

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Less 58-073E - Substitute Instructional Staffing Automated System

The current computer environment for the District's server for substitute instructional staffing automated system is on a local server that is no longer supported by Microsoft. This recommendation is for the approval of the direct negotiation between PeopleAdmin and the District to allow a cloud-based solution with greater stability, functionality, and less resource demand on the Information & Technology department staff. The term of this direct negotiation is from the District award until June 30, 2021. Currently, the District uses an automated system for reporting teacher absences and securing substitute teachers. The system has been in place since 1992. The current computer environment is on a local server that is no longer supported. If the system were to fail, the greatest probability is the system could not be salvaged.

The ability to outsource and remove the hosting and management of the existing system, SmartFindExpress (SFE) system would free up the District's Information & Technology resources to manage other projects. Outsourcing the SFE system will eliminate any concerns about the completeness, consistency of backups, or current district infrastructure having potential negative impact on the SFE system. Migration to the cloud environment benefits the District. This migration will allow the District to maintain the system with a predictable annual investment which includes a system, software maintenance, and customer support without additional expenses for hardware upgrades every four (4) to five (5) years, or risk of hardware failure due to aging equipment when this investment cannot regularly be made. Future anticipated growth and expansion would be easily accommodated as needed without requiring the purchase of additional hardware.

The direct negotiation was performed in accordance with Purchasing Policy 3320, VI (C)(5)(c), and Section 6A-1.012(14), F.A.C., permit the acquisitions of Information & Technology as defined in Section 282.0041(14), Florida Statutes, by direct negotiation.

Financial Impact

The District has been paying \$37,735.36 for yearly maintenance. The fee will be increased to \$75,000 beginning July 1, 2018. This will require an increase to the Talent Acquisition & Operations - Instructional operating budget of \$37,264.64 which has been discussed with Budget. Listed below is a chart that shows the negotiated price to upgrade the current system versus the cost that districts of similar size have paid for a cloud-based automated system.

	Year 1 (2017/2018)	Year 2 (2018/2019)	Year 3 (2019/2020)	Year 4 (2020/2021)	Total
Standard pricing	\$130,000	\$120,000	\$120,000	\$120,000	\$490,000
Negotiated pricing	\$37,735.36	\$75,000	\$75,000	\$75,000	\$262,735.36

The funding source will come from Talent Acquisition & Operations' (Instructional) operating budget. The financial impact represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.