

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

(Request sent to 56 vendors)

RFP #18-0086 Contract

	Phoenix Business, Inc. dba Phoenix Business Consulting	Grom Associates, Inc.
On-Call Support for its Business ByDesign projects, per hour	\$125.00	
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.