

Procurement History

Second Amendment CGI Technologies and Solutions, Inc.

In October 1987, a Request for Letters of Interest was issued to sixteen potential vendors. Eight responses were received and evaluated by the end of December 1987. Three of the eight were selected to make presentations.

On May 17, 1988 (Item No. 75), the Board directed staff to negotiate a contract with the most advantageous vendor, American Management Systems, Inc. (AMS).

On July 12, 1988 (Item No. 56), the County entered into Agreement with American Management Systems, Inc. (AMS) for a Local Government Financial System (LGFS).

In June of 1989, Final Acceptance of the Local Government Financial System (LGFS) and migration to production was completed. The 12-month warranty "initial maintenance period" began upon Final Acceptance, followed by five one-year renewal periods at an amount of \$43,000 per year for a six-year total amount of \$215,000.

The County exercised the option to continue to buy support and maintenance services beyond the first six-year period at the then-current prices for an additional nine years in the amount of \$1,164,329.92, culminating in a total fifteen-year amount of \$1,379,329.92 as shown in the following chart.

American Management Systems, Inc. (AMS)
Software Maintenance Expenses
(FY 1989 – FY 2003)

Period	Fiscal Year	Expense
1	1989	0
2	1990	43,000.00
3	1991	43,000.00
4	1992	43,000.00
5	1993	43,000.00
6	1994	43,000.00
7	1995	51,150.00
8	1996	88,125.00
9	1997	98,175.00
19	1998	111,225.00
11	1999	131,900.25
12	2000	175,867.00
13	2001	156,961.30

14	2002	170,059.37
15	2003	180,867.00
Total Contract Value		1,379,329.92

On April 2, 2002 (Item No. 81,) a Negotiation Committee was appointed to negotiate all future amendments to the Agreement. This Committee, assisted by other County staff, conducted extensive negotiations with American Management Systems, Inc. (AMS) from July 2003 through November 2003. On December 19, 2003, the Committee recommended the approval of a new support and maintenance agreement.

The Negotiation Committee consisted of the following members:
 Assistant Director, Finance and Administrative Services Department (Chair)
 Director, Purchasing Division
 Director, Accounting Division
 Applications Director, Office of Information Technology

Plus, administrative support staff from the Offices of the County Attorney, Commission Auditor, Economic and Small Business Development, Purchasing Division, Risk Management Division, and the Office of Information Technology.

On January 6, 2004 (Item No. 16), the Board approved an Agreement with American Management Systems, Inc. (AMS) for software support and maintenance of the County's Advantage Financial System Software, Performance Budget, InfoAdvantage, and Third Party software for one year for an annual amount of \$221,467 and authorized four one-year extensions at a fee increase of not more than three percent each year, for a total of five annual periods. The implementation of the InfoAdvantage module in FY 2005 and the Performance Budget module in FY 2006 and the associated maintenance fees increased the total service agreement amount to \$1,554,131.29 as shown in the following chart.

American Management Systems, Inc. (AMS)
 Software Maintenance Expenses
 (FY 2004 – FY 2008)

Product Module	Period 1 FY 2004	Period 2 FY 2005	Period 3 FY 2006	Period 4 FY 2007	Period 5 FY 2008	Total Contract Value
Advantage 3.0 Financial	180,867.00	186,293.01	191,882.00	197,638.46	203,567.62	960,248.09
Third Party SW	40,600.00	41,818.00	43,073.00	43,073.00	43,073.00	211,637.00
InfoAdvantage	N/A	44,800.00	31,500.00	31,500.00	31,719.80	139,519.80
Performance Budget	N/A	N/A	54,566.40	94,080.00	94,080.00	242,726.40
Total per annum	221,467.00	272,911.01	321,021.40	366,291.46	372,440.42	1,554,131.29

On September 23, 2008 (Item No. 10), the Board approved an Amendment to extend the Advantage System Support and Maintenance agreement for an additional one year commencing on October 1, 2008 for an annual amount of \$ 372,440 and authorized a one-year optional renewal period at a fee increase of not more than three percent, for a total of \$383,613.20 and a total two-year amount of \$756,053.20. The implementation of the Vendor Self Service module in FY 2010 and the associated maintenance fee of \$33,320 increased the service agreement amount to \$789,373.20 for a total agreement amount of \$2,343,504.49 as shown in the following chart.

American Management Systems, Inc. (AMS)
Software Maintenance Expenses
(FY 2009 – FY 2010)

Product Module	Year 6 FY 2009	Year 7 FY 2010	Total Per Module	Total Contract Value
Advantage 3.0 Financial	203,567.62	209,674.65	413,242.27	1,373,490.36
Third Party SW	43,292.38	44,591.15	87,883.53	299,520.53
InfoAdvantage	31,500.00	32,445.00	63,945.00	203,464.80
Performance Budget	94,080.00	96,902.40	190,982.40	433,708.80
Vendor Self Service	N/A	33,320.00	33,320.00	33,320.00
Total per annum	372,440.00	416,933.20	789,373.20	2,343,504.49

The current Advantage System Support and Maintenance Agreement with CGI Technologies and Solutions, Inc. will expire on September 30, 2010.

On June 21, 2010 and June 29, 2010, negotiation meetings for the CGI Technologies and Solutions, Inc. Second Amendment to the Advantage System Support and Maintenance Agreement were held. The meetings were attended by representatives from CGI Technologies and Solutions, Inc. and the Offices of the County Attorney, County Auditor, the Purchasing Division, the Accounting Division and Enterprise Technology Services Division.

The Second Amendment extends the Advantage System Support and Maintenance agreement for one year commencing on October 1, 2010 and provides for a cost reduction in the amount of \$54,390.92 for a total one-year agreement amount of \$362,542.28 for a potential total agreement total of \$2,706,046.77 as shown in the following chart.

Item	Approval Level	Approval Date/Item No.	Time	Amount	Potential Contract Value
2nd Amendment	Board	Pending approval	1 Year October 1, 2010 – September 30, 2011	\$362,542.28	\$2,706,046.77