

**City Council Meeting: May 22, 2018**  
**Agenda Item: 3.E**

To: Mayor and City Council

From: Joseph Cevetello, Chief Information Officer, Information Services Department, Customer Experience and Support

Subject: Modification to Agreement with SA Technologies for SQL Report Development Services

## **Recommended Action**

Staff recommends that the City Council authorize the City Manager to negotiate and execute a first modification to agreement #3324 in the amount of \$140,000 with SA Technologies, Inc., (SAT) a California-based company, for services related to SQL report development. This will result in a 3 year amended agreement with a new total amount not to exceed \$218,000 with future year funding contingent on Council budget approval.

## **Executive Summary**

The City is implementing Tyler Munis as the new Financial and Human Resources/Payroll system, known as an Enterprise Resource Planning (ERP) system. This new system will be the backbone of the City's digital financial operations, record keeping and reporting. Various City departments have identified requirements for custom reports. To meet these reporting requirements, staff has been working with SA Technologies pursuant to an agreement dated November 13, 2017 to design and develop custom reports in an amount not to exceed \$78,000 , awarded under City Manager authority. This agreement will terminate on June 30<sup>th</sup>, 2018. Staff would like to extend the agreement with SA Technologies for an additional two years to continue services through the implementation and early go-live period of the ERP.

## **Discussion**

The City operates with an annual operating and capital budget of approximately \$700 million, across fifteen departments, with more than 60 distinct functions and numerous intergovernmental oversight requirements for grants and other sources of funds. The Tyler Munis system has built-in robust reporting features, and provides various tools for

developing ad-hoc reports. Additionally, Tyler Munis is integrated with Microsoft SQL Reporting tool (SSRS). This tool is primarily used for developing and deploying complex reports. Though the Tyler Munis system delivers standard reports, staff require additional custom reports to streamline processes and improve financial and resource oversight. Reports developed using SA Technologies are essential for analysis and meeting regulatory, annual, and monthly reporting requirements. To ensure the timely launch of the City's ERP system, it is important the City continue the services for SA Technologies for an additional two years.

#### Vendor/Consultant Selection

On June 5, 2017, the City issued a Request for Proposals (RFP) for SQL report developer services. The RFP was posted on the City's on-line bidding site in accordance with City Charter and Municipal Code provisions. 58 vendors downloaded the RFP and 20 firms responded. Responses to the RFP were reviewed by a selection panel of staff from the Information Services and Finance Departments. All proposals were reviewed in accordance with established evaluation criteria. The evaluation was based on the following selection criteria: experience and technical competence, references, and cost. Staff then interviewed 4 different candidates from a shortlist firms:

- SA Technologies, Inc.
- Sierra Cybernetics
- PVK
- USITSOL

Based on this criteria and criteria in SMMC 2.24.073, staff recommended SA Technologies, Inc. as the best qualified firm to provide a programmer for SQL report development and programming services based on technical skills and experience with similar projects.

#### **Financial Impacts and Budget Actions**

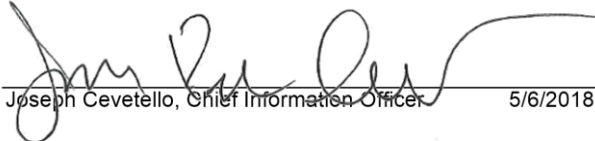
The contract to be awarded to SA Technologies, Inc. is for an amount not to exceed \$218,000. Funds are available in the FY 2017-18 Capital Improvement Program budget

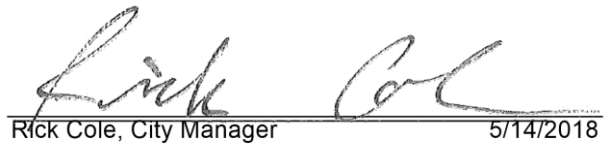
in the General Fund at account C019113.589000, ERP System Replacement. Future year funding is contingent on Council budget approval.

**Prepared By:** Sreekanth Maddali, Lead Systems Analyst – ERP

**Approved**

**Forwarded to Council**

  
Joseph Cevetello, Chief Information Officer 5/6/2018

  
Rick Cole, City Manager 5/14/2018

**Attachments:**

- A. May 12, 2015 Staff Report (Web Link)
- B. OAKS INITIATIVE - SA Technologies



## **CITY OF SANTA MONICA OAKS INITIATIVE NOTICE**

### **NOTICE TO APPLICANTS, BIDDERS, PROPOSERS AND OTHERS SEEKING DISCRETIONARY PERMITS, CONTRACTS, OR OTHER BENEFITS FROM THE CITY OF SANTA MONICA**

Santa Monica's voters adopted a City Charter amendment commonly known as the Oaks Initiative. The Oaks Initiative requires the City to provide this notice and information about the Initiative's requirements. You may obtain a full copy of the Initiative's text from the City Clerk.

This information is required by City Charter Article XXII—Taxpayer Protection. It prohibits a public official from receiving, and a person or entity from conferring, specified personal benefits or campaign advantages from a person or entity after the official votes, or otherwise takes official action, to award a "public benefit" to that person or entity. The prohibition applies within and outside of the geographical boundaries of Santa Monica.

All persons or entities applying or receiving public benefits from the City of Santa Monica shall provide the names of trustees, directors, partners, and officers, and names of persons with more than a 10% equity, participation or revenue interest. An exception exists for persons serving in those capacities as volunteers, without compensation, for organizations exempt from income taxes under Section 501(c)(3), (4), or (6), of the Internal Revenue Code. However, this exception does not apply if the organization is a political committee or controls political committees. Examples of a "public benefit" include public contracts to provide goods or services worth more than \$25,000 or a land use approval worth more than \$25,000 over a 12-month period.

In order to facilitate compliance with the requirements of the Oaks Initiative, the City compiles and maintains certain information. That information includes the name of any person or persons who is seeking a "public benefit." If the "public benefit" is sought by an entity, rather than an individual person, the information includes the name of every person who is: (a) trustee, (b) director, (c) partner, (d) officer, or has (e) more than a ten percent interest in the entity. Therefore, if you are seeking a "public benefit" covered by the Oaks Initiative, you must supply that information on the Oaks Initiative Disclosure Form. This information must be updated and supplied every 12 months.



## CITY OF SANTA MONICA OAKS INITIATIVE DISCLOSURE FORM

In order to facilitate compliance with the requirements of the Oaks Initiative, the City compiles and maintains certain information. That information includes the name of any person or persons who is seeking a "public benefit." If the "public benefit" is sought by an entity, rather than an individual person, the information includes the name of every person who is: (a) trustee, (b) director, (c) partner, (d) officer, or has (e) more than a ten percent interest in the entity.

Public benefits include:

1. Personal services contracts in excess of \$25,000 over any 12-month period;
2. Sale of material, equipment or supplies to the City in excess of \$25,000 over a 12-month period;
3. Purchase, sale or lease of real property to or from the City in excess of \$25,000 over a 12-month period;
4. Non-competitive franchise awards with gross revenue of \$50,000 or more in any 12-month period;
5. Land use variance, special use permit, or other exception to an established land use plan, where the decision has a value in excess of \$25,000;
6. Tax "abatement, exception, or benefit" of a value in excess of \$5,000 in any 12-month period; or
7. Payment of "cash or specie" of a net value to the recipient of \$10,000 in any 12-month period.

---

Name(s) of persons or entities receiving public benefit:

SA Technologies Inc.

Name(s) of trustees, directors, partners, and officers:

Manoj Joshi & Priyanka Joshi

Name(s) of persons with more than a 10% equity, participation, or revenue interest:

Manoj Joshi & Priyanka Joshi

Prepared by: Bhavin Goda Title: Finance Contrller

Signature: Bhavin Goda Date: 4/30/2018

Email: bhavin.goda@satincorp.com Phone: 408-329-6911

FOR CITY USE ONLY:

Bid/PO/Contract # \_\_\_\_\_

Permit # \_\_\_\_\_

REFERENCE:

Agreement No. 10682  
(CCS)