



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #090320
Entitled

**Public Sector and Education Administration Software
Solutions with Related Services**

The following advertisement was placed July 16, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and July 17, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Sector and Education Administration Software Solutions with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 3, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

5 POINT SOLUTIONS, LLC	Kastech Solutions, LLC
Accela, Inc.	Konica Minolta Business Solutions Canada - Saskatchewan Branch
Accenture	Konica Minolta Business Solutions U.S.A., Inc.
Alchemy Technology Group	KPMG, LLP
ALPHA Facilities Solutions, LLC	MCCi, LLC
Alpha Technologies	Merit International, Inc.
Amazon Web Services, Inc.	Mesa Cloud
AUGARTEN, LTD.	Metaflow, Inc.
Avaap Canada, LLC	Minokaw Technologies, VAR Services, LLC.
Avaap USA, LLC	MSF&W
BDO Canada, LLP	MuniSight
Bio::Neos, Inc.	N Harris Computer Corporation

BS&A Software	Navigate360, LLC
Building Systems Design, Inc.	NetFore Systems
Cartegraph	Novo Solutions, Inc.
Catalyst Consulting Group, Inc.	NutriStudents K-12
CCI Worldwide	Off Duty Management
CDW Government, LLC	Online School Management Systems
CherryRoad Technologies, Inc.	OPEN DIGITAL EDUCATION
CrisisGo	OpenGov, Inc.
Dude Solutions	Phoenix Business, Inc.
Echidna Corp.	Pioneer Technology Group, LLC
EDU Specialist	Pleasant Solutions Canada, Inc.
Emergent Energy Solutions, LLC	PowerSchool Group, LLC
eRepublic, Inc.	PricewaterhouseCoopers, LLP
eSolutionsGroup Limited	Princeton IT Services, Inc.
ESTI Consulting Services	ProntoForms, Inc.
eVision, Inc.	Roadway Asset Services, LLC
Evoludata Solutions Inc.	Sierra Systems Group, Inc.
Fidelity Information Services	Slate Solutions, Inc.
Fleethunt Technology	SmartCOP, Inc.
Follett School Solutions, Inc.	Spruce Technology
Foreight Cyber Intelligence, Inc.	Straightforward, LLC
FuelCloud OPCO	SYNNEX Corporation
General Code CMS, LLC	Teq, Inc.
GRM	TERIDA
HighPower Data Solutions	The Business and Technology Resource Group
Hoover Blanket Inc	Tyler Technologies
Hyland Software, Inc.	Unit4 Business Software
ImageSoft Inc.	Vertosoft
Infinite Campus, Inc.	VortalSoft, Inc.
Information First, Inc.	WebINTENSIVE Software, LLC
INNIVE, INC.	WEX Bank
InSite Information Systems Corp.	Workday, Inc.
Integra Information Technologies, Inc.	Worldwide TechServices
Intuitive Municipal Solutions	Xerox Canada

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 3, 2020 at 4:31 pm CT. Proposals were received from the following:

5 POINT SOLUTIONS, LLC
 ALPHA Facilities Solutions, LLC
 BS&A Software
 Building Systems Design, Inc.
 CrisisGo
 Dude Solutions

EDU Specialist
Emergent Energy Solutions, LLC
eSolutionsGroup Limited
Fidelity Information Services
FuelCloud OPCO
General Code CMS, LLC
Hoover Blanket, Inc.
Hyland Software, Inc.
ImageSoft, Inc.
Information First, Inc.
InSite Information Systems Corp.
Konica Minolta Business Solutions U.S.A., Inc.
Minokaw Technologies, VAR Services, LLC.
N Harris Computer Corporation
Off Duty Management
Online School Management Systems
OPEN DIGITAL EDUCATION
OpenGov, Inc.
Phoenix Business, Inc.
Pioneer Technology Group, LLC
PowerSchool Group, LLC
Roadway Asset Services, LLC
Slate Solutions, Inc.
SmartCOP, Inc.
Spruce Technology
Straightforward, LLC
The Business and Technology Resource Group
Tyler Technologies
Unit4 Business Software
Vertosoft
WEX Bank
Workday, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Procurement Lead Analyst
Brandon Town, CPSM, CPSD, Procurement Analyst
Craig West, Procurement Analyst
Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Dude Solutions is presenting products that include facility management systems (FMS), municipal services, and ancillary services related to those offerings used in operations management. Their robust sales and

service force are located throughout the United States and Canada. Dude Solutions offers a strong discount to Sourcewell Participating Entities.

eSolutionsGroup Limited's offering includes human resource information systems (HRIS), enterprise content management (ECM) solutions, and services related to those products. Their sales and service personnel are located in the United States and Canada, allowing them to provide service to Sourcewell Participating Entities in both countries. eSolutionsGroup Limited is providing a significant discount off of list price.

Hyland Software Inc. is a manufacturer of software products for enterprise content management (ECM) and related services. The software solutions address the areas of enterprise information platforms and automation of document management to include document imaging, file sharing, and digital record credentialing. Hyland has a robust sales and service team available to serve the United States and Canada. Hyland Software Inc. is offering Sourcewell Participating Entities a competitive discount off software, training, and services.

Konica Minolta Business Solutions U.S.A., Inc. is offering enterprise content management software solutions, equipment, and services. Their solutions help organizations improve information sharing, manage technology costs, and increase productivity. They have over 120 direct branch locations in the United States and Canada to serve Sourcewell Participating Entities. Konica Minolta Business Solutions U.S.A., Inc. is offering a considerable discount off their list pricing.

Phoenix Business, Inc. is an SAP Gold Partner offering SAP solutions for ERP/financial management, human resources, travel and expense management, advanced analytics, and reporting. Their sales and service force are geographically dispersed to meet the needs of Sourcewell Participating Entities in the United States and Canada. Phoenix Business, Inc. is offering a substantial discount off their standard list pricing.

PowerSchool Group LLC provides software for K-12 and higher education customers from the back office, to the classroom, to the home. Their products include enterprise resource planning (ERP) solutions, human resource information systems (HRIS), financial management systems, student information systems (SIS), and related services. They have personnel throughout the United States and Canada to meet sales and service needs. PowerSchool Group LLC offers a strong discount off list price to Sourcewell Participating Entities.

Tyler Technologies is a provider of integrated software and technology services focused on the public sector. Products include enterprise resource planning (ERP) solutions, human resource information systems (HRIS), financial management systems, enterprise content management (ECM) solutions, student information systems (SIS), facility management software (FMS), justice system software solutions, and municipal management solutions. They stand ready to serve Sourcewell Participating Entities with office locations and team members located throughout the United States and Canada. Tyler Technologies is offering a competitive discount on products offered.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #090320 to:

Dude Solutions	090320-SDI
eSolutionsGroup Limited	090320-ESL
Hyland Software, Inc.	090320-HYL
Konica Minolta Business Solutions U.S.A., Inc.	090320-KON
Phoenix Business, Inc.	090320-PNX
PowerSchool Group, LLC	090320-POW

Tyler Technologies

090320-TTI

The preceding recommendations were approved on October 27, 2020.

DocuSigned by:

Kim Austin

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Kim Austin, CPPB, Procurement Lead Analyst

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Craig West

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Craig West, Procurement Analyst

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Brandon Town

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Brandon Town, CPSM, CPSD Procurement Analyst

DocuSigned by:

Nick Scholer

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Nick Scholer, Procurement Analyst


STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #090320 for Public Sector and Education Administration Software Solutions with Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer