

**ITEMS REQUIRING BOCC APPROVAL**  
**MAY 28, 2020**  
**(2 ITEMS)**

**1. BACKUP HARDWARE AND SOFTWARE RELATED PRODUCTS -- DIVISION OF INFORMATION & TECHNOLOGY (DIT)**  
**FUNDING -- DIVISION OF INFORMATION & TECHNOLOGY (DIT)**

(Joint Governmental Purchase NASPO Master Agreement MNWNC-109, State of Kansas Contracts #40403; 40403C; 40403F; 40403G)

#20-2038 Contract

Backup Hardware and Software Related Products	Dell EMC
	ConvergeOne, Inc.
	Pomeroy IT Solutions Sales Co., Inc.
	Unisys Corporation
	Pricing listed on above NASPO contracts

On behalf of Division of Information & Technology, recommend to **utilize the State of Minnesota NASPO ValuePoint Master Agreement MNWNC-109, State of Kansas Participating Contracts #40403; 40403C; 40403F; 40403G good through 07/31/2021.**

EMC Avamar is the primary backup hardware and software that provides the ability to recover county servers and data in the event of loss. All departments benefit from this with assurance for recovery of department shares and home folders. This system is also used to back up servers such as our document imaging, computer aided dispatch, and tax systems.

Dell EMC (formerly EMC Corporation) is the direct manufacturer and ConvergeOne, Inc., Pomeroy IT Solutions Sales Co., Inc., and Unisys Corporation are authorized resellers for EMC backup hardware and software products.

Note:  
 For additional information please visit: <https://admin.ks.gov/offices/procurement-and-contracts>

**Questions and Answers**

Linda Kizzire: Who do we use now?

Joe Currier: We currently use Dell EMC, Avamar, and Backup Exec as well. This is one of the systems we're looking to renew the support and licensing for.

Linda Kizzire: Do we have a spend for last year?

Joe Currier: Yearly, the cost is approximately between \$85,000.00 and \$95,000.00. We're going to do another six (6) months in hopes to be able to renew and refresh the system in the future.

**2. SAP BUSINESS BYDESIGN -- ENTERPRISE RESOURCE PLANNING (ERP)**  
**FUNDING -- ENTERPRISE RESOURCE PLANNING**

(Hardware/Software Maintenance)

#20-2039 Contract

	SAP Public Services, Inc.
Period from 12/31/2020 - 12/30/2021	<b>\$510,083.04</b>
Period from 12/31/2021 - 12/30/2022	<b>\$510,083.04</b>
Period from 12/31/2022 - 12/30/2023	<b>\$510,083.04</b>
Period from 12/31/2023 - 12/30/2024	<b>\$510,083.04</b>
Period from 12/31/2024 - 12/30/2025	<b>\$510,083.04</b>
<b>Total</b>	<b>\$2,550,415.20</b>

On behalf of Enterprise Resource Planning (ERP), recommend to **accept the quote from SAP Public Services, Inc. in the amount of \$2,550,415.20.**

SAP Business ByDesign is a cloud based, ERP financial management system. It includes functionality to manage procurement, revenue, accounting, accounts payable, accounts receivable, grants management, project management, and all financial business processes. Sedgwick County went live with SAP Finance in 2001 with a version of SAP software called "R/3" and later upgraded that system to today's current version called "SAP-ECC." This new version called Business ByDesign (ByD) will replace the county's currently utilized system (SAP-ECC).

Note:

As part of this agreement, SAP is including a one-time \$740,000.00 credit, which can be applied to any SAP invoice received by Sedgwick County in years 1 and 2 of the agreement. This credit is the main driver for proceeding with this agreement now and not waiting until a later time.

**Questions and Answers**

Tim Myers: This is like a five (5) year contract with SAP?

Joe Thomas: Yes.

Russell Leeds: Do you mind talking a little bit about the note, the \$740,000.00 credit?

Mike Elpers: We had actually planned to implement this next year but with the pandemic, all the decision packages kind of got pushed out. So we were going to wait a year and revisit it but SAP didn't really want to walk away from the table so to speak from the deal they had on their horizon. Instead of pushing it out another year, they proposed a one (1) time credit to us that was more than the one (1) year cost of the system. They're giving us a one (1) time credit to use \$740,000.00 in year one (1) and/or year two (2) of this contract. So basically in calendar year 2021 and calendar year 2022 we can use that. We're not real sure how we're going to use that. That's up to the financial minds and how the budget all plays out and everything. It does affect the overall five (5) year cost of the contract we were actually looking at before was higher than the five (5) year cost of this contract that we're looking to sign.

Linda Kizzire: So the \$2,550,415.20 is with the \$740,000.00 credit?

Mike Elpers: No Ma'am. Take the \$2,550,415.20 and subtract the \$740,000.00. The only reason we documented it that way is because we can use that credit to pay for existing systems if we wanted to. So if we did that, we would save the expense we would have on existing systems and there would still be a \$2.5 million on this. Does that make sense?

Linda Kizzire: Yes. We're still going to start moving forward with implementation?

Mike Elpers: The go-live probably will be pushed out to one (1) additional year. We had plans in place before this all broke out. We were meeting with departments, people who manage grants, Health and EMS to manage their warehouses. We just kind of had to stop that. So until we are all able to get back together and reestablish those larger meetings, we don't want this to be disruptive at all. We've been meeting with some departments and have spent a lot of time in the Finance area to make sure we cover all their business process functionality and hit all the targets we need to with it. It probably will delay the go-live one (1) additional year but this contract will then give us the full set of tools we were going to get next year.