

Internal M/WBE Waiver Request Form

Date: 29 July 2019

Department: Information Technology

Contact Name & Phone: Chryste Hofer, Deputy CIO 336.373.4650

Contract Name and Number (if applicable): Infor Subscription Fees and services for migration to v11

A waiver of the M/WBE participation requirement may be requested by the **Originating Department** at least 5 business days prior to advertisement or solicitation. In detail below, please explain your reason for requesting a waiver (attach RFP & supporting documentation as necessary).

Final approval of the request will be made by the City Manager's Office.

The Finance, Human Resource and Information Technology Department desire to alter the remaining two years of our five year contract and extend our commitment to the Infor ERP solution. The Infor Lawson solution is essential in supporting the city's enterprise applications which include financial, human capital management, and procurement systems. It is considered the system of record for all City administration functions. The new subscription agreement will have a five year commitment term with annual subscription fees due each year. Infor has offered this agreement with a 2% escalation in each annual fee. This is 3% below the industry norm. This renewal and service agreement includes additional product and all data migrations to the new Infor version 11 release which is entirely rewritten from the original Lawson applications. Securing this commitment for several years allows us to plan out our anticipated expenses and maintain our capital leasing fund at the appropriate funding levels.

We are happy with the current product, but always seeking further improvement. By changing our licensing model, Infor was able to put together a bundled package to meet our objectives. This package includes the following new products:

- Coleman Artificial Intelligence – built in machine learning and voice recognition skills
- Birst Reporting Tools- Analytic designer tools and pre-delivered dashboards
- Tracker E-verify and I-9 solution services.
- User Adoption Platform- Training tools for the Learning Management System
- Infor Document Management – Built in Document management to store supporting documentation on the transaction

We recognize that competitive ERP solutions exist; however, continuing with the existing solution is the most reasonable and efficient way to meet the objectives of the organization. The Infor software, while not perfect, is continually evolving, and offers the breadth and depth of functionality we require to run the business of the City. Implementing a new solution would create a great deal of resource turbulence to the organization and is frankly cost prohibitive. The original purchase of Lawson was a six million dollar investment for software and implementation and that was almost twenty years ago. It would far exceed that for the same quality solution today.

This contract is going before council on the August 20, 2019 agenda. It will be in agenda prep on August 1.

The one time services total \$600,000. The on-going subscription for a 5 year period of FY20- FY24 is \$4,948,839.

Christine A. Hofer, Deputy
CIO

Digitally signed by Christine A. Hofer,
Deputy CIO
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