

EXECUTIVE SUMMARY

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

This request is to approve the Agreement between ESchool Solutions, LLC (PeopleAdmin) and The School Board of Broward County, Florida (SBBC), for three (3) years and four (4) months, starting February 21, 2018 through June 30, 2021, with a renewal option for two (2) additional one (1) year periods. PeopleAdmin provides a cloud-based software solution with greater stability and functionality.

Currently, the District uses an automated system for reporting teacher absences and securing substitute teachers utilizing a system which has been in place since 1992. The current computer environment is on a local server that is no longer supported by Microsoft. If the system were to fail, the greatest probability is the system could not be salvaged.

This item was presented on December 11, 2017, at the Technology Advisory Committee meeting, where it was unanimously voted to support the approval of this item. Subsequently, the item was presented at the School Board Workshop on December 12, 2017.

Financial Impact

Talent Acquisition & Operations' (Instructional) operating budget currently includes \$37,735.36 for the yearly maintenance fee which will be increased to \$75,000 beginning July 1, 2018. This will require an increase in the budget line of \$37,264.64 annually. Over the three (3) year period (2018-2021), the software cost is \$225,000. The increased funding needed for 2018-2021 is \$111,793.92.

The chart below shows the negotiated SBBC price to upgrade the current system compared to the cost that districts of similar size have paid for a cloud-based automated system.

	Year 1 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
SBBC 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.

Procurement Method

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.