

**BOARD OF BIDS AND CONTRACTS JULY 18, 2019**

**ITEMS REQUIRING BOCC APPROVAL  
(4 Items)**

**1. PREVENTION/SECONDARY INTERVENTION SERVICES -- DEPARTMENT OF CORRECTIONS  
FUNDING -- DEPARTMENT OF CORRECTIONS**

(Request sent to 67 vendors)

RFP #19-0062 Contract

	<b>Mental Health Association of South Central Kansas</b>	Youth for Christ Wichita, Inc.
Prevention/Secondary Intervention Services	<b>\$62,439.00</b>	\$23,307.00
Program Name	<b>Paths 4 Kids</b>	YFC City Tech II
No Bid	The Pando Initiative, Inc.	Casa of Sedgwick County
	Catholic Charities Wichita	Derby Community Foundation
	Sedgwick County Health Department	Kansas Children's Service League
	Prairie View	John Waller

On the recommendation of Britt Rosencutter, on behalf of the Department of Corrections, Linda Kizzire moved to **accept the proposal and execute a service provider agreement with Mental Health Association of South Central Kansas for \$62,439.00**. Ellen House seconded the motion. The motion passed unanimously.

A committee consisting of Chris Collins-Thoman and Brenda Gutierrez-Varela - Department of Corrections; Jeannette Livingston, Assistant Director - SCDDO; Delores Craig-Morland, Ph.D., consultant from WSU, and Britt Rosencutter, Purchasing Agent - Purchasing evaluated all proposal responses based on the criteria set forth in the RFP. The committee agreed unanimously to accept the proposal as stated above.

Youth for Christ Wichita, Inc. has not been awarded funding at this time due to a lack of evidence based practice, lack of an understanding and engagement of the Risk-Needs-Responsivity model, and a lack of measurement in outcomes.

The Sedgwick County Community Crime Prevention Fund utilizes current research to target grant dollars to achieve the greatest crime prevention impact and assist youth at risk of offending to improve the quality of their lives.

Note:

Sedgwick County is allocating approximately \$582,000.00 annually in support of prevention, early intervention, and secondary intervention programs targeted to youth at risk for juvenile delinquency.

***Questions and Answers:***

Russell Leeds: Back on May 2nd of this year the largest part of this item came before the Bid Board for approval for programming, could you briefly explain how this particular program supplements? In that instance it was described as early intervention services and this is secondary intervention services. Could you just give us an understanding how this supplements the ones that were previously approved?

Chris Collins-Thoman: For a number of years, we've had a continuum of prevention services and with our first round of awards, we were missing that sector of middle (correction: elementary) school aged youth and so we requested the second round because we had the additional funding available. The vendor indicated they had not been notified of the first round, although we have proof that they were. It was an effort to ensure we were expending the dollars appropriately and covering the entire continuum of prevention services.

Russell Leeds: Do we have experience with the Mental Health Association in this area?

Chris Collins-Thoman: Yes. We have contracted with them previously.

Russell Leeds: Did Youth for Christ bid on the original RFP but for different services?

Chris Collins-Thoman: Yes. In the original award process, they bid on mentoring services but we had a competitive mentoring service at the time that was chosen.

Linda Kizzire: Since Youth For Christ was not awarded due to a lack of evidence based practice, I assume you have some type of a model that you use on this evaluation process?

Chris Collins-Thoman: There is actually more than one. We have the evidence-based practice, which is something we attempt to ensure for either the entire program or components within the program. Then we have the risk-needs-responsivity model, which is a correctional model of identifying the risks and identifying what the needs are and then appropriately responding. In both of those models, we did not find Youth for Christ's submission to support what we needed.

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**2. ON-CALL SUPPORT FOR SAP BUSINESS BYDESIGN -- ENTERPRISE RESOURCE PLANNING  
FUNDING -- ENTERPRISE RESOURCE PLANNING**

(Request sent to 56 vendors)

RFP #18-0086 Contract

	<b>Phoenix Business, Inc. dba Phoenix Business Consulting</b>	Grom Associates, Inc.
On-Call Support for its Business ByDesign projects, per hour	<b>\$125.00</b>	
Program Oversight / Procurement, per hour		\$180.00
S/4HANA Architect, per hour		\$180.00
FICO/Solution Architect, per hour		\$180.00
Public Sector Financials, per hour		\$155.00
Procurement / Materials Management, per hour		\$180.00
Training and Change Management, per hour		\$180.00
Analytics and Reporting, per hour		\$155.00
Human Capital Management / HR, per hour		\$155.00
Development / ABAP / WRICEF, per hour		\$125.00
No Bid	Ark Solutions, Inc.	Comcentric IT Solution
	Exaserv	Glickman Consulting, LLC
	Main Sail, LLC	

On the recommendation of Jack Regehr, on behalf of Enterprise Resource Planning, Angela Caudillo moved to **accept the best proposal for on-call support for SAP Business ByDesign from Phoenix Business, Inc. dba Phoenix Business Consulting (Phoenix Business) for a period of one (1) year with two (2) 1-year options to renew.** Tim Myers seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Mike Elpers, Elizabeth O'Brien, and Sean Clothier - ERP; Jeff Bush - District Court 18; and Paul Regehr - Purchasing evaluated all proposal responses based on the criteria set forth in the RFP. The committee agreed unanimously that Phoenix Business offered the best proposal to the county based on cost and services offered.

The purpose of this RFP is to secure an appropriate and experienced resource for Finance and ERP as they continue to prepare for the 2021 upgrade to the county's SAP financial system. This "pay as you go" type of contract has no set cost associated with it other than an hourly rate. ERP has similar contracts in place with other 3rd party consulting groups for the multiple SAP solutions currently in use at Sedgwick County.

While both vendor proposals had strong backgrounds in supporting and implementing SAP finance and procurement systems for public sector organizations, only the Phoenix Business proposal had resources with experience specific to the solution the county plans to implement (SAP Business ByDesign). Additionally, the proposal from Phoenix Business included a lower hourly rate.

***Questions and Answers:***

Russell Leeds: Just for clarity for me, all the line items listed here that Grom Associates provided hourly rates for, all those items are generally relevant to the project that you're working on?

Mike Elpers: Not all of them. One of those line items is for a resource for Human Capital Management. This project really has no reference to HR. This is strictly a financial system.

Russell Leeds: Generally speaking, the other line items potentially do?

Mike Elpers: Yes.

Russell Leeds: So the Phoenix has a flat rate of \$125.00 per hour regardless of which line item and the other company who submitted a proposal breaks those line items out at a higher rate?

Mike Elpers: Correct. The Phoenix proposal had various resources in some of those same areas. They were just all listed at one hourly rate.

Russell Leeds: While there is no conclusive dollar amount attached to this other than an hourly rate, do you have some idea?

Mike Elpers: It's hard to say. We plan to start rolling this out to the Finance Department and ERP has been working through it for awhile and has leveraged a consultant quite a bit for that process. That's to cover the things ERP knows about the financial processes. Once we start engaging the experts from the Finance Department, I'm sure we'll get into more specific areas where they have questions and whether or not ERP is able to answer those questions or find the configuration in the system to address their questions and needs will determine whether or not we need to go outside.

Russell Leeds: You're generally working within a finite time?

Mike Elpers: Yes. The other contracts we have are very small amounts. They are maybe ten hours a month if at all.

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**3. ON-CALL REMODEL SERVICES -- FACILITY PROJECT SERVICES  
FUNDING -- FACILITY PROJECT SERVICES**

(Request sent to 122 vendors)

RFB #19-0057 Contract

	Commerce Construction Services, Inc.	Conco, Inc. dba Conco Construction
Labor Rate per hour, Business Hours	\$62.00	\$59.00
Labor Rate per hour, After Hours	\$82.00	\$73.25
Materials or Equipment Rental % Mark Up	9%	10%
Subcontractor % Mark Up	9%	10%
	Gwaltney LLC dba Diamond Roofing dba Platinum Roofing	<b>Encore Construction, LLC</b>
Labor Rate per hour, Business Hours	\$70.00	<b>\$35.00</b>
Labor Rate per hour, After Hours	\$100.00	<b>\$50.00</b>
Materials or Equipment Rental % Mark Up	15%	<b>15%</b>
Subcontractor % Mark Up	15%	<b>15%</b>
	<b>Van Asdale Construction, LLC</b>	
Labor Rate per hour, Business Hours	<b>\$32.00</b>	
Labor Rate per hour, After Hours	<b>\$48.00</b>	
Materials or Equipment Rental % Mark Up	<b>10%</b>	
Subcontractor % Mark Up	<b>10%</b>	
No Bid	Briggs Basement Foundation Repair	Koroseal Interior Products Group, LLC
	Legacy Building Solutions, Inc.	Murray and Sons Construction Co., Inc.
	Sauerwein Construction Co., Inc.	The Best Home Guys

On the recommendation of Jack Regehr, on behalf of Facilities Project Services, Ellen House moved to **accept the low bids from Van Asdale Construction, LLC and Encore Construction, LLC at the rates listed above and establish contract pricing for two (2) years with two (2) one year options to renew.** Linda Kizzire seconded the motion. The motion passed unanimously.

Under this contract, vendors will provide on-call remodel services on an as-needed basis. Services may include, but are not limited to, general demolition, framing walls and partitions, finishing work, and modifications to existing space to accommodate ADA standards.

The previous vendors for these services were Cherokee Construction, Inc. and Van Asdale Construction, LLC.

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**4. SECURITY SYSTEM CAMERA UPGRADE -- FACILITY PROJECT SERVICES  
FUNDING -- FACILITY PROJECT SERVICES**

(Single Source)

#19-2050 SC# Pending

Cornerstone Detention Products, Inc. dba Com-Tec Security, LLC			
Juvenile Court (JC)	Quantity of Hours	Price per Hour	Total
Field Labor Cost	200	\$63.20	\$12,640.00
Engineering Labor Cost	173	\$125.00	\$21,625.00
Project Management Labor Cost	100	\$150.00	\$15,000.00
Subcontractor Cost			\$37,574.00
Material Cost			\$128,281.00
Software Cost			\$14,800.00
<b>Subtotal</b>			<b>\$229,920.00</b>
Juvenile Detention Facility (JDF)	Quantity of Hours	Price per Hour	Total
Field Labor Cost	950	\$63.20	\$60,040.00
Engineering Labor Cost	750	\$125.00	\$93,750.00
Project Management Labor Cost	451	\$150.00	\$67,650.00
Subcontractor Cost			\$97,526.00
Material Cost			\$336,894.00
Software Cost			\$31,600.00
<b>Subtotal</b>			<b>\$687,460.00</b>
<b>Grand Total</b>			<b>\$917,380.00</b>

On the recommendation of Josh Lauber, on behalf of Facilities Project Services, Tim Myers moved to **accept the quote from Cornerstone Detention Products, Inc. dba Com-Tec Security, LLC for \$917,380.00.** Angela Caudillo seconded the motion. The motion passed unanimously.

This project includes work at the Juvenile Detention Facility (JDF) and Juvenile Court (JC) buildings.

Cornerstone Detention Products, Inc. dba Com-Tec Security, LLC (Com-Tec) has been the hardware and software provider for the camera and security system at Juvenile Detention Facility (JDF) since the facility opened in 2006. This project provides the first major upgrade of the camera equipment since that time. All the hardware in this system is networked and controlled together via Com-Tec software, so integration of components is critical. In the past, a DVR upgrade was attempted by a vendor that was not Com-Tec, which proved to be extremely difficult and caused many issues with hardware interfaces throughout the system. There were also issues with service on the equipment as the different vendors involved would often claim the other vendor's equipment was at fault and not be responsive. This is a primary consideration when recommending Com-Tec as a single source for this solution since the county has annual maintenance agreements in place with Com-Tec, which covers all of their provided equipment and software, 24/7, without question.

The Juvenile Court (JC) building incorporated the same Com-Tec technology when it was constructed due to their performance history and proximity to the JDF. They also share the maintenance agreement with JDF, which greatly simplifies any troubleshooting that is done on either system.

Com-Tec continues to be a great partner in maintaining security of our facilities and has invested considerable resources over the last 13 years in this critical infrastructure.

### ***Questions and Answers:***

Tim Myers: When was the last upgrade attempted?

Rob Lawrence: This is the first major upgrade of the system since the building was built in 2006.

Tim Myers: When was the DVR system attempted is what I'm asking?

Rob Lawrence: Three years ago.

Russell Leeds: It talks about all the hardware in the system is networked. Could you give us an understanding of what that hardware networking is? This is not just a camera system to stand alone to monitor certain areas.

Rob Lawrence: Correct. It encompasses the entire facility. There's a 156 cameras in JDF and 47 of them in Juvenile Court we're replacing. The Com-Tec system also controls all the doors, proxy cards, and lighting. It's integrated throughout the entire facility. The cameras are just one component of it.

Russell Leeds: Is it fair to say this system is of the utmost importance for the security and safety of staff and detainees because from the control center in the detention facility we are able to have the camera integrate with the opening and closing of the doors, the proxy card scanning so people can't pass through in and out without proper security.

Rob Lawrence: That is correct.

Russell Leeds: So this isn't some simple mount some cameras on the walls?

Rob Lawrence: The main gist of this is we are upgrading the cameras from analog to digital, which gives us a much greater capacity for what they are able to do and also allows security down here to view some of the cameras outside of the facilities, which we don't have the capability of doing now.

Russell Leeds: So to be able to monitor both Juvenile Court and the JDF facility.

Rob Lawrence: That is correct.

Linda Kizzire: A few months ago, I know we approved a piggyback contract through Sandifer. Why weren't they allowed to bid on this instead of just going with a single source?

Rob Lawrence: The contract we executed with Sandifer was for a different type of camera and different type of system. This is a proprietary closed system within those two facilities. Sandifer would not have been able to integrate their cameras into this facility's software system like Com-Tec can. We want that integration and it's also a matter of maintenance. We have an \$11,000.00 a year maintenance contract with Com-Tec. They handle everything, soup to nuts, without question. When we start bringing in different vendors on the maintenance side, that's where we run into big problems.

Linda Kizzire: This appears you are going to replace over 100 cameras and other mechanisms. So why wouldn't another vendor be able to go in and do that for a lower price than this?

Rob Lawrence: The cameras are still going to be able to be controlled by Com-Tec software regardless of who provides them. I understand what you are saying but Com-Tec will not touch any other person's hardware or software that they don't provide. It makes it quite a nightmare on the maintenance side of this.

Linda Kizzire: Why is it only Com-Tec worthy to get this award?

Rob Lawrence: They are what's in the building now.

Linda Kizzire: I understand that but I've changed vendors for camera systems myself.

Rob Lawrence: It wouldn't be changing just the camera system, it would be changing everything, all of the door hardware, all of the lighting controls, everything. Now we're talking millions of dollars.

Linda Kizzire: I still would have liked to have seen a bid on it.

Tim Myers: Just so I understand, what you are saying is the JDF and Juvenile Courts are basically like at the Adult Detention Facility. You have the whole brains of the operation.

Rob Lawrence: Correct. It's a master control system. Everything is controlled from one location and tied together. It's very difficult to part pieces of it out.

Russell Leeds: Sandifer doesn't have that type of integrated system?

Rob Lawrence: Not that works with Com-Tec and Com-Tec would support on the maintenance side as well.

Angela Caudillo: So you are replacing pieces not the entire system?

Rob Lawrence: Just the camera portion.

Angela Caudillo: In order to have another vendor, you would have to bid out the entire system. Is that correct?

Rob Lawrence: Correct.

Angela Caudillo: I have a question for Purchasing. If this is single source, can you tell me why this is coming before the Bid Board?

Joe Thomas: The designation "single source" explains why it's exempt from competitive bidding. The fact is it's coming before Bid Board because of the dollar spend. Anything above \$50,000.00 must come before Bid Board and BoCC for recommendation and approval.