



Mayor Javier Villalobos
Mayor Pro Tem/Commissioner Joaquin Zamora
Commissioner Tony Aguirre, Jr.
Commissioner J. Omar Quintanilla

Commissioner Rodolfo "Rudy" Castillo
Commissioner Victor "Seby" Haddad
Commissioner Pepe Cabeza de Vaca
City Manager Roel "Roy" Rodriguez, P.E.

AGENDA
CITY COMMISSION JOINT MEETING WITH THE
MCALLEN PUBLIC UTILITY BOARD
MONDAY, NOVEMBER 28, 2022 – 4:00 PM
MCALLEN CITY HALL
CITY COMMISSION CHAMBERS; 3RD FLOOR
1300 HOUSTON AVENUE
MCALLEN TEXAS, 78501

<https://zoom.us/j/5087553077?pwd=TjduYjR4U2l3cWU1NjlsZzlsM2hJUT09>

Members of the public that wish to listen to the meeting can log in to the virtual Zoom meeting or dial (346) 248-7799 US (Houston) Meeting ID: 508 755 3077 Passcode: 878576.

Individuals that wish to participate in the meeting or comment on an agenda item should call (956) 681-1020 by 3:30 pm. Any individual dialing in acknowledges his or her phone number may be visible to the public.

"At any time during the course of this meeting, the City Commission may retire to Executive Session under Texas Government Code 551.071(2) to confer with its legal counsel on any subject matter on this agenda in which the duty of the attorney to the City Commission under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with Chapter 551 of the Texas Government Code. Further, at any time during the course of this meeting, the City Commission may retire to Executive Session to deliberate on any subject slated for discussion at this meeting, as may be permitted under one or more of the exceptions to the Open Meetings Act set forth in Title 5, Subtitle A, Chapter 551, Subchapter D of the Texas Government Code."

CALL TO ORDER

1. JOINT MEETING WITH THE MCALLEN PUBLIC UTILITY BOARD:

- A) Enterprise Resource Planning's (ERP) Financial, Utility, and Work Order Management solution replacement through Omnia cooperative purchase agreement.**

END OF JOINT MEETING

2. EXECUTIVE SESSION, CHAPTER 551, TEXAS GOVERNMENT CODE, SECTION 551.071 (CONSULTATION WITH ATTORNEY), SECTION 551.072 (DELIBERATION REGARDING REAL PROPERTY), SECTION 551.074 (PERSONNEL MATTERS) AND SECTION 551.087 (ECONOMIC DEVELOPMENT).

A) Consideration of Economic Development Matters. (Section 551.087, T.G.C.)

ADJOURNMENT

IF ANY ACCOMMODATION FOR A DISABILITY IS REQUIRED (OR INTERPRETERS FOR THE DEAF), NOTIFY THE CITY SECRETARY'S DEPARTMENT AT 681-1020 FORTY-EIGHT (48) HOURS PRIOR TO THE MEETING DATE. WITH REGARD TO ANY ITEM, THE BOARD OF COMMISSIONERS MAY TAKE VARIOUS ACTIONS INCLUDING BUT NOT LIMITED TO RESCHEDULING AN ITEM IN ITS ENTIRETY FOR A FUTURE DATE OR TIME.

C E R T I F I C A T I O N

I, the Undersigned Authority, do hereby certify that the attached agenda of the meeting of the McAllen Board of Commissioners is a true and correct copy and that I posted a true and correct copy of said notice on the bulletin board in the Municipal Building, a place convenient and readily accessible to the general public at all times, and said Notice was posted on November 25, 2022 at 3:30 PM and will remain so posted continuously for at least 72 hours preceding the scheduled time of said meeting in accordance with Chapter 551 of the Texas Government Code.

/s/
Perla Lara, TRMC/CMC, CPM
City Secretary

ITEM SUMMARY

BOARD: City Commission

AGENDA ITEM

1.A.

DATE SUBMITTED

11/21/2022

MEETING DATE

11/28/2022

1. Agenda Item: Enterprise Resource Planning's (ERP) Financial, Utility, and Work Order Management solution replacement through Omnia cooperative purchase agreement.
2. Party Making Request: Robert Acosta
3. Applicant: Robert Acosta
4. Nature of Request: McAllen and PUB's current financial, utility billing, and work order management software solutions are: over 13 years old, inefficient, not meeting the City's needs, and are in the final stages of being sunset. Current software solutions are reaching a state where maintenance and support are ending, which is forcing the City to replace these applications.

Over the past eleven months, 80+ city employees have spent over 14,266 hours planning and identifying various software solutions to meet the city's current and future growth. Narrowing the product selection from eighteen initial solutions down to two finalists and ultimately selecting the solution of choice that offers the best value. Project11-22-S16-06

5. Fiscal Impact Summary: Budget Fiscal 2022-23
321-8708-416-66-24 EO2103 City - \$ 5,100,000.00
410-8708-446-66-36 EO2103 \$800,000 - Water Depreciation Fund
460-8708-446-66-36-EO2103 \$800,000 Waste Water Depreciation Fund

Total - \$ 6,700,000.00

MPU - \$ 1,600,000.00 (PUB Budget Amendment to rollover fund 2021-22)

Staff recommends entering into a 10 year fixed cost ERP solution from Oracle with implementation services

6. Budgeted: Yes

Bid Amount: \$16,970,915.00Budgeted Amount: \$6,700,000Under Budget: \$0.00Over Budget: \$10,270,915Amount Remaining: \$0.00

7. Routing:

Robert Acosta

Created/Initiated - 11/21/2022

Angie Rodriguez

Approved - 11/22/2022

Sergio Villasana

Approved - 11/22/2022

Gerardo Noriega

Approved - 11/22/2022

Isaac Tawil

Final Approval - 11/22/2022

8. Staff Recommendation: Staff recommends entering into a 10 year fixed cost ERP solution from Oracle with implementation services from ESC Partners in the amount of \$16,970,915.00 through DLT Solutions LLC's Omnia cooperative purchase agreement, Contract #180233-001

9. Advisory Board:

10. City Attorney: Approve. IJT

11. Manager's Recommendation: Approve. RR



INFORMATION TECHNOLOGY MEMORANDUM

To: Roel “Roy” Rodriguez, P.E., City Manager
Through: Jeff Johnston, Assistant City Manager
From: Robert Acosta, Information Technology Director
Date: November 21, 2022
Subject: Award contract to DLT Solutions LLC for Oracle ERP Solution

GOAL:

Request authorization to enter into contract with DLT Solutions LLC for Oracle’s ERP Cloud Suite Solution with implementation services from ESC Partners.

BRIEF EXPLANATION:

McAllen and PUB's current financial, utility billing, and work order management software solutions are: over 13 years old, inefficient, not meeting the City's needs, and are in the final stages of being sunset. Current software solutions are reaching a state where maintenance and support are ending, which is forcing the City to replace these applications.

Over the past eleven months, 80+ city employees have spent over 14,266 hours planning and identifying various software solutions to meet the city's current and future growth. Narrowing the product selection from eighteen initial solutions down to two finalists and ultimately selecting the solution of choice that offers the best value.

RECOMMENDATION:

Staff recommends entering into a 10 year fixed cost ERP solution from Oracle with implementation services from ESC Partners in the amount of \$16,970,915.00 through DLT Solutions LLC's Omnia cooperative purchase agreement, Contract #180233-001



Enterprise Resource Planning

Manage all your key business operations
in a **Single Integrated System**

What is ERP?

Enterprise Resource Planning (ERP) is a business management software that allows an organization to use a system of integrated applications to manage the business.

Applications, such as, accounting, payroll, sales, and purchasing are integrated rather than connected by an interface or not connected at all.



Executive Summary

Current financial, billing, and work order software solutions are: inefficient, not meeting City needs, and are on the final stages of being sunset.

Must replace current applications in order to continue to operate.

In late 2019 City Management, City Commission, and PUB approved the replacement of our ERP Solution. The Project kicked off but abruptly halted due to Covid. Project resumed a year later in late 2021.

The Project team spent over **14,266** labor hours to derive at selecting Oracle's ERP solution as the best value.

RECOMMENDATION

The Oracle logo, consisting of the word "ORACLE" in a bold, red, sans-serif font, with a registered trademark symbol (®) at the end.

**Oracle ERP
Cloud**

Oracle's Cloud ERP Suite

Cost: \$16.9M fixed cost over 10 years

Budget Fiscal 2023: \$6.7M

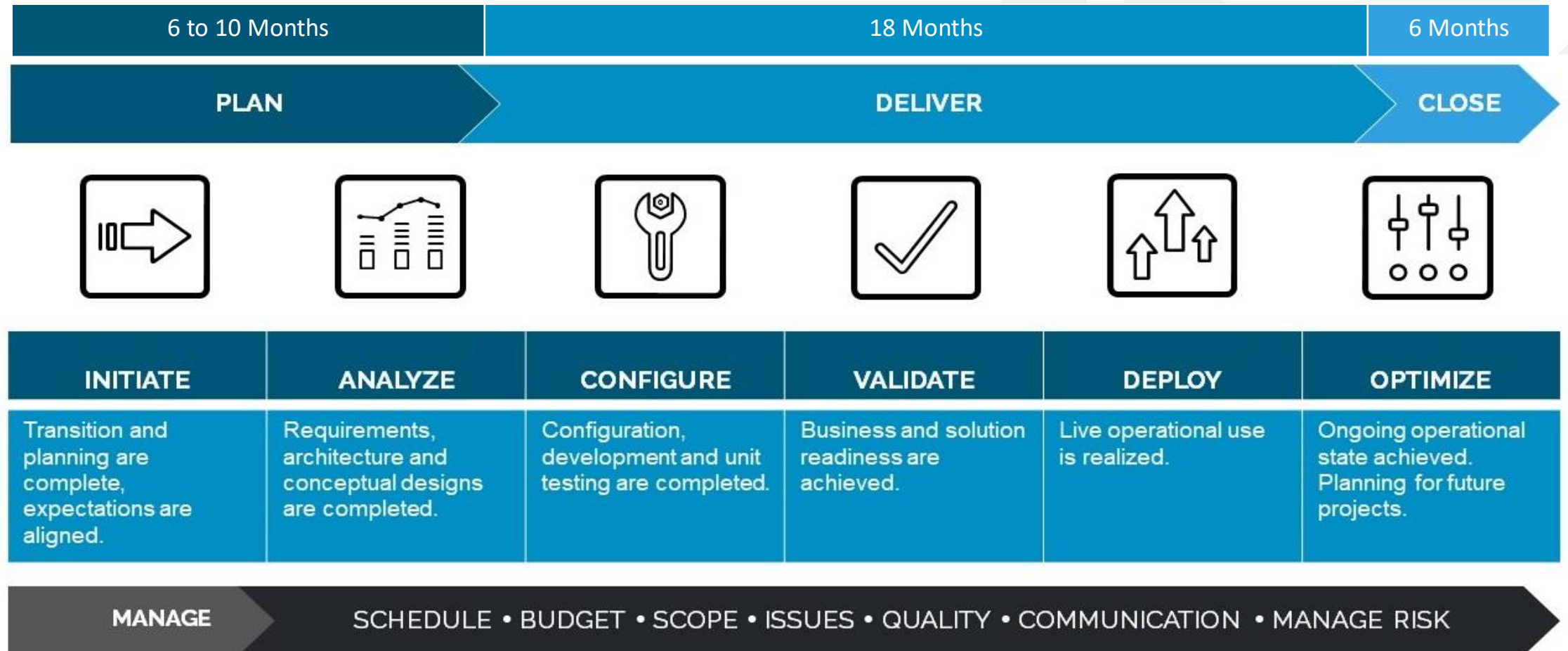
\$ 5.1M - City

\$ 1.6M - MPU

Funding:

1. Current budget covers Implementation services and first two years software usage.
2. City Management to allocate \$6.2M to cover 10 year deficit.

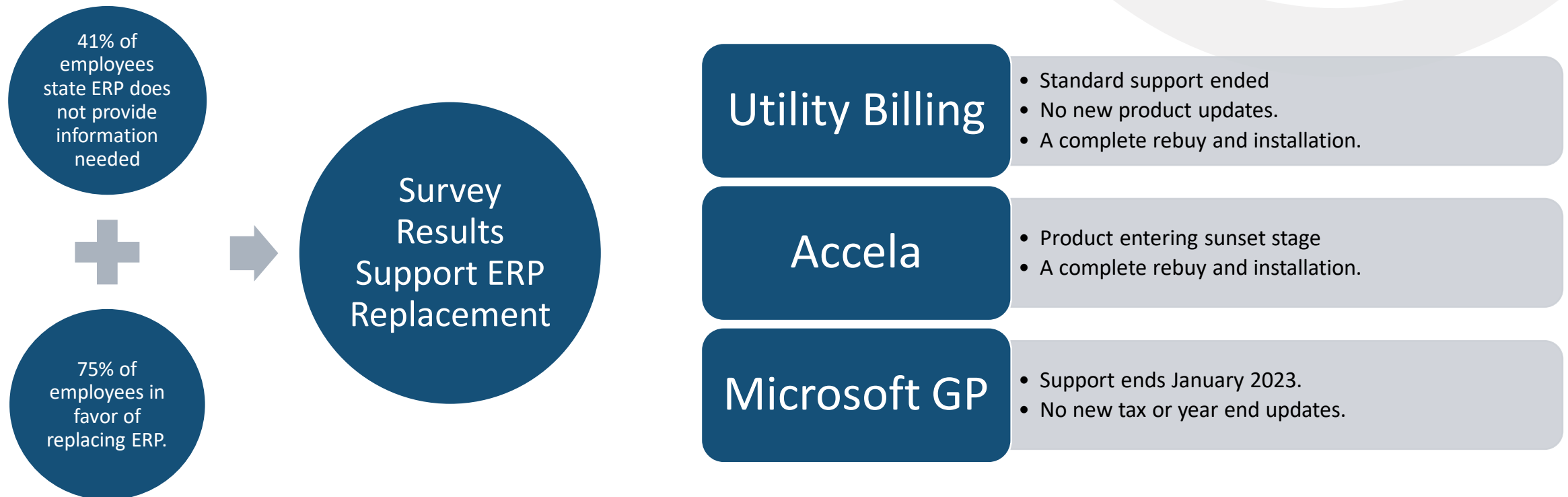
HOW LONG TO IMPLEMENT?



INITIATE

The phase of the project that justifies the need to seek a new ERP solution

Step 1 – Business Case Supporting ERP Replacement



Step 2 - Planning ERP Replacement:

- Project Charter:
 - Identify Project Mission, objectives, scope, and success criteria
 - Budget Estimate: \$6.7M (\$5.2M - Stimulus Funds + \$1.6M – MPU)
- Approvals:
 - City Management, City Commission, PUB approvals in 2019

Step 3 – Kick Off the ERP Replacement:

- Assemble Team:

I.T. Project Management



Drive the project

Steering Committee



Decision Makers

Subject Matter Experts (SMEs)



Workforce to configure solution

ANALYZE

8,339 Hours Invested

The Phase of the project to find the right solution

Step 1 – Organizing our Business Needs

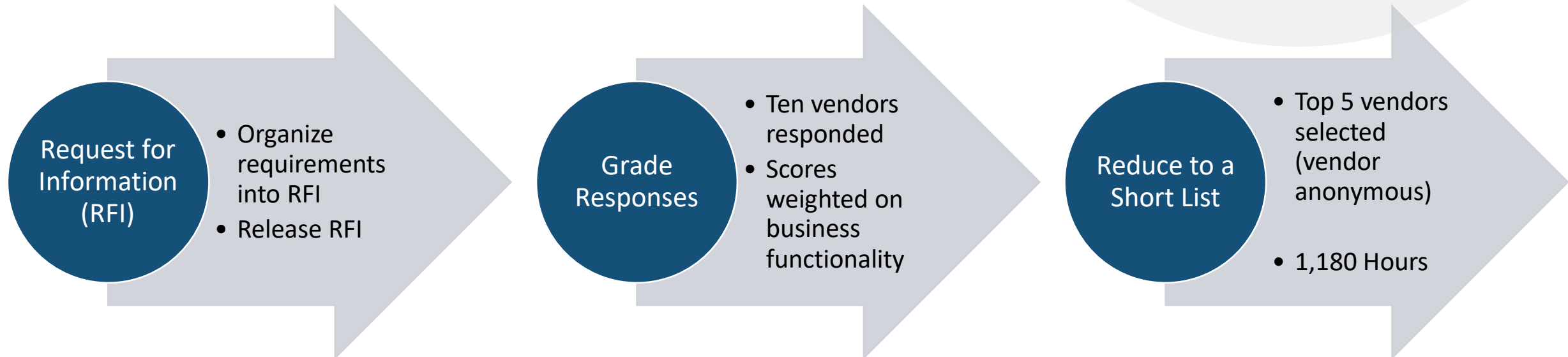


ANALYZE

9,519 Hours Invested

The Phase of the project to find the right solution

Step 1 – Organizing our Business Needs

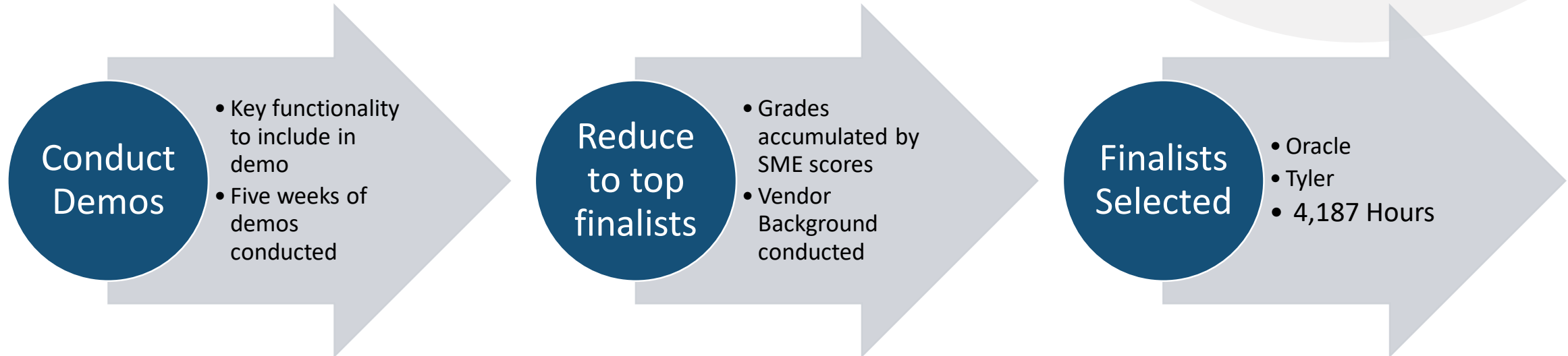


ANALYZE

13,706 Hours Invested

The Phase of the project to find the right solution

Step 2 – Comparing Software:



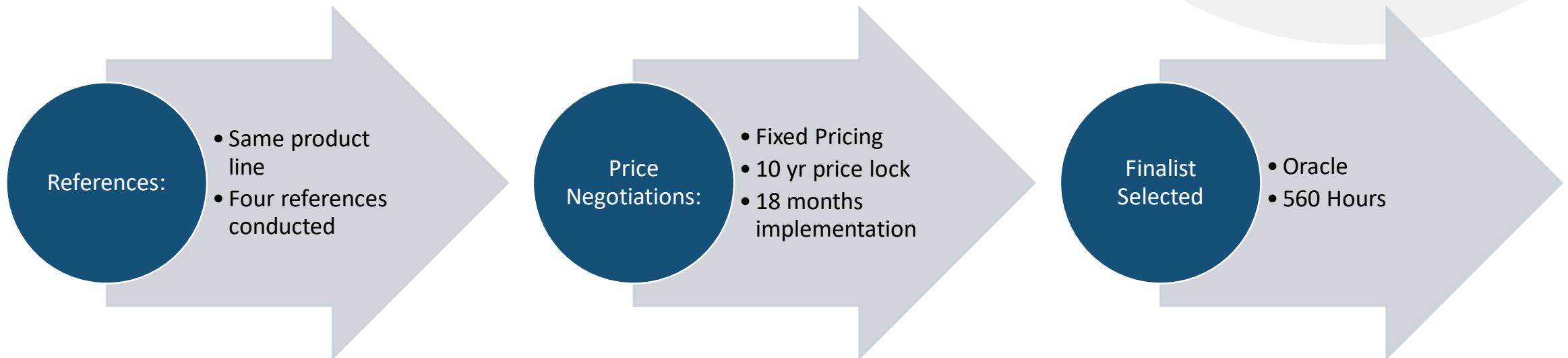
ANALYZE

14,266 Total Hours Invested

The Phase of the project to find the right solution

Step 3 – Finalize software selection:

14,266 Total Hours Invested



RECOMMENDATION

ERP Selected: Oracle Cloud ERP Suite
Product Costs: \$16.9M (10 Yr TCO)
Budget FY 2023: \$6.7M
10Yr Deficit: \$6.2M

ALTERNATE

ERP Option: Tyler's Cloud ERP Suite
Product Costs: \$13.38M (10 Yr TCO)
Budget FY 2023: \$6.7M
10Yr Deficit: \$2.6M

COMPARISON

**GOOD /
POSITIVE**

Oracle

Implementation very structured, fixed cost, and pay schedule is based on milestones.



Oracle

Two references very positive with little issues during implementation. Significant capabilities – scope creep



Tyler

Incumbent, Lower Cost over 10 Year. Only Government Vertical



Oracle

Advanced functionality with more automated efficiency, A.I. How To's



Oracle

SMEs Choice for functionality, efficiency, audit, and overall departmental improvement



**BAD/
NEGATIVE**



Current Fire RMS Implementation delayed a year. Difficulty getting assurances in writing

Tyler



Two references were fair. Implementation issues. Poor Software interoperability

Tyler



Higher cost. Player in all Verticals, 30% Government

Oracle



Comparable functionality requires manual processes

Tyler



Oracle Reference (Dothan, AI) identified same issues with Tyler

Tyler



QUESTIONS?

City of McAllen
Summary Cost Worksheet
Provided By:
ESC Partners

Note: Do Not Modify this worksheet.

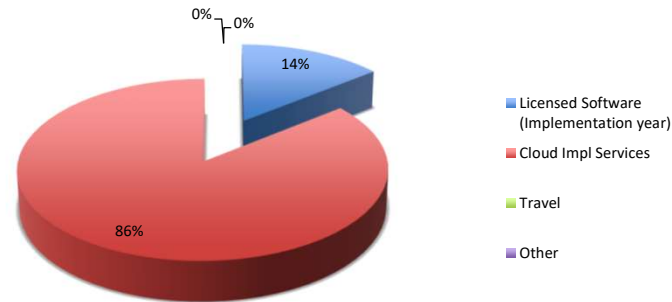
Minimum Requirement: CIS, Portal, ERP

Licensed Software (Implementation year)	\$	1,077,191
Cloud Impl Services	\$	6,500,060
Travel	\$	-
Other	\$	-
Total Implementation:	\$	7,577,251

Project Overview

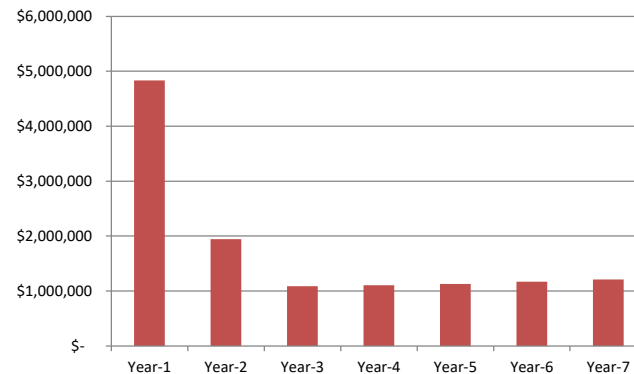
CIS Implementation Time Frame (Months)	14
WACS + OFS Time Frame (Months)	8
ERP Time Frame (Months)	12
HCM Time Frame (Months)	14
EPM Time Frame (Months)	6
OPAL Time Frame (Months)	14

Total CIS Implementation Hours	15,778
Total WACS + OFS Hours	10,840
Total ERP Hours	13,340
Total HCM Hours	17,940
Total EPM Hours	8,480
Total OPAL Hours	4,770
Total Implementation:	71,148.00



Total Cost of Ownership

Year-1	\$	4,831,700
Year-2	\$	1,945,780
Year-3	\$	1,087,780
Year-4	\$	1,107,742
Year-5	\$	1,128,104
Year-6	\$	1,170,104
Year-7	\$	1,212,843
Year-8	\$	1,269,003
Year-9	\$	1,327,971
Year-10	\$	1,389,888
Total 10-Year TCO:	\$	16,470,915



City of McAllen

CIS Cost Worksheet

Provided By:

ESC Partners**CIS Software License Fees****Software Related**

List ALL licenses, costs, names of applications, and modules as part of the base software that is being proposed.

Application Name	Price	Pricing Methodology & Assumptions
Oracle Customer Cloud Service (CCS)	\$ 230,695	Annual Subscription Fee model (50,200 Accounts)
	\$ -	

List ALL license, costs, names of applications, and modules from 3rd party's being proposed.

Application Name	Price	Pricing Methodology & Assumptions
N/A	\$ -	
	\$ -	
	\$ -	
Subtotal: Software License Fees	\$ 230,695	

CIS Implementation Costs**Professional Services and other Implementation Costs**

List all costs associated with implementing a complete solution.

The breakdown below should be by major phase.

Application Name	Cost	Notes
Implementation Time Frame (Mos):	14	Enter Total CIS Project Duration In Months
Project Management and Change Management	2,880 \$ 261,112	Full time PM and Change Management resource
Project Planning Meetings	280 \$ 65,278	
Software Installation	320 \$ 65,278	SaaS Solution - Provisioning
Fit or Gap Analysis	652 \$ 65,278	Solution design and best practice configuration
Configuration	1,300 \$ 65,278	
Modifications (Design, Develop, Unit Test)	500 \$ 39,167	Custom configuration based on RFP
Interfaces (Design, Develop, Unit Test)	522 \$ 52,222	Integrations based on the RFP
Data Conversion	1,044 \$ 104,445	Data conversion for 3 year historical data
Standard Reports	500 \$ 52,222	Estimated allocation of hours for net new or undefined report development
Bill Print / Letters / Correspondence	400 \$ 65,278	
Batch Scheduler (Config, Train, Test)	400 \$ 26,111	
Core Team Training	240 \$ 65,278	
End User Training	900 \$ 65,278	End user training provided by ESC
Functional Testing	1,500 \$ 65,278	
Integration Testing	1,500 \$ 39,167	
Parallel Testing	480 \$ 39,167	
Performance Testing	160 \$ 65,278	
Acceptance Testing	960 \$ 26,111	
System Go-Live Activities	640 \$ 13,056	
90 Days Onsite Post Go-Live Support	600 \$ 65,278	3 months post implementation support
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
Subtotal: CIS Implementation Costs	15,778 \$ 1,305,560	

CIS Expenses**Expense Related Costs**

List anticipated expenses to install and support proposed solution.

	Costs	Notes
Airfare	\$ -	
Lodging	\$ -	
Car Rental	\$ -	
Meals	\$ -	
Parking	\$ -	
Supplies	\$ -	
Postage	\$ -	
Post Go-Live Travel Expenses	\$ -	
	\$ -	
Subtotal: Expenses	\$ -	

Other One-Time Fees or Expenses

List any other one-time fees and expenses required for the proposed solution.

	Costs	Notes
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
Subtotal: Other	\$ -	

TOTAL CIS IMPLEMENTATION SOLUTION COSTS**\$ 1,536,255**

City of McAllen
WACS+OFS Cost Worksheet
Provided By:
ESC Partners

WACS+OFS Software License Fees

Software Related

List ALL licenses, costs, names of applications, and modules as part of the base software that is being proposed.

Application Name	Price	Pricing Methodology & Assumptions
Oracle Work and Asset Cloud Service (WACS)	\$ 165,789	Annual Subscription Fee model (300 Users)
Oracle Field Service (OFS)	\$ 56,842	Annual Subscription Fee model (300 Users)

List ALL license, costs, names of applications, and modules from 3rd party's being proposed.

Application Name	Price	Pricing Methodology & Assumptions
N/A	\$ -	
	\$ -	
	\$ -	
Subtotal: Software License Fees	\$ 222,631	

WACS+OFS Implementation Costs

Professional Services and other Implementation Costs

List all costs associated with implementing a complete solution.

The breakdown below should be by major phase.

Application Name	Cost	Notes
Implementation Time Frame (Mos):	8	Enter Total WACS+OFS Project Duration in Months
Project Management and Change Management	1,500 \$	195,900 Full time PM and Change Management resource
Project Planning Meetings	100 \$	48,975
Software Installation	100 \$	48,975 SaaS Solution - Provisioning
Fit or Gap Analysis	700 \$	48,975 Solution design and best practice configuration
Configuration	1,100 \$	48,975
Modifications (Design, Develop, Unit Test)	300 \$	29,385 Custom configuration based on RFP
Interfaces (Design, Develop, Unit Test)	500 \$	39,180 Intergrations based on the RFP
Data Conversion	1,300 \$	78,360 Data conversion for 3 year historical data
Standard Reports	500 \$	39,180 Estimated allocation of hours for net new or undefined report development
Batch Scheduler (Config, Train, Test)	300 \$	48,975
Core Team Training	160 \$	19,590
End User Training	400 \$	48,975 End user training provided by ESC
Functional Testing	1,200 \$	48,975
Integration Testing	1,200 \$	48,975
Parallel Testing	400 \$	29,385
Performance Testing	160 \$	29,385
Acceptance Testing	320 \$	48,975
System Go-Live Activities	280 \$	19,590
90 Days Onsite Post Go-Live Support	320 \$	58,770 3 months post implementation support
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
Subtotal: WACS+OFS Implementation Costs	10,840 \$	979,500

WACS+OFS Expenses

Expense Related Costs

List anticipated expenses to install and support proposed solution.

	Costs	Notes
Airfare	\$ -	
Lodging	\$ -	
Car Rental	\$ -	
Meals	\$ -	
Parking	\$ -	
Supplies	\$ -	
Postage	\$ -	
Post Go-Live Travel Expenses	\$ -	
	\$ -	
	\$ -	
Subtotal: Expenses	\$ -	

Other One-Time Fees or Expenses

List any other one-time fees and expenses required for the proposed solution.

	Costs	Notes
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
Subtotal: Other	\$ -	

TOTAL WACS+OFS IMPLEMENTATION SOLUTION COSTS	\$ 1,202,131
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ESC Partners

Subtotal: Software License Fees	\$ 280,377	
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Application Name	Cost	Notes
Implementation Time Frame (Mos):	12	Enter Total ERP Project Duration In Months
Project Management and Change Management	1,800 \$	225,000 Full time PM and Change Management resource
Project Planning Meetings	160 \$	56,250
Software Installation	160 \$	56,250 SaaS Solution - Provisioning
Fit or Gap Analysis	700 \$	56,250 Solution design and best practice configuration
Configuration	1,200 \$	56,250
Modifications (Design, Develop, Unit Test)	900 \$	33,750 Custom configuration based on RFP
Interfaces (Design, Develop, Unit Test)	700 \$	45,000 Integrations based on the RFP
Data Conversion	1,600 \$	90,000 Data conversion for 3 year historical data
Standard Reports	500 \$	45,000 development
Batch Scheduler (Config, Train, Test)	200 \$	56,250
Core Team Training	400 \$	22,500
End User Training	1,100 \$	56,250 End user training provided by ESC
Functional Testing	1,800 \$	56,250
Integration Testing	480 \$	56,250
Parallel Testing	600 \$	33,750
Performance Testing	160 \$	33,750
Acceptance Testing	320 \$	56,250
System Go-Live Activities	160 \$	22,500
90 Days Onsite Post Go-Live Support	400 \$	67,500 3 months post implementation support
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
Subtotal: ERP Implementation Costs	13,340 \$	1,125,000

Anticipated expenses to install and supply proposed solution:		Costs		Notes	
Airfare					
Lodging					
Car Rental					
Meals					
Parking					
Supplies					
Postage					
Post Go-Live Travel Expenses					
		\$	-		
Subtotal: Expenses		\$	-		

	Costs	Notes
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
Subtotal: Other	\$ -	

\$	1,405,377
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City of McAllen

HCM Cost Worksheet

Provided By:

ESC Partners

HCM Software License Fees**Software Related**

List ALL licenses, costs, names of applications, and modules as part of the base software that is being proposed.

Application Name	Price	Pricing Methodology & Assumptions
Oracle HCM Cloud Base Cloud Service	\$ 33,158	Annual Subscription Fee model (2,500 Users)
Oracle HCM Talent Mgt Cloud Service	\$ 15,474	Annual Subscription Fee model (2,500 Users)
Oracle HCM Workforce Comp Cloud Service	\$ 8,842	Annual Subscription Fee model (2,500 Users)
Oracle HR Help Desk Cloud Service	\$ 8,842	Annual Subscription Fee model (2,500 Users)
Oracle Learning Cloud Service	\$ 6,632	Annual Subscription Fee model (2,500 Users)
Oracle Payroll Cloud Service for USA	\$ 15,474	Annual Subscription Fee model (2,500 Users)
Oracle Recruiting Cloud Service	\$ 17,684	Annual Subscription Fee model (2,500 Users)
Oracle Policy Automation for Workers Cloud Service	\$ 3,158	Annual Subscription Fee model (2,500 Users)
Oracle Time and Labor Cloud Service	\$ 6,632	Annual Subscription Fee model (2,500 Users)
Oracle Workforce Health & Safety Incidents Cloud Service	\$ 4,421	Annual Subscription Fee model (2,500 Users)
Additional Test Environment	\$ 9,474	Annual Subscription Fee model (1)

List ALL license, costs, names of applications, and modules from 3rd party's being proposed.

Application Name	Price	Pricing Methodology & Assumptions
N/A	\$ -	
	\$ -	
	\$ -	
Subtotal: Software License Fees	\$ 129,791	

HCM Implementation Costs**Professional Services and other Implementation Costs**

List all costs associated with implementing a complete solution.

The breakdown below should be by major phase.

Application Name	Cost	Notes
Implementation Time Frame (Mos):	14	Enter Total HCM Project Duration in Months
Project Management and Change Management	2,400 \$	204,000 Full time PM and Change Management resource
Project Planning Meetings	180 \$	51,000
Software Installation	120 \$	51,000 SaaS Solution - Provisioning
Fit or Gap Analysis	1,800 \$	51,000 Solution design and best practice configuration
Configuration	2,300 \$	51,000
Modifications (Design, Develop, Unit Test)	600 \$	30,600 Custom configuration based on RFP
Interfaces (Design, Develop, Unit Test)	800 \$	40,800 Intergrations based on the RFP
Data Conversion	1,900 \$	81,600 Data conversion for 3 year historical data
Standard Reports	500 \$	40,800 development
Batch Scheduler (Config, Train, Test)	200 \$	51,000
Core Team Training	200 \$	20,400
End User Training	1,000 \$	51,000 End user training provided by ESC
Functional Testing	1,800 \$	51,000
Integration Testing	1,600 \$	51,000
Parallel Testing	1,000 \$	30,600
Performance Testing	600 \$	30,600
Acceptance Testing	400 \$	51,000
System Go-Live Activities	160 \$	20,400
90 Days Onsite Post Go-Live Support	400 \$	61,200 3 months post implementation support
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
	- \$	-
Subtotal: HCM Implementation Costs	17,940 \$	1,020,000

HCM Expenses**Expense Related Costs**

List anticipated expenses to install and support proposed solution.

Costs	Notes
Airfare	
Lodging	
Car Rental	
Meals	
Parking	
Supplies	
Postage	
Post Go-Live Travel Expenses	
Subtotal: Expenses	\$ -

Other One-Time Fees or Expenses

List any other one-time fees and expenses required for the proposed solution.

Costs	Notes
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
Subtotal: Other	\$ -

TOTAL HCM IMPLEMENTATION SOLUTION COSTS**\$ 1,149,791**

City of McAllen

EPM Cost Worksheet

Provided By:

ESC Partners**EPM Software License Fees****Software Related**

List ALL licenses, costs, names of applications, and modules as part of the base software that is being proposed.

Application Name	Price	Pricing Methodology & Assumptions
Oracle Enterprise Performance Mgt Cloud Service	\$ 69,474	Annual Subscription fees (100 Users)
Additional Application for Oracle EPM	\$ -	Annual Subscription fees (6)

List ALL license, costs, names of applications, and modules from 3rd party's being proposed.

Application Name	Price	Pricing Methodology & Assumptions
N/A	\$ -	
	\$ -	
	\$ -	

Subtotal: Software License Fees	\$ 69,474	
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EPM Implementation Costs**Professional Services and other Implementation Costs**

List all costs associated with implementing a complete solution.

The breakdown below should be by major phase.

Application Name	Cost	Notes
Implementation Time Frame (Mos):	6	<===== Enter Total EMP Project Duration In Months
Project Management and Change Management	1,000 \$ 174,000	Full time PM and Change Management resource
Project Planning Meetings	80 \$ 43,500	
Software Installation	160 \$ 43,500	SaaS Solution - Provisioning
Fit or Gap Analysis	700 \$ 43,500	Solution design and best practice configuration
Configuration	1,000 \$ 43,500	
Modifications (Design, Develop, Unit Test)	600 \$ 26,100	Custom configuration based on RFP
Interfaces (Design, Develop, Unit Test)	400 \$ 34,800	Integrations based on the RFP
Data Conversion	960 \$ 69,600	Data conversion for 3 year historical data
Standard Reports	400 \$ 34,800	development
Batch Scheduler (Config, Train, Test)	100 \$ 43,500	
Core Team Training	160 \$ 17,400	
End User Training	600 \$ 43,500	End user training provided by ESC
Functional Testing	800 \$ 43,500	
Integration Testing	400 \$ 43,500	
Parallel Testing	400 \$ 26,100	
Performance Testing	120 \$ 26,100	
Acceptance Testing	160 \$ 43,500	
System Go-Live Activities	120 \$ 17,400	
90 Days Onsite Post Go-Live Support	320 \$ 52,200	3 months post implementation support
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
	- \$ -	
Subtotal: EPM Implementation Costs	8,480 \$ 870,000	

EPM Expenses**Expense Related Costs**

List anticipated expenses to install and support proposed solution.

Costs	Notes
Airfare	
Lodging	
Car Rental	
Meals	
Parking	
Supplies	
Postage	
Post Go-Live Travel Expenses	
Subtotal: Expenses	\$ -

Other One-Time Fees or Expenses

List any other one-time fees and expenses required for the proposed solution.

Costs	Notes
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
Subtotal: Other	\$ -

TOTAL EPM IMPLEMENTATION SOLUTION COSTS	\$ 939,474
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ESC Partners

\$ 152,287

4,770	\$1,200,000
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\$ -

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\$1,352,287

Price Quotation

Quote: 5128733
Reference: 1735551
Date: 11/21/2022
Expires: 01/31/2023

To:
McAllen City of (TX)
1300 Houston Ave.
McAllen, TX 78501

From: Sean Sexton
DLT Solutions, LLC
2411 Dulles Corner Park
Suite 800
Herndon, VA 20171

Phone:
Fax:
Email:

Phone: (703) 708-9156
Fax: (703) 708-9156
Email: sean.sexton@dlt.com

#	DLT Part No.	Contract	Qty	Unit Price	Ext. Price
	NOTE				
	Please note this is budgetary pending Oracle approvals.				
1	9891-7515	MSTATE-ORCL-USC	30000	\$0.31579	\$9,473.70
	Oracle Digital Assistant Platform for SaaS-Hosted Employee Quantity reflects licenses (2,500) x months (12).				
2	9891-316265	MSTATE-ORCL-USC	30000	\$1.10526	\$33,157.80
	Fusion Human Capital Management Base Cloud Service - Hosted Employee, Monthly Quantity reflects licenses (2,500) x months (12).				
3	9891-317370	MSTATE-ORCL-USC	30000	\$0.29474	\$8,842.20
	Fusion Human Resources Help Desk Cloud Service - Hosted Employee, Monthly Quantity reflects licenses (2,500) x months (12).				
4	9891-320272	MSTATE-ORCL-USC	30000	\$0.58947	\$17,684.10
	Fusion Recruiting Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
5	9891-3212071	MSTATE-ORCL-USC	30000	\$0.14737	\$4,421.10
	Fusion Workforce Health and Safety Incidents Cloud Service - Hosted Employee, Monthly Quantity reflects licenses (2,500) x months (12).				
6	9891-27178	MSTATE-ORCL-USC	30000	\$0.51579	\$15,473.70
	Oracle Fusion Talent Management Cloud Service - Hosted Named User Quantity reflects licenses (2,500) x months (12).				
7	9891-27179	MSTATE-ORCL-USC	30000	\$0.29474	\$8,842.20
	Oracle Fusion Workforce Compensation Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
8	9891-316266	MSTATE-ORCL-USC	30000	\$0.51579	\$15,473.70
	Fusion Payroll Cloud Service for United States - Hosted Employee, Monthly Quantity reflects licenses (2,500) x months (12).				
9	9891-240539	MSTATE-ORCL-USC	30000	\$0.22105	\$6,631.50
	Fusion Time and Labor Cloud Service - Hosted Named User, Monthly Quantity reflects licenses (2,500) x months (12).				
10	9891-311103	MSTATE-ORCL-USC	2	\$4,736.84	\$9,473.68
	Additional Test Environment for Oracle Fusion Cloud Service - Each, Annual				
11	9891-316264	MSTATE-ORCL-USC	30000	\$0.22105	\$6,631.50
	Fusion Learning Cloud Service - Hosted Named User, Monthly Quantity reflects licenses (2,500) x months (12).				

Price Quotation

Quote: 5128733
Reference: 1735551
Date: 11/21/2022
Expires: 01/31/2023

#	DLT Part No.	Contract	Qty	Unit Price	Ext. Price
12	9891-32360510	MSTATE-ORCL-USC	30000	\$2.21053	\$66,315.90
	Oracle Fusion Enterprise Resource Planning Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
13	9891-32360511	MSTATE-ORCL-USC	30000	\$2.21053	\$66,315.90
	Oracle Fusion Procurement Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
14	9891-32360512	MSTATE-ORCL-USC	30000	\$1.57895	\$47,368.50
	Oracle Fusion Supply Chain Execution Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
15	9891-319499	MSTATE-ORCL-USC	30000	\$0.12632	\$3,789.60
	Oracle Fusion WebCenter Forms Recognition Cloud Service - Hosted Employee Quantity reflects licenses (2,500) x months (12).				
16	4931153FFP5	MSTATE-ORCL-USC	12	\$6.316	\$75.79
	Oracle PCI Compliance Cloud Service - Each Quantity reflects licenses (1) x months (12).				
17	9891-32360519	MSTATE-ORCL-USC	1200	\$57.89474	\$69,473.69
	Oracle Enterprise Performance Management Enterprise Cloud Service - Hosted Named User Quantity reflects licenses (100) x months (12).				
18	9891-32360559	MSTATE-ORCL-USC	6	\$0.00	\$0.00
	Oracle Additional Application for Oracle Enterprise Performance Management Enterprise Cloud Service				
19	9891-7702	MSTATE-ORCL-USC	120	\$26.31579	\$3,157.89
	Oracle Intelligent Advisor Cloud Service - 1,000 Interactions, Monthly Quantity reflects licenses (10) x months (12).				
20	9891-32356965	MSTATE-ORCL-USC	2160	\$65.78947	\$142,105.26
	Oracle Fusion Public Sector Community Development Cloud Service - Hosted Named User, Monthly Quantity reflects licenses (180) x months (12).				
21	9891-7428	MSTATE-ORCL-USC	240	\$28.94737	\$6,947.37
	Oracle Digital Assistant Platform for Oracle SaaS - 1000 Sessions, Monthly Quantity reflects licenses (20) x months (12).				
22	9891-320813	MSTATE-ORCL-USC	30000	\$0.10526	\$3,157.80
	Policy Automation for Workers Cloud Service - Hosted Employee, Monthly Quantity reflects licenses (2,500) x months (12).				
23	4931153FFP1	MSTATE-ORCL-USC	3600	\$46.05263	\$165,789.47
	Oracle Utilities Work and Asset Cloud Service - Hosted Named User Quantity reflects licenses (300) x months (12).				
24	9891-32356982	MSTATE-ORCL-USC	3600	\$15.78947	\$56,842.09
	Oracle Field Service Professional Cloud Service - Hosted Named User, Monthly Quantity reflects licenses (300) x months (12).				
25	4931153FFP3	MSTATE-ORCL-USC	602400	\$0.38296	\$230,695.10
	Oracle Utilities Customer Cloud Service - Billable Service Customer Quantity reflects licenses (50,200) x months (12).				

Price Quotation

Quote: 5128733
Reference: 1735551
Date: 11/21/2022
Expires: 01/31/2023

#	DLT Part No.	Contract	Qty	Unit Price	Ext. Price
	NOTE				
	\$5,300,060.00 for implementation and professional services from ESC Partners. Budgetary placeholder pending approvals with ESC Partners.				
	NOTE				
	Notwithstanding any statement to the contrary in this Order, You expressly agree that the services acquired in this order will not auto-renew. You shall have the option to renew your subscription for the same services listed in this order at the same usage limits for nine (9) additional option years. Professional Services are not included in these option years. Option Year One (commencing the day after the last day of the service period specified in this order): \$[Total 12-month annualized Cloud Services fee for the services period under this order] x 1.00. Option Year Two: \$[Total 12 -month annualized Cloud Services fees for Option Year One] x 1.00 Option Year Three: \$[Total 12 -month annualized Cloud Services fees for Option Year Two] x 1.02 Option Year Four: \$[Total 12 -month annualized Cloud Services fees for Option Year Three] x 1.02 Option Year Five: \$[Total 12 -month annualized Cloud Services fees for Option Year Four] x 1.04 Option Year Six: \$[Total 12 -month annualized Cloud Services fees for Option Year Five] x 1.04 Option Year Seven: \$[Total 12 -month annualized Cloud Services fees for Option Year Six] x 1.05 Option Year Eight: \$[Total 12 -month annualized Cloud Services fees for Option Year Seven] x 1.05 Option Year Nine: \$[Total 12 -month annualized Cloud Services fees for Option Year Eight] x 1.05 Option Year Ten: \$[Total 12 -month annualized Cloud Services fees for Option Year Nine] x 1.05 You must provide the Oracle authorized partner a minimum of 30 days notice prior to the expiration of a service term of your intent to exercise an Option Year and execute an order for the new option period prior to the expiration date of the existing service period. The Cloud Services listed above may not be renewed at the option year pricing listed above if: (i) Oracle is no longer making such Cloud Services generally available to customers, or (ii) You are seeking to cancel or reduce the number of user licenses of the Cloud Services set forth in this order."				
	NOTE				
	DLT Solutions LLC OMNIA Contract #180233-001 terms and condition will govern this transaction.				

Total	\$6,298,199.54
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The pricing above is a Rough Order of Magnitude (ROM). This should not be construed or interpreted to be a binding proposal. This is for budgetary and planning purposes only. Upon receipt of a Request for Proposal or Quote, DLT will respond with an official binding proposal or quotation.

Price Quotation

Quote: 5128733
Reference: 1735551
Date: 11/21/2022
Expires: 01/31/2023

Contract Serial No. 180233-001
Contract Expires: 11/30/2023
UEI - F1N2KDGBDTU8
Federal ID #: 54-1599882
FOB: Destination
Terms: Net 30 (On Approved Credit)
DLT accepts VISA/MC/AMEX
Ship Via: Fedex Ground/UPS

THIS QUOTE IS SUBJECT TO THE TERMS AND CONDITIONS OF CONTRACT SERIAL NUMBER 180233. CUSTOMER IS DIRECTED TO INCORPORATE (BY REFERENCE) THIS QUOTE IN ANY RESULTING TASK/DELIVERY ORDER OR AWARD. THE TERMS OF THE AFOREMENTIONED CONTRACT ARE THE ONLY CONTROLLING TERMS AND ANY TERMS OR CONDITIONS CONTAINED IN AN ORDER, AWARD OR OTHER INSTRUMENT OF BUYER, WHICH ARE IN ADDITION TO OR INCONSISTENT WITH ANY OF THE TERMS OR CONDITIONS CONTAINED IN THOSE REFERENCED HEREIN, SHALL NOT BE BINDING ON DLT OR ITS MANUFACTURERS AND SHALL NOT APPLY UNLESS SPECIFICALLY AGREED TO IN WRITING BY DLT.

CPARs requests should be sent to the attention of AJ Ezersky at cpars@dlt.com.

**PLEASE REMIT
PAYMENT TO:**

ACH: DLT Solutions, LLC
Bank of America
ABA # 111000012
Acct # 4451063799

-OR-

Mail: DLT Solutions, LLC
P.O. Box 743359
Atlanta, GA 30374-3359

Customer orders subject to applicable sales tax.

Documentation to be submitted to validate Invoice for payment:

- Authorized Services shall be invoiced with a corresponding time report for the period of performance identifying names, days, and hours worked.
- Authorized reimbursable expenses shall be invoiced with a detailed expense report, documented by copies of supporting receipts.
- Authorized Education or Training shall be invoiced with a Report identifying date and name of class completed, and where applicable the name of attendees.

The Quote Number referenced above incorporates Oracle's Technical Support Policies located at:

<http://www.oracle.com/us/support/policies/index.html>. Issuance of an order pursuant to this quote is acknowledgement and acceptance of these terms and conditions. Please reference and incorporate this Quote Number on your purchase order.



ITEM SUMMARY

BOARD: City Commission

AGENDA ITEM

2.A.

DATE SUBMITTED

11/23/2022

MEETING DATE

11/28/2022

1. Agenda Item: Consideration of Economic Development Matters. (Section 551.087, T.G.C.)
2. Party Making Request: Isaac Tawil
3. Applicant:
4. Nature of Request: Consideration of Economic Development Matters. (Section 551.087, T.G.C.)
5. Fiscal Impact Summary:
6. Budgeted:

Bid Amount:	_____	Budgeted Amount:	_____
Under Budget:	_____	Over Budget:	_____
		Amount Remaining:	_____
7. Routing:

Amy Gonzalez	Created/Initiated - 11/23/2022
Isaac Tawil	Final Approval - 11/23/2022
8. Staff Recommendation:
9. Advisory Board:
10. City Attorney:
11. Manager's Recommendation: