

**SAINT PETERSBURG CITY COUNCIL**  
**Consent Agenda**  
**Meeting of May 18, 2017**

**To: The Honorable Darden Rice, Chair, and Members of City Council**

**Subject:** Accepting a proposal from Process Solutions Assurance LLC for implementation services and one year of licensing, server hosting, and technical support for an Oracle Work Asset Management Mobile Application for the Water Resources Department for a total contract amount of \$65,000 and approving a supplemental appropriation in the amount of \$15,000 from the unappropriated balance of the Water Resources Capital Projects Fund (4003).

**Explanation:** The Procurement Department received four proposals for an Oracle Work Asset Management (WAM) Mobile Application. The four proposals were received from:

| Offerors                           | Amount    |
|------------------------------------|-----------|
| 1. Ernst & Young US LLP            | \$250,400 |
| 2. GeoNexus Technologies LLC       | \$197,000 |
| 3. Process Solutions Assurance LLC | \$65,000  |
| 4. Smart Energy Systems, LLC       | \$183,764 |

The proposals were evaluated by a cross-functional team from Water Resources, Department of Technology Services, Water Distribution Systems, Water Reclamation Facilities, and Stormwater Pavement and Traffic Operations. They include:

Christine West, Manager, Oracle eBusiness Solutions, DoTs  
Charlie Wise, Manager, Water Reclamation Facilities  
Mark DiNoble, Water Distribution Systems Coordinator  
Samantha Mooren, Systems / PC Analyst II  
Melissa Link, Operations Analyst

The proposals were evaluated based on the following criteria:

- Background and experience of offeror
- Qualifications/Certifications
- Proposal
- References
- Technical support
- Price
- Functional requirements

The vendor will install, train and support the mobile application for the Water Resources Department's existing WAM system. This mobile application will provide the staff in the field the ability to enter work order information into the Oracle WAM system, locate the next job and report issues without the need for manual entry by support staff. This mobile application is fully integrated with WAM and provides real-time, secure, and mappable access to WAM work orders and asset information for City field crews and plant personnel. Initial installation and training is covered by a one-time implementation fee of \$20,000. The vendor will also provide one year of licensing, server hosting, technical support (24 hours per day), training, and software updates for an annual usage and support fee of \$45,000.

The Procurement Department, in cooperation with the Water Resources Department, recommends approval:

Process Solutions Assurance LLC (Phoenix) .....\$65,000

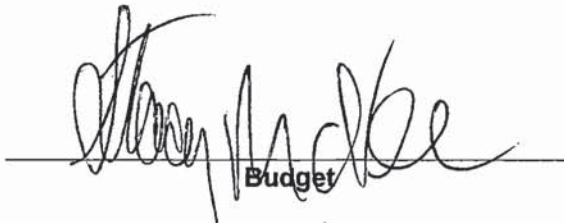
Process Solutions Assurance LLC has met the requirements of RFP No. 6197, dated February 24, 2017. Process Solutions Assurance LLC was determined to be most advantageous to the City, taking into consideration price and the evaluation criteria set forth in RFP No. 6197, dated February 24, 2017. They have performed these services for Hillsborough County and Canadian Forest Products Ltd.

**Cost/Funding/Assessment Information:** A portion of the funding has been previously appropriated in the Water Resources Capital Project Fund (4003) in the ASM Comp HW/SW Repl FY16 project (Oracle No. 15272). Additional funding will be available following approval of a supplemental appropriation in the amount of \$15,000 from the unappropriated balance of the Water Resources Capital Projects Fund (4003) to the ASM Comp HW/SW Repl FY16 project (Oracle No. 15272).

**Attachments:** Technical Evaluation (3 pages)  
Meeting Minutes (2 pages)  
Resolution

**Approvals:**

  
Administrative

  
Budget



## Technical Evaluation 920-31 Oracle Work Asset Management Mobile Application

### Summary Work Statement

The City received four proposals for RFP No. 6197, 2: Oracle Work Asset Management Mobile Application. The successful offeror(s) will install, train and support a mobile application for the Water Resources Department's existing WAM system.

|    | Offeror                         | Amount    |
|----|---------------------------------|-----------|
| 1. | Ernst & Young US LLP            | \$250,400 |
| 2. | GeoNexus Technologies LLC       | \$197,000 |
| 3. | Process Solutions Assurance LLC | \$65,000  |
| 4. | Smart Energy Systems, LLC       | \$183,764 |

### Evaluation Committee

The evaluations of the five proposals were conducted by:

Christine West, Manager-Oracle eBusiness Solutions, DoTs  
Charlie Wise, Manager Water Reclamation Facilities  
Mark DiNoble, Water Distribution Systems Coordinator  
Samantha Mooren, Systems / PC Analyst II  
Melissa Link, Operations Analyst

### Evaluation Criteria

The proposals were evaluated based on the following criteria:

- Background and experience of offeror
- Qualifications/Certifications
- Proposal
- References
- Technical support
- Price
- Functional requirements

### Offerors' Profiles

Below is a profile of each offeror and a summary of the strengths and weaknesses of each offeror as reported after the initial independent review.

**Ernst & Young US LLP** maintains headquarters in California and Georgia and was incorporated in Delaware in 1989. The firm has been providing this service for seven years and employs 4,000 people locally and 40,000 people nationally.

Strengths include: The Company has been in business for over 100 years and has 1,400 professionals dedicated to the power and utilities sector; the three resumes provided show multiple Oracle WAM implementations, along with related technical experience; licensing and support for one year included with options to continue technical support; Kloudgin Intelligent Field and Asset Cloud Mobile Cloud Solution; 24/7/email/phone support with two-hour critical response and Amazon data centers.

Weaknesses include: Focus on WAM for only four years; they would utilize a third-party software provider; each year of support would cost \$29,400, including the first year; the initial cost was the most expensive



of the offerors; they are not an Oracle Gold Partner; closest offices are in Tampa but not assigned to the project; complicated project plan; they did not accept our terms and conditions; we would have to create and maintain our own training materials; they also had a criminal tax avoidance charge, for which they paid a \$123 million settlement in 2013; and their support staff is overseas,

Major deficiencies – correctable only with major changes

**GeoNexus Technologies LLC** is headquartered in Ann Arbor and was incorporated in Michigan in 2003. The firm has been providing this service for 14 years and employs 14 people nationally.

Strengths include: they've completed a similar project with several large utilities and cities across the country; they are familiar with the industry and are an Oracle Gold Partner; their proposal was complete and to the point; the ongoing license and support cost \$25,000 annually; the software should integrate with the City's current map viewer; and their support is via a ticket system 24/7/365.

Weaknesses include: They have limited team resources; they are priced the second highest of the offerors; they do not provide an offline mode and it is not compatible with WAM V2; this system does not meet IT security standards; they've only completed one mobile application installation to date; training was also expensive with a fee of \$12,000 for up to three people and an installation fee of \$60,000; and licensing and support of \$45,000 a year.

Major deficiencies – correctable only with major changes

**Process Solutions Assurance LLC** is headquartered in Scottsdale and was incorporated in Arizona in 2010. The firm has been providing this service for ten years and employs ten people nationally.

Strengths include: a good background and experience in work asset management; they are an Oracle Gold Partner; the proposal was for a complete solution; setup from within the WAM application with a one month setup time; the software is owned by the offeror and was the lowest price solution; it is a cloud based solution and its simplicity is a strength; the owners worked with Synergen from the start and they've implemented many mobile solutions; they use WAM business rules so no extra accounts or codes are needed; the offeror implemented the same solution for Hillsborough; they provide 24/7/365 cut line about help desk; training is included in the implementation fee and they provide real-time support; and the tables never interact directly with the City's network.

Weaknesses include: they only listed two references and they have limited resources; license and support of \$45,000 a year; separate GIS viewer may be an issue; and they were founded in 2012 so they are newly established,

The proposal exceeds requirements

**Smart Energy Systems, LLC** is headquartered in Irvine, CA, and was incorporated in California in 2009. The firm has been providing this service for eight years and employs 120 people nationally.

Strengths include: provided examples of similar implementations that are fairly recent and were implemented by a very qualified project team; the proposal was complete and it provided an abundance of information that will meet the City's needs; this will be the offeror's software that appears to meet our needs; they are an Oracle Gold Partner and will provide 24/7 support without the use of subcontractors; they are an SAP OEM Partner of the year and one of the Top 100 technology companies.

Weaknesses include: initial cost was the third highest with an ongoing cost of \$88,000 annually (second highest); the implementation schedule will take 16 weeks; they do not exhibit any previous work asset management experience and it is a newer company founded in 2009,

The proposal meets requirements.



### Shortlisting and Oral Presentations

The proposals were initially evaluated solely on its evaluation criteria established in the RFP. The proposals were then ranked and shortlisted. On April 6, 2017, and on April 19, 2017, the top two offerors provided oral presentations and to demonstrate their mobile application to the City and to ensure their full understanding of the City's requirements. The presentations also enabled the committee to have a full understanding of the offerors' proposals and responses. Following the presentations, the evaluation committee ranked the proposals as follows:

| Rank | Firm                            |
|------|---------------------------------|
| 1.   | Process Solutions Assurance LLC |
| 2.   | Smart Energy Systems LLC        |

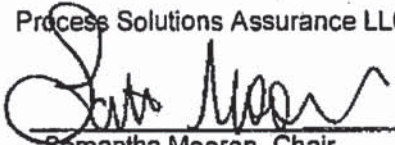
### Recommendation for Award

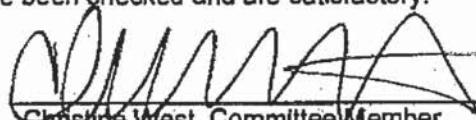
On April 19, 2017, the evaluation committee met to evaluate the presentations. The evaluation committee recommended Process Solutions Assurance LLC as the highest ranked. This offeror has met the requirements of RFP No. 7964 and has been determined to be the most advantageous to the City, taking into consideration price and the evaluation criteria set forth in the RFP.

Process Solutions Assurance LLC was selected for the following reasons:

- A good background and experience in work asset management
- Is an Oracle Gold Partner.
- Provided a proposal for a complete solution and is set up from within the WAM application with a one month setup time.
- The software is owned by the offeror and was the lowest price solution.
- It is a cloud-based solution and its simplicity is a strength.
- The owners worked with Synergen from the start and they've implemented many mobile solutions.
- Uses WAM business rules so no extra accounts or codes needed.

Process Solutions Assurance LLC's references have been checked and are satisfactory.

  
Samantha Mooren, Chair

  
Christine West, Committee Member

  
Charlie Wise, Committee Member

  
Mark DiNoble, Committee Member

  
Melissa Link, Committee Member

City of St. Petersburg  
**Meeting Agenda**  
Procurement and Supply Management

**Title:** RFP No. 6197: Oracle Mobile Asset Management Mobile Application.  
**Meeting Date:** Wednesday, March 15, 2017  
**Time:** 11:00 a.m.  
**Place:** Water Resources, Training Room A  
1635 3<sup>rd</sup> Avenue North  
St. Petersburg, FL 33713

| Agenda Item   | Discussion/Action Taken   |
|---|---|
| 1. Introductions of Evaluation Team / Welcome <ol style="list-style-type: none"><li>Public Comments (if needed)</li><li>Florida's Open Meeting Law – FS 286.011 (Patty Cortez)</li><li>Prohibited Communication - AP #050100 (Patty Cortez)</li></ol>       | Committee Members in attendance:<br>Samantha Mooren, Christine West, Mark DiNoble, Randy Miller, Melissa Link<br>Staff: Patty Cortez, Louis Moore<br><br>No members of the public in attendance.  |
| 2. Evaluations: Strengths and Weaknesses (Chairperson) Samantha Mooren) <ol style="list-style-type: none"><li>Ernst &amp; Young US LLP</li><li>GeoNexus Technologies LLC</li><li>Process Solutions Assurance LLC</li><li>Smart Energy Systems LLC</li></ol> | Motion by: Mark DiNoble to remove GeoNexus Technologies LLC from consideration<br>Seconded by Christine West<br>Votes: Affirmative (5)  |
| 3. Rank/Shortlist   |   |
| 4. Oral Presentation  | Motion by: Samantha to consideration and to Invite Process Solutions Assurance LLC and Smart Energy Systems LLC to provide oral presentations and in essence remove Ernst Young LLP from consideration<br>Seconded by: Melissa Link<br>Votes: Affirmative (5) |
| 5. Clarifications / Questions   |   |
| 6. Adjournment  | Motion by: Mark DiNoble to adjourn meeting<br>Seconded by: Christine West<br>Votes: Affirmative (5)<br><br>Meeting Adjourned: 12:11 pm  |

City of St. Petersburg  
**Meeting Agenda**  
Procurement and Supply Management

**Title:** RFP No. 6197: Oracle Mobile Asset Management Mobile Application  
**Meeting Date:** Wednesday, April 19, 2017  
**Time:** 11:30 a.m.  
**Place:** Water Resources, Training Room A  
1635 3<sup>rd</sup> Avenue North  
St. Petersburg, FL 33713

| Agenda Item   | Discussion/Action Taken  |
|---|--|
| 1. Introductions of Evaluation Team / Welcome <ol style="list-style-type: none"><li>Public Comments</li><li>Florida's Open Meeting Law – FS 286.011 [Cortez]</li><li>Prohibited Communication - AP #050100 [Cortez]</li></ol> | <p>Committee Members in attendance:<br/>Samantha Mooren, Christine West, Mark DiNoble,<br/>Randy Miller, Melissa Link<br/>Staff: Patty Cortez, Muslim Gadiwalla</p> <p>City Staff in attendance with comments:<br/>Lindsey Denzer, Waunda Barcus and Debra<br/>Englander</p>   |
| 2. Evaluations: Strengths and Weaknesses of the Presentations<br>(Chairperson – Samantha Mooren) <ol style="list-style-type: none"><li>Process Solutions Assurance LLC</li><li>Smart Energy Systems LLC</li></ol>             | <p>Motion by: Christine to rank the two offerors<br/>Seconded by Mark DiNoble<br/>Votes: Affirmative (5)</p> <p>Motion by the Chair for Process Solutions to be ranked<br/>#1<br/>Seconded by: Charlie Wise<br/>Votes: Affirmative (5)</p> <p>Motion by the Chair for Smart Energy Solutions to be<br/>ranked #2<br/>Charlie Wise<br/>Votes: Affirmative (5)</p> |
| 3. Rank/Shortlist   | <p>Motion by: Christine West for a BAFO from Process<br/>Solutions<br/>Seconded by: Mark DiNoble<br/>Votes: Affirmative (5)</p> <p>After Discussion the motion was rescinded.</p> <p>Motion by: Charlie Wise to award to Process<br/>Solutions Assurance<br/>Seconded by: Mark DiNoble<br/>Votes: Affirmative (5)</p>  |
| 4. Adjournment  | <p>Motion by: Mark DiNoble to adjourn meeting<br/>Seconded by: Charlie Wise<br/>Votes: Affirmative (5)</p> <p>Meeting Adjourned: 12:20 pm</p>  |



RESOLUTION NO. 2017-\_\_\_\_\_

A RESOLUTION APPROVING THE AWARD OF AN AGREEMENT WITH PROCESS SOLUTIONS ASSURANCE LLC AT A TOTAL COST NOT TO EXCEED \$65,000 FOR IMPLEMENTATION AND ONE YEAR OF LICENSING, SERVER HOSTING, AND TECHNICAL SUPPORT OF AN ORACLE WORK ASSET MANAGEMENT MOBILE APPLICATION FOR THE WATER RESOURCES DEPARTMENT; APPROVING A SUPPLEMENTAL APPROPRIATION IN THE AMOUNT OF \$15,000 FROM THE UNAPPROPRIATED BALANCE OF THE WATER RESOURCES CAPITAL PROJECTS FUND (4003) TO THE ASM COMPUTER HARDWARE/SOFTWARE FY16 PROJECT (15272); AUTHORIZING THE MAYOR OR MAYOR'S DESIGNEE TO EXECUTE ALL DOCUMENTS NECESSARY TO EFFECTUATE THIS TRANSACTION; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Procurement & Supply Management Department issued RFP No. 6197 for an Oracle Work Asset Management ("WAM") Mobile Application that will provide Water Resources Department field staff with the ability to enter work order information off-site into the Oracle WAM system, in addition to training and software updates; and

WHEREAS, on February 24, 2017, the Procurement and Supply Management Department received four proposals in response to the RFP; and

WHEREAS, on March 15, 2017, a cross-functional team (consisting of Christine West, Charlie Wise, Mark DiNoble, Samantha Mooren, and Melissa Link) evaluated the four proposals and shortlisted the firms of Process Solutions Assurance LLC ("Process Solutions") and Smart Energy Systems LLC, which also made oral presentations; and

WHEREAS, on April 19, 2017, the cross-functional team ranked Process Solutions as the most qualified firm to provide an Oracle WAM Mobile Application for the Water Resources Department; and

WHEREAS, Process Solutions has met the specifications, terms and conditions of RFP No. 6197; and



WHEREAS, the Procurement Department recommends approval of this award.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of St. Petersburg, Florida, hereby approves an agreement with Process Solutions Assurance LLC, at a total cost not to exceed \$65,000, for implementation and one year of licensing, server hosting, and technical support for an Oracle WAM Mobile Application.

BE IT FURTHER RESOLVED that the City Council of the City of St. Petersburg, Florida hereby approves the following supplemental appropriation from the unencumbered balance of the Water Resources Capital Projects Fund (4003):


Water Resources Capital Projects Fund (4003)

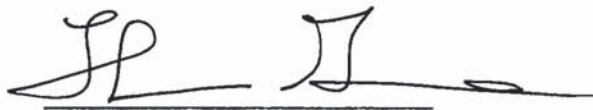
ASM Computer Hardware/Software FY16 Project (15272)     \$15,000

BE IT FURTHER RESOLVED that the Mayor or his designee is authorized to execute all documents necessary to effectuate this transaction.

This resolution shall become effective immediately upon its adoption.

Approved by:

  
Legal Department  
By: (City Attorney or Designee)

  
Budget

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