

Memorandum

Meeting Details: April 13, 2022 - BOC Regular Meeting
Prepared For: Hon. Mayor and Board of Commissioners
Staff Contact: Robin Gomez, City Manager, City Manager's Office
Subject: Software Licensing Agreement with Aclarian LLC

Background

The City of Madeira Beach (City) and Aclarian LLC (Aclarian) entered into a Consultant Agreement (Agreement) effective as of October 1, 2022, for Finance and Accounting services. Under this Agreement, Aclarian is responsible for assuming the duties of the Director of Finance and the City Treasurer as described in Article V, Section 5.5, of the City Charter. This role includes ensuring the efficient and effective operation of the City's finance and accounting function. Key elements of carrying out this role involve adherence to a well-designed system of internal control that ensures reliable and accurate transaction processing and financial reporting, as well as striving to achieve efficiency within these business processes through leveraging technology and maximizing automation where possible.

Discussion

To achieve these objectives surrounding efficiency and effectiveness of operations, Aclarian has introduced its proprietary Enterprise Resource Planning (ERP) software within the City, particularly in the areas of purchasing and payments, customer billing and collection, budgeting, general ledger, and task management. As a result, the City has gradually moved to a more efficient paperless work environment, utilizing the software to create tasks and approvals via workflow approval and store documentation (vendor invoices, journal entry support, vendor W-9 forms, etc.) in the system (and hosted in the cloud).

Since Aclarian is incurring costs to provide ongoing maintenance and support, hosting fees, and other technology charges associated with providing this SaaS (Software as a Service) solution, this software licensing agreement provides a subscription fee arrangement intended to offset these aforementioned costs incurred by Aclarian. In addition, if the City were to terminate the Finance consulting services currently provided by Aclarian but retain the ERP software solution, this Agreement clarifies the terms, conditions, and pricing associated with the provision of software, separate from the provision of Finance consulting services.

The City has obtained written quotes from the following software vendors to provide an ERP solution that meets the City's technical specifications:

VENDOR NAME	IMPLEMENTATION	ANNUAL RECURRING
OpenGov	\$399,910	\$164,000
Name Withheld	\$246,785	\$100,000
Edmunds	\$26,200	\$26,179
gWorks	\$65,000	\$15,000
Tyler Munis	\$6,704	\$37,388
Aclarian	\$0	\$28,000

Page 99 of 327

Agenda Item 11.B.

Fiscal Impact

The City currently spends approximately \$37,000 for annual maintenance and support provided by Tyler Technologies for its Munis product. With the eventual elimination of Tyler Munis and conversion to Aclarian ERP, this will result in approximately \$10,000 to \$15,000 of annual cost savings to the City.

Recommendation(s)

Staff recommends approval of the Software Licensing Agreement with Aclarian LLC