to perform its due diligence to see if the open market could provide the same level of service at a more competitive rate in lieu of just piggybacking the existing Sourcewell Contract.

Upon reviewing the responses received, it became evident that utilizing the Sourcewell Contract, would provide a complete mechanism to contract with a vendor who currently holds all the certifications requested in the RFP and who also has experience in all the areas requested by the RFP.

The selection committee was comprised of County staff from various departments; the selection committee members were:
- Lois Boisseau (IT Department)
- Karen Conde (HR Department)
- Pam Wallace (Budget Department)
- Merrill Vincent (Asset Management)
- Kathy Prothman (County Finance)

After discussing the qualifications of the respondents during the selection committee, the committee moved to make a recommendation to the Board to reject all proposals received in order to piggyback the existing Sourcewell contract that will provide a consultant that can meet all the needs of the County.

Upon reviewing the responsive proposals and discussing the qualifications of each, the Selection Committee voted unanimously 5-0 to make a recommendation to the Board to:

1. Reject all proposals received, and

2. Request permission to utilize the Sourcewell Contract # 090320-PNX; a competitively procured Public Sector and Education Administration Software Solutions with Related Services Contract with Phoenix Business Inc. dba Phoenix Business Consulting. The contract expiration is November 2, 2024, with two (2) single year renewal options.

This recommendation was made based on the five Selection Committee members' concurrence that, although all respondents held experience and skill in some areas, none completely encompassed the full spectrum of the RFP scope in service provisions; and lacked confidence that they would be able to provide functional, technical, and maintenance support for future projects and County continuity of operations as the County migrates SAP from being Oracle based to S4/Hana Based.

Phoenix Business Consulting, via the Sourcewell Contract, is a vendor who has done business successfully in this comprehensive arena in the past with Brevard County. Their rates as described in the Sourcewell Contract proposed are competitive and represent a 20% markdown from their standard business rates as offered to the general public. The pricing included in the Sourcewell Contract was also inline with the prices proposed by the responding firms.

For the reasons stated above, it is requested that the Board accept the recommendation of the Selection Committee to reject all proposals received, authorize Information Technology Department to piggyback a competitive contract through Sourcewell Contract # 090320-PNX; Public Sector and Education Administration Software Solutions with Related Services with Phoenix Business Inc. dba Phoenix Business Consulting, authorize the County Manager, or designee, to execute any resulting contract, contract amendments, renewals or necessary contract extensions upon review and approval from the County Attorney's Office, Risk Management, and Purchasing Services; and authorize the County Manager to approve any necessary budget change requests.

Clerk to the Board Instructions:
None

October 27, 2021

MEMORANDUM

TO: Steve Darling, Central Services Director

RE: Item F.20., Request for Permission to Reject All Proposals Received in Response to
        Request for Proposal (RFP) 7-21-24/Systems, Applications, and Products (SAP)
        Consulting Services and piggyback an Existing Competitive Procured Sourcewell Contract

The Board of County Commissioners, in regular session on October 26, 2021, approved the
rejection of all proposals received, in response to RFP 7-21-24, SAP Consulting Services;
approved the usage of Sourcewell Contract #090320-PNX a competitively procured Public Sector
and Education Administration Software Solutions with related Services Contract with Phoenix
Business Consulting; authorized the County Manager ,or designee, to execute all contracts,
contract amendments, renewals, and any necessary contract extension, upon review and
approved by the County Attorney's Office Management, Risk Management and Purchasing
Services; and authorized the County Manager to approve any necessary Budget Change
Requests.

Your continued cooperation is greatly appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
RACHEL M. SADOFF, CLERK

Kimberly Powell, Clerk to the Board

/ns

cc: County Manager
        County Attorney
        Risk Management
        Finance
        Budget

PRINTED ON RECYCLED PAPER

SAP Consulting Services

RFP #7-21-24

MEETING DATE: October 14, 2021 @ 9:00 am

POSTING DATE: October 14, 2021 THROUGH: October 21, 2021 @ 5:00 pm **POSTED BY:** Stephanie Reynolds

▼Committee Member ▼	Intelli ERP Software LLC	Kellton	Mygo Consulting	Quintel	Soft Sage	V3iT	Yash Solutions
Karen Conde	4	2	6	1	4	2	7
Pamela Wallace	2	2	5	1	5	4	5
Lois Boisseau	4	1	4	2	4	3	4
Kathleen Prothman	5	1	4	2	5	2	7
Merrill Vincent	3	2	5	1	6	4	7

	Intelli ERP Software LLC	Kellton	Mygo Consulting	Quintel	Soft Sage	V3iT	Yash Solutions
TOTAL POINTS	18	8	24	7	24	15	30
RANKING	4	2	5	1	5	3	7

*** Motion by Merrill Vincent, Second by Kathleen Prothman to make a recommendation to the Brevard County Board of County Commissioners to reject all proposals; and to recommend piggybacking the Sourcewell Contract for Public Sector and Education Administration Software Solutions with Related Services. Motion passed unanimously 5-0.

*** Motion by Pamela Wallace, Second by Kathleen Prothman to mark IBM Global Technology Services as Non-Responsive. Motion passed unanimously 5-0.

Brevard County encourages prompt and fair handling of all complaints and disputes with the business community. Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.

Approval

189

SAP Support RFP	Kellton Tech Solutions Inc 3Core Systems Inc	QUINTEL-MC, INC.	VSiT Consulting Inc.	IBM/Annick Brown, LLC	Mygo Consulting Inc.	Intelli ERP Software LL	Sage Group	Yash Solutions LLC
Contractor Experience/Contractor Responses to Questions								
General								
Does your company create **documentation** for assigned Projects, Tickets, Functional/Technical specifications, Requirements and User Manuals? Please explain your documentation process.	✓	✓	✓	✓	✓	✓	✓	✓
Do the consultants completing SAP Projects or Tickets provide **Knowledge** transfer to the customer users by having an overview of the documentation created and answering questions?	✓	✓	✓	✓	✓	×	✓	✓
For large SAP projects, does your company provides the customer the full project cost or uses piecemeal estimates? Please explain your process	✓	✓	✓	✓	✓	✓	✓	✓
Does your company provide **Diversity and Sensitivity** training to your permanent and temporary consultants? Please explain training type	✓	✓	✓	✓	✓	×	✓	✓
Credential and Certification								
What SAP PartnerEdge type does your company has? **Levels of Partnership: Silver, Gold. Platinum. SAP Recognized Expertise**	✓+	×	✓	✓+	✓+	×	×	×
Does your company have Service/Sell Solution Authorization for **SAP S/4HANA.**	✓	×	✓	✓	✓	✓	×	×
Does your company have Service/Sell Solution Authorization for **SAP HANA.**	✓	×	×	✓	×	✓	✓	×
Does your company have Service/Sell Solution Authorization for **SAP SuccessFactors HXM or HCM.**	✓	×	×	✓	×	×	×	×
Does your company have Service/Sell Solution Authorization for **Mobile Solutions**	×	×	×	×	×	×	×	×
Does your company have Service/Sell Solution Authorization for **Open On Premise Solutions**	✓	×	✓	✓	×	×	×	✓
Consultant Certifications								
HANA/S4HANA/Database Administration	×	✓	×	×	✓+	✓	✓+	×
Success Factors Recruitment Certification	×	×	×	×	×	✓	×	×
Success Factor Onboarding Certification	×	×	×	×	×	✓	✓	×
Human Capital Management Certification	×	✓	×	×	×	✓	×	×
SAP Asset Management on S/4HANA or Business Suite	×	✓	×	×	×	×	×	×
Financial Accounting on S/4HANA or Business Suite	×	✓	✓+	×	✓+	×	✓	×
Management Accounting on S/4HANA or Business Suite	×	×	×	×	✓+	×	×	×
Procurement on S/4HANA or Business Suite	✓	✓	×	×	×	×	✓	×
Logistics MM/PM Certifications S/4HANA or Business Suite	×	×	×	×	×	×	✓	×
Certified Integrator of SAP Public Sector	×	×	×	×	×	×	×	×
Consultant Pool	✓	✓	✓	✓	✓	✓	✓	✓
Quality of Similar Work								
Functional Areas Experience								
HR Payroll PY	✓	✓+	✓+	×	×	✓	✓	✓
HR Personnel Management PM.	✓	✓+	✓+	×	×	✓	×	×
HR Personnel Administration PA.	✓	✓+	✓+	×	×	✓	✓	✓
HR Time Management	✓	✓	×	×	×	✓	×	×
HR SAP Training	✓	✓+	✓+	×	×	✓	✓	✓
HR Organizational Management OM	✓	✓+	×	×	×	✓	✓	×
HR Benefits	×	✓	✓	×	✓	✓	×	✓
PCP Budget.	×	✓	×	×	×	✓	✓	✓
HR PBC Position Budgeting and Control	×	✓+	✓	×	×	✓	✓	×
CA Cross-Application Time Sheet (CATS).	✓+	✓+	×	×	×	✓	×	✓
FICO Finance	×	✓	✓+	×	×	✓	✓	✓
FICO Funds and Grants Management	✓+	✓+	✓	×	×	✓	✓	×
FICO Asset Management.	×	✓+	×	×	✓	✓	×	×
LE Plant Maintenance.	✓+	✓+	✓+	×	✓	✓	×	×
LE Plant Maintenance Mobile.	×	✓+	×	×	×	×	×	×
LE Purchasing	✓+	✓+	×	×	×	✓	✓	✓
Success Factors Recruitment Configuration	✓	✓	×	×	×	×	×	×
Success Factors Onboarding Configuration	✓	✓	✓	×	×	×	×	×
Technical Skill Set								
How many S/4HANA Migrations has your company implemented in Production?	✓+	×	×	✓+	×	×	×	×
HANA Database Migration Business Suite Oracle to HANA	✓+	✓+	✓+	✓+	×	✓+	×	×
How many customers do you provide HANA Database Support?	✓+	✓+	✓+	✓+	×	×	×	×
How Many BSI Tax Factory Installations/Upgrades on HANA have your company implemented?	×	✓+	×	×	×	✓	✓	×
How Many Adobe Server on HANA configuration has your company implemented in a production system?	✓+	✓+	✓++	×	×	✓	×	×
Experience with HCI/HCP HANA Cloud Integration for SFSF	×	✓	✓	×	×	✓	×	×
Success Factors Experience with Recruiting and Onboarding ABAP Interfaces	×	✓+	×	×	×	×	×	×
Plant Maintenance Mobile	✓	✓	×	×	×	✓	×	×
Fiori Administration and Configuration experience	✓	✓	✓	×	✓	✓	✓	✓
SAP Gateway Odata Configuration and Administration	✓	✓	✓	×	✓	×	✓	×
Workflow Configuration, Administration and Development	✓	✓	✓	×	✓	✓	✓	×
Odata Gateway Services Development	✓	✓	✓	✓	✓	×	×	✓

notes that the RFP response did not meet the minimum requirement as requested in the RFP