From:	Bob Ford
Sent:	Thursday, June 1, 2023 8:46 AM
To:	Lisa Addington
Subject:	Budget Software Background and Council Request
Attachments:	Budget Software Item Analysis and Background.docx

Lisa

Attached is a Memo describing the budget software purchase request. While I didn't do a formal RFQ:

- We have 3 quotes from the top Public Sector budget software providers, who have customers who are also Tyler Customers – so the linkages are in place between the two software platforms. Had we done a formal RFQ, these providers would be the finalists – we just saved 60 days so that we can implement the new software before FY2024 budgeting begins.
- I've further identified an Exception to the Competitive Bidding requirement in the memo but since it specifically says the City Administrator supports this action, Megan would like to have David's signoff.

Thank-you for the help.

Best regards,

Bob

Approval: Send to Council 6/6/23

6/1/2023

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Project/Issue Name: Resolution of the City Council Authorizing the City Administrator to enter into an Agreement with Questica to provide a Budget Software Solution.

Submitted By: Bob Ford, Finance Director

Discussion and/or Analysis,

The City of Republic (the "City") historically has performed it annual Budget and periodic updated Forecasts in Excel, which while adequate, requires significant resources both human and time to update and maintain. In an effort to improve our Budgeting & Forecasting Process, the City has explored moving to a more sophisticated Budgeting Software Suite. To that end, an evaluation team made up of personnel from finance, information technologies and city administration has reviewed a number of best-in-class budgeting software solutions. Aside from the general requirements for any Budgeting & Forecasting platform to generate operating, capital and personnel budgets, the City further requires that any qualified software provider should also:

- Only focus on the Public Sector; and
- Be familiar with Tyler. Furthermore, to have numerous customers utilizing Tyler Incode 10 with linkages already established between the software platform and Tyler.

As a result of that analysis, one software platform was initially eliminated from consideration for a lack of public sector experience and Tyler integration. The remaining three platforms evaluated provide operating, personnel and capital cloud-based budgeting solutions and allow for multi-year budgeting and unlimited what-if funding scenarios, plus seamlessly integrate with our financial system Tyler. In all cases, the public sector budgeting software solutions evaluated by the City's evaluation team are used by hundreds of government agencies across North America.

All three finalists have provided pricing, which is attached hereto. While not a formal Request for Qualification ("RFQ") all three finalists are qualified to provide such service, and have provided pricing, which is attached hereto. Furthermore, the unique requirement of Tyler familiarity and integration provides an exemption from formal Competitive Bidding as per Section 7.D.5.g of the City's Purchasing Policies whereby "*items or services for data processing when the item or service is designed to used in connection with an existing data process system and the City Administrator or City Administrator designee has determined that it is reasonable to require that all such items or services to be used with the existing data processing system shall be compatible in order for the continuing operations and maintenance of the system*".

While all three platforms are capable of providing the City a much improved and user-friendly budget software solution, Questica provides the highest level of functionality

including daily integration with Tyler, advanced technical sophistication and the "look and feel" of a user specific dashboard that the evaluation team was seeking to deploy. Implementation and integration of Questica into the City's budgeting process & existing financial system will take 12-14 weeks to complete, which in order to meet our Fiscal Year 2024 budget submission, requires the City to solidify the contract with Questica no later than June 15.

Recommended Action

The City staff recommends that the City Council approve finalizing an agreement with Questica with pricing and terms to not exceed the annual subscription and integration amounts outlined below in Attachment A.

Attachment A

Budgeting Software Solutions
Pricing Analysis

	Questica	ClearGov	OpenGov
Year 1	$29,032		$38,268
Discount	($5,242)		($11,480)
Net Year 1	$23,791	$11,073	$26,788
Year 2	$30,484	$22,145	$28,127
Year 3	$32,008	$22,145	$29,533
Year 4	$33,608	$22,145	
Year 5	$35,289		
Implementation		$9,000	
Discount		($3,150)	
Net Imp Cost	$12,940	$5,850	$39,000

Annual pricing schedule based on anniversary date	Pricing prorated for Yr.1 and based on calendar year renewals Yrs.2-4	Annual pricing schedule based on anniversary date