



BOARD OF SUPERVISORS AGENDA ITEM REPORT  
AWARDS / CONTRACTS / GRANTS

Award  Contract  Grant

Requested Board Meeting Date: 06/20/2023

\* = Mandatory, information must be provided

or Procurement Director Award:

**\*Contractor/Vendor Name/Grantor (DBA):**

SHI International, Corp.

**\*Project Title/Description:**

Information Technology Solutions & Services

**\*Purpose:**

Amendment of Award: Master Agreement No. MA-PO-22-093, Amendment No. 02. This Amendment increases the annual award amount by \$7,500,000.00 from \$6,000,000.00 to \$13,500,000.00 for a cumulative not-to-exceed contract amount of \$19,500,000.00. This increase is needed for the Microsoft Enterprise Agreement purchase, third-party software purchases related to the implementation of the new ERP system, and additional other third-party software needs. Administering Department: Information Technology.

**\*Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, on 04/05/2022, the Board of Supervisors approved an award of contract for an initial term effective 04/05/2022 to 02/28/2023 in the annual award amount of \$6,000,000.00 with two (2) one-year renewal options.

On 10/26/2022, the Procurement Director approved Amendment No. 01, which extended the termination date to 02/28/2024 and added the annual award amount of \$6,000,000.00 for a cumulative not-to-exceed contract amount of \$12,000,000.00. One (1) renewal option remained.

PRCUID: 439397

Attachments: Contract Amendment No. 02 and ITD SHI Annual Award Increase Memo.

**\*Program Goals/Predicted Outcomes:**

Permit the Information Technology Department (ITD) to fulfill the software and related hardware needs of County departments.

**\*Public Benefit:**

Maximizes the use of public funds by leveraging volume discounts for software products and related services purchased through a cooperative agreement.

**\*Metrics Available to Measure Performance:**

ITD will acquire quotes from both SHI & CDW to assure the best possible pricing before purchase decisions are made.

**\*Retroactive:**

No.

TO: COB 06/02/2023

VERS: 4

PGS: 3

THE APPLICABLE SECTION(S) BELOW MUST BE COMPLETED

Click or tap the boxes to enter text. If not applicable, indicate "N/A". Make sure to complete mandatory (\*) fields

Contract / Award Information

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Contract Number (i.e., 15-123): \_\_\_\_\_
Commencement Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Prior Contract Number (Synergen/CMS): \_\_\_\_\_
Expense Amount \$ \_\_\_\_\_ Revenue Amount: \$ \_\_\_\_\_

\*Funding Source(s) required: \_\_\_\_\_

Funding from General Fund? Yes No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

Contract is fully or partially funded with Federal Funds? Yes No

If Yes, is the Contract to a vendor or subrecipient? \_\_\_\_\_

Were insurance or indemnity clauses modified? Yes No

If Yes, attach Risk's approval.

Vendor is using a Social Security Number? Yes No

If Yes, attach the required form per Administrative Procedure 22-10.

Amendment / Revised Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 22-093

Amendment No.: 02 AMS Version No.: 4

Commencement Date: 06/20/23 New Termination Date: N/A

Prior Contract No. (Synergen/CMS): N/A

Expense Revenue Increase Decrease

Amount This Amendment: \$ 7,500,000.00

Is there revenue included? Yes No If Yes \$ N/A

\*Funding Source(s) required: Internal Service Fund (ISF); General Fund

Funding from General Fund? Yes No If Yes \$ \_\_\_\_\_ % 25

Grant/Amendment Information (for grants acceptance and awards)

Award Amendment

Document Type: \_\_\_\_\_ Department Code: \_\_\_\_\_ Grant Number (i.e., 15-123): \_\_\_\_\_

Commencement Date: \_\_\_\_\_ Termination Date: \_\_\_\_\_ Amendment Number: \_\_\_\_\_

Match Amount: \$ \_\_\_\_\_ Revenue Amount: \$ \_\_\_\_\_

\*All Funding Source(s) required: \_\_\_\_\_

\*Match funding from General Fund? Yes No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

\*Match funding from other sources? Yes No If Yes \$ \_\_\_\_\_ % \_\_\_\_\_

\*Funding Source: \_\_\_\_\_

\*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?

Contact: Procurement Officer, Brandon Morgan

Acting Division Manager, Troy McMaster

Department: Acting Procurement Director, Ana Wilber

Telephone: 520.724.8728

Department Director Signature: Mark Hayes

Date: \_\_\_\_\_

Deputy County Administrator Signature: [Signature]

Date: 6-2-2023

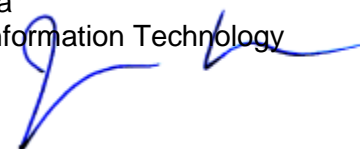
County Administrator Signature: [Signature]

Date: 6/2/2023

Date: 5/23/2023

To: Terri Spencer  
Procurement Director

From: Javier Baca  
Director, Information Technology



Re: SHI MA 22\*93 Annual Award Increase

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The current Master Agreement (MA) for Software Value Added Reseller, SHI (22\*093), is one of two contracts that allows for continuous competitive pricing for most software purchases throughout Pima County. The SHI (22\*093) and CDW (17\*071) Agreements are the County's primary vendors for all software acquisitions. The Information Technology Department would like to request an increase on this MA (22\*093) to accommodate anticipated purchases related to the Enterprise Resource Planning (ERP) program, the Microsoft Enterprise Agreement, and other unanticipated procurements.

The CDW (17\*071) MA was made available via a Cooperative Agreement through the State Procurement Office (State). This Agreement expires on July 31, 2023, and the State has not yet created Participating Addendum under the new contract. For this reason, Pima County's Microsoft Enterprise Agreement will be purchased through SHI (22\*093) at a cost of \$4.5 million instead, thus offsetting the intended spend on CDW's MA (17\*071).

Major components of the ERP program, such as Workday software licensing & online support and implementation services from the IBM corporation, are licensed directly with those providers and paid under separate agreements. As disclosed in the February 7, 2023, BOS Agenda Item authorizing the ERP program, there are additional software and related services components that will be procured via the software reseller agreements, and those that we anticipate acquiring via SHI are listed below.

Due to these anticipated purchases, which were not known to Pima County staff when the SHI agreement was initially put forth in 2022, we now need to increase the annual award limit of the Master Agreement by \$7,500,000.00. This will allow Pima County to take advantage of the cooperative agreement rates and provide the best value for these acquisitions.

### **MA initial annual award breakdown (2022)**

\$4 million for ongoing software renewals of previously purchased software, including but not limited to Attunity, Wonderware, Workiva, HedgegrowSW, SeeClickFix, etc;

\$2 million for IT's original estimate for expansion of County software needs.

### **MA expanded needs breakdown (ERP Related)**

\$1.87 million for Qlik (data aggregation, reporting, and analytics)

\$200 thousand for Snowflake (Cloud data storage and management)

\$500 thousand for Aurigo (Project Management Software for CIP)

\$75 thousand for Sympro (debt and cash management)

\$100 thousand for Bonfire procurement software

### **MA expanded needs breakdown (Other County Software)**

\$165 thousand for TBS Print Management System (for Pima County Free Library)

\$4.5 million for Microsoft Enterprise Agreement

**Pima County** Procurement Department

**Project:** Information Technology Solutions & Services

**Contractor:** SHI International, Corp.  
290 Davidson Avenue  
Somerset, NJ 08873

**Contract No.:** MA-PO-22-093

**Contract Amendment No.:** 02

<b>Orig. Contract Term:</b>	04/05/2022 – 02/28/2023	<b>Orig. Amount:</b>	\$ 6,000,000.00
<b>Termination Date Prior Amendment:</b>	02/28/2024	<b>Prior Amendments Amount:</b>	\$ 6,000,000.00
<b>Termination Date This Amendment:</b>	02/28/2024	<b>This Amendment Amount:</b>	\$ 7,500,000.00
		<b>Revised Total Amount:</b>	\$ 19,500,000.00

### CONTRACT AMENDMENT

The parties agree to amend the above-referenced contract as follows:

#### 1. Background and Purpose.

- 1.1. Background. On April 5, 2022, County and Contractor entered into the above referenced agreement to provide third party off-the-shelf hardware, software, and software services.
- 1.2. Purpose. County requires an increase to the maximum amount it may spend annually under this Contract.


2. **Maximum Payment Amount**. The maximum amount the County will spend under this Contract, as set forth in Section 5.2, is increased by \$7,500,000.00 per year, from \$6,000,000.00 to \$13,500,000.00. County's total payments to Contractor under this contract, including any sales taxes, will not exceed \$19,500,000.00.

All other provisions of the Contract not specifically changed by this Amendment remain in effect and are binding upon the parties.

**PIMA COUNTY**

**SHI INTERNATIONAL, CORP.**

\_\_\_\_\_  
Chair, Board of Supervisors

  
\_\_\_\_\_  
Authorized Officer Signature

\_\_\_\_\_  
Date

Darek Awas     Manager - Contracts  
Printed Name and Title

05/30/23  
Date

**ATTEST**

\_\_\_\_\_  
Clerk of the Board

\_\_\_\_\_  
Date

This contract template has been approved as to form by the Pima County Attorney's Office.