



DATE: March 12, 2019

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: John Bruno, CIO, Enterprise Technology Services

FROM: Peter Murtha, ERP Project Administrator, Enterprise Technology Services

PROJECT TITLE: DLT - Oracle Licenses Maintenance and Support

REQUISITION NO.

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

On May 13, 2014, (Item No. 51), the Board approved five agreements resulting from Request for Letters of Interest (RLI) No. R0866301R2 for the procurement and implementation of the County's new Centralized Enterprise Resource Planning Solution, Oracle PeopleSoft. Sierra-Cedar, Inc. (Sierra-Cedar), formerly known as CedarCrestone, Inc., is currently providing the necessary implementation services for the County's ERP system. The Oracle specific software was procured through one of Oracle's authorized reseller, Mythics, Inc. (Mythics), for software licenses, maintenance and software support per Broward County and Mythics, Incorporated Agreement and Supplemental Terms General Services Administration Contract No. GS-35F-0153M (Mythics Agreement) for both Oracle's licenses and software maintenance. The County is nearing the final of the initial five-year term of the Mythics Agreement for support and maintenance. Sierra-Cedar's Agreement with Broward County, including renewals, potentially through the year 2034.

As the County will potentially be utilizing Oracle PeopleSoft and related Oracle Cloud Services for the foreseeable future, we are requesting to reaffirm and modify the existing Board Standardized Oracle Software names user licenses and processor licenses to include Oracle PeopleSoft software maintenance.

The following is a list of Oracle products for renewal for a five year term (May 2019 thru May 2024):

Oracle Product Description - Number of Licenses - License Type

- * Data Integrator and Application Adapter for Data Integration - for 320 licenses - Nonstandard User
- * PeopleSoft Enterprise Succession Planning - for 7000 licenses - Employee Perpetual
- * PeopleSoft Enterprise Project Costing - for 1600 licenses - Operating Budget Perpetual
- * Oracle Procurement & Spend Analytics, Fusion Edition - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Financials - for 1600 licenses - Operating Budget Perpetual
- * Oracle Human Resources Analytics Fusion Edition - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise Enterprise Learning Management - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise eCompensation - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise Time and Labor - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise Purchasing - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Payroll - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise Human Resources - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise Expenses - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Inventory - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Contracts - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Strategic Sourcing - for 1600 licenses - Operating Budget Perpetual

- * PeopleSoft Enterprise Benefits Administration - for 7000 licenses - Enterprise Employee Perpetual
- * PeopleSoft Enterprise eProcurement - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Interaction Hub - for 1600 licenses - Operating Budget Perpetual
- * Oracle Financial Analytics Fusion Edition - for 1600 licenses - Operating Budget Perpetual
- * Oracle Project Analytics - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Supplier Contract Management - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise eSupplier Connection - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise Grants - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise IT Asset Management - for 1600 licenses - Operating Budget Perpetual
- * PeopleSoft Enterprise ePerformance - for 7000 licenses - Enterprise Employee Perpetual
- * Oracle User Productivity Kit Professional - for 8 licenses - UPK Developer Perpetual
- * Oracle User Productivity Kit Professional - for 7000 licenses - Employee Perpetual
- * Oracle Business Intelligence Foundation Suite - for 320 licenses - Named User Plus Perpetual
- * Treasury
- * Planning and Budgeting Cloud Services

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

The County uses Oracle product suite called PeopleSoft for the Financial and Human Resource software solutions. These software products are only available through Oracle or via Oracle designated resellers. DLT is a preferred Oracle reseller of the products. There are only a few selected vendors authorized through Oracle to provide the requested licenses, maintenance and support. The current Mythics contract due to expire in May never contemplated the level of support needed by the County to support the ERP Financial system. DLT offers the required Platinum level partnership, proving the ability to deliver the highest quality of product knowledge and value-added services to meet the County's 24/7 business critical needs.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

In 2016 Broward County completed Rollout 1 of a new Enterprise Resource Planning (ERP) system known as PeopleSoft. The project's purpose was to help make operations more efficient, by replacing a number of stand-alone, paper-based systems. The legacy system architecture was nearing obsolescence and needed to be replaced by one supported by current technology standards. PeopleSoft was selected due to its ability to support a large-scale organization at the level of Broward County. PeopleSoft supports what is commonly referred to a Tier 1 environment. The new system includes modules for: Purchasing, eSupplier, eProcurement, Accounts Payable, General Ledger, Commitment (Budgetary) Control, Billing/eBill Payment, Customer Contracts, Accounts Receivable, Grants Management, Project Costing, and Travel and Expenses.

Broward County plans on acquiring additional modules and services offered to enhance its Oracle PeopleSoft software suite. Plans for future years include maintenance of existing PeopleSoft licenses, with the transfer of support from Mythics to DLT; the addition of licenses and maintenance needed to provide each employee with a license to access Human Resources services, to be offered with the implementation of Human Capital Management modules, and licenses and maintenance needed to cover any increase in Broward County's workforce.

Amending the existing agreement with the Reasonable Source reseller - DLT Solutions provides the County with consistent contract terms and conditions, better opportunities for volume discounts and an established Oracle authorized support structure for maintaining warranty and licensing compliance for the County's Oracle products. ERP is requesting an increased threshold of \$4,500,000 to the current contract.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$4,500,000.00 Contract length (if applicable): 5 +years

Expenses to date: \$1,559,141.00

Has this commodity or service been previously provided to the County? Yes No

If yes, when and by whom? Mythics, Inc.

How was item/service procured? Two-party agreement

What is the current contract (MA) or purchase order number? GS-35F-0153M

If this is a sole brand, is there an "authorized" dealers list? Yes No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Oracle's PeopleSoft has an initial cost of purchase. Once the implementation is complete a yearly maintenance program is offered by Oracle to enhance the system with the bi-annual updates called PUMs (Product Updates). They also provide urgently needed corrections to the system called patches from time to time as needed. The purchase of these maintenance services is essential to the continued operation of the software. Otherwise, it will degrade and require replacement with a new system. The replacement cost of PeopleSoft would be equivalent of the original cost to implement.

The annual renewal of existing licenses with Mythics, our current reseller, would cost \$460,720. Transferring our existing licenses to DLT, will cost \$451,322 annually as quoted in their five year price quotation of \$2,259,610. Our cost benefit is \$9398 per year on existing licenses.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

REQUESTOR/EVALUATOR (PRINT) REQUESTOR/EVALUATOR (SIGN) DATE

Carol Munemura

CAROL MUNEMURA

Digitally signed by CAROL MUNEMURA
Date: 2019.04.05 15:37:22 -04'00'

DEPT/DIV DIRECTOR OR
DESIGNEE (PRINT)

DEPT/DIV DIRECTOR OR DESIGNEE
(SIGN)

DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

- Sole Source Sole Brand Reasonable Source RFI attached Rejected
- Request Authorization to Negotiate

Additional Information:

The Agent concurs with this request.

Purchasing Agent Signature: LEAHANN LICATA

Digitally signed by LEAHANN LICATA
Date: 2019.04.05 15:55:15 -04'00'

Date: April 5, 2019

DAVID CLEMENTE
Digitally signed by DAVID CLEMENTE
Date: 2019.04.05 16:38:27 -04'00'

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: GLENN MARCOS

Digitally signed by GLENN MARCOS
DN: dc=cty, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=PU,
ou=Users, cn=GLENN MARCOS
Date: 2019.04.16 12:34:46 -04'00'

Date: 4/16/19

on behalf of Brenda J. Billingsley