

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Less FY20-140 – EDDC Management Software

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the agreement between AskReply, Inc. d/b/a B2Gnow and The School Board of Broward County, Florida (SBBC), for three (3) year(s), starting October 15, 2019 through October 14, 2022, with an option for two (2) additional one (1) year renewal periods. B2Gnow provides a turnkey, hosted software solution to streamline and automate data-gathering, tracking and reporting; as a diversity management tool for the Economic Development & Diversity Compliance Department (EDDC) as they manage the Emerging/Small/Minority/Women-Owned Business Enterprise (E/S/M/WBE) Program.

The spending authority being requested is \$120,921.

Goods/Services Description

Responsible: Economic Development & Diversity Compliance (EDDC)

The agreement between B2Gnow and SBBC will provide the opportunity to automate, streamline, track, and report on the administrative functions of the District's Supplier Diversity Outreach Program, in accordance with Supplier Diversity Outreach Program Policy 3330. This software is used in numerous K-12 school districts to include South Florida peer districts, including Miami-Dade and Palm Beach County School Districts. By adding this software, the District will be able to leverage previous investments in the SAP-Ariba (online vendor registration), e-Builder (invoice management for capital spending), and SAP. The vendor's certification will continue to be performed by SAP Ariba, and through an interface with B2Gnow, the District will be able to track subcontractors spend and ensure compliance with Supplier Diversity Outreach Program Policy 3330.

The B2Gnow and SBBC agreement will provide real-time, current and accurate contract information at the prime level based on E/S/M/WBE subcontracting commitment, spend and paid-to-date based on the assigned Affirmative Procurement Initiatives in the construction, professional services, commodities, and other contractual services industry categories.

This Agreement will provide economic development tracking and customize reporting to identify sub-groups or specific commodities trends for insightful analysis. The B2Gnow and SBBC agreement will provide enhanced capabilities for targeted outreach, reciprocal certification, and assessment of the tri-county certified firm's market availability. Additionally, since Miami-Dade and Palm Beach County School Districts use B2Gnow, all three (3) counties will benefit from a unique supplier database. Below is a list of some modules to be implemented:

- Baseline System & Vendor Management module;
- Contract Compliance module;
- Outreach & Event Management module;
- Spend Analysis module.

Procurement Method

Responsible: PWS and EDDC

After an analysis of the marketplace and a benchmark performed with Miami-Dade and Palm Beach County School Districts, Procurement & Warehousing Services (PWS) and EDDC decided to pursue the option to Direct Negotiate this software licensing subscription with the B2Gnow. 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 in the best interest of the District.

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Financial Impact
Responsible: PWS

The total spending authority requested, for the initial term of the agreement, is \$120,921 (\$40,307/year). This represents the cost of software licensing, implementation, hosting, and training. The set-up/implementation amount is amortized in the first three (3) years.

The District was able to secure savings of \$7,776 for the initial term of the agreement, meaning an additional discount of five (5) percent in the prices, through the Best and Final Offer negotiation process. The research and comparison performed between Miami-Dade, Palm Beach County School Districts, and SBBC's proposals demonstrate the counties that have a few different modules across each entity; however, the prices are aligned for each of the common modules between all three (3) districts. Additionally, PWS was able to negotiate much better prices and commercial conditions for optional services and terms (items two (2) and three (3) of the proposal), locking such conditions in the case the District needs these services during this Agreement.

The requested spending authority will be funded by the EDDC operating budget.

The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.