

CITY OF LONG BEACH

TECHNOLOGY AND INNOVATION DEPARTMENT

R-36

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October 3, 2017

HONORABLE MAYOR AND CITY COUNCIL

City of Long Beach

California

RECOMMENDATION:

Adopt Specifications No. RFQ TI17-015 and award contracts to Baker Crew Consulting, Inc., of Alpine, WY; Infor Public Sector, Inc., of Alpharetta, GA; Sierra-Cedar, Inc., of Alpharetta, GA; and, TruePoint Solutions, of Loomis, CA, to provide as-needed professional and technical services related to Land Management/Business Permits, in an amount not to exceed \$1,700,000 for a period of two years, with the option to renew for two additional one-year periods, at the discretion of the City Manager; and, authorize the City Manager, or designee, to execute all documents necessary to enter into the contracts, including any necessary amendments. (Citywide)

DISCUSSION

City Council approval is requested to enter into contracts with four consultants selected to provide as-needed professional and technical services related to Land Management/Business Permits.

In November 2005, the City Council authorized the acquisition and implementation of a code enforcement, permitting, and licensing system, referred to as Land Management from Infor Public Sector, to replace the old system the City had for 20 to 25 years that no longer met the current demands of the City and the public. Land Management is functionally rich and easy to use system that allows the City to manage land-based activities, leveraging geographic information system (GIS) technology, and designed specifically to incorporate the best practices of municipal service providers.

The Land Management system is used by several departments to streamline and integrate operations of Building, Planning, Community Development, Financial Management, Health, Fire, Police, and Public Works. The system is used to issue and track various permits, business licenses, and related inspection activities, as well as planning actions and code enforcement cases.

Over the next few years, professional and technical services will be necessary to support several planned technology projects in the area of Land Management.

Examples of upcoming scheduled projects requiring professional services include enhancements and version upgrades to the existing application, migration of several bill systems from the City's existing legacy mainframe system to Infor Public Sector, integration with the LB Coast system, and integration with the City's electronic plan check system.

The Request for Qualifications (RFQ) was advertised in the Long Beach Press-Telegram on October 8, 2016, and 4,524 potential firms specializing in information technology professional services were notified of the RFQ opportunity. Of those proposers, 40 downloaded the RFQ via the City's electronic bid system. The RFQ document was also made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at www.longbeach.gov/purchasing. An RFQ announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 22 local, minority, and women-owned business groups. Four Statements of Qualifications (SOQs) were received on November 15, 2016. Of those four firms, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), one was a certified Small Business Enterprise (SBE), and none were Long Beach businesses (Local).

A selection committee, comprised of representatives from the Technology and Innovation Department (TI), Business License Division and the Development Services Department determined that all four firms were qualified to provide as needed professional services based on the criteria set forth in the RFQ including, but not limited to, cost and demonstrated competence working with specific applications used by the City, availability of their key staff members, their knowledge of, and experience with, the Hansen software, their client base reviews and recommendations, as well as providing other required technical services.

- BakerCrew Consulting, Inc., of Alpine, WY (not an MBE, WBE, SBE or Local)
- Infor Public Sector, Inc., of Alpharetta, GA (not an MBE, WBE, SBE or Local)
- Sierra-Cedar, Inc., of Alpharetta, GA (not an MBE, WBE, SBE or Local)
- TruePoint Solutions, of Loomis, CA (an SBE)

Multiple agreements are recommended to ensure that a pool of qualified candidates is readily available to quickly deliver technical services as they are needed. Selecting all four firms will enable TI to choose the best candidate with the best rate from that pool whenever we may need them for a specific activity/function. In addition, many of these upcoming projects will run concurrently, requiring the services of multiple firms at the same time.

Local Business Outreach

In effort to align with the City's outreach goal, Long Beach businesses were encouraged to submit SOQs for City contracts. The Purchasing Division assisted businesses with registering on the PlanetBids database to download the RFQ specifications. Through outreach, 511 Long Beach vendors were notified to submit SOQs, of which five downloaded and none submitted SOQs. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Amy R. Webber on May 16, 2017 and by Budget Analysis Officer Julissa José-Murray on August 31, 2017.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. RFQ TI 17-015 and award contracts concurrently is requested on October 3, 2017, to ensure projects can proceed on schedule.


FISCAL IMPACT

Expenditures for as-needed professional and technical services will not exceed \$1,700,000, for a period of two years. Sufficient funding is budgeted in the General Services Fund (IS 385) and in the Technology and Innovation Department (TI). Costs are recovered from client departments and are budgeted in the annual TI MOU. There is potential for additional jobs to be created as a result of this action, as all recommended firms have committed to using best efforts to provide Long Beach residents with employment for City projects.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



BRYAN M. SASTOKAS
DIRECTOR OF TECHNOLOGY AND INNOVATION



JOHN GROSS
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:



PATRICK H. WEST
CITY MANAGER