



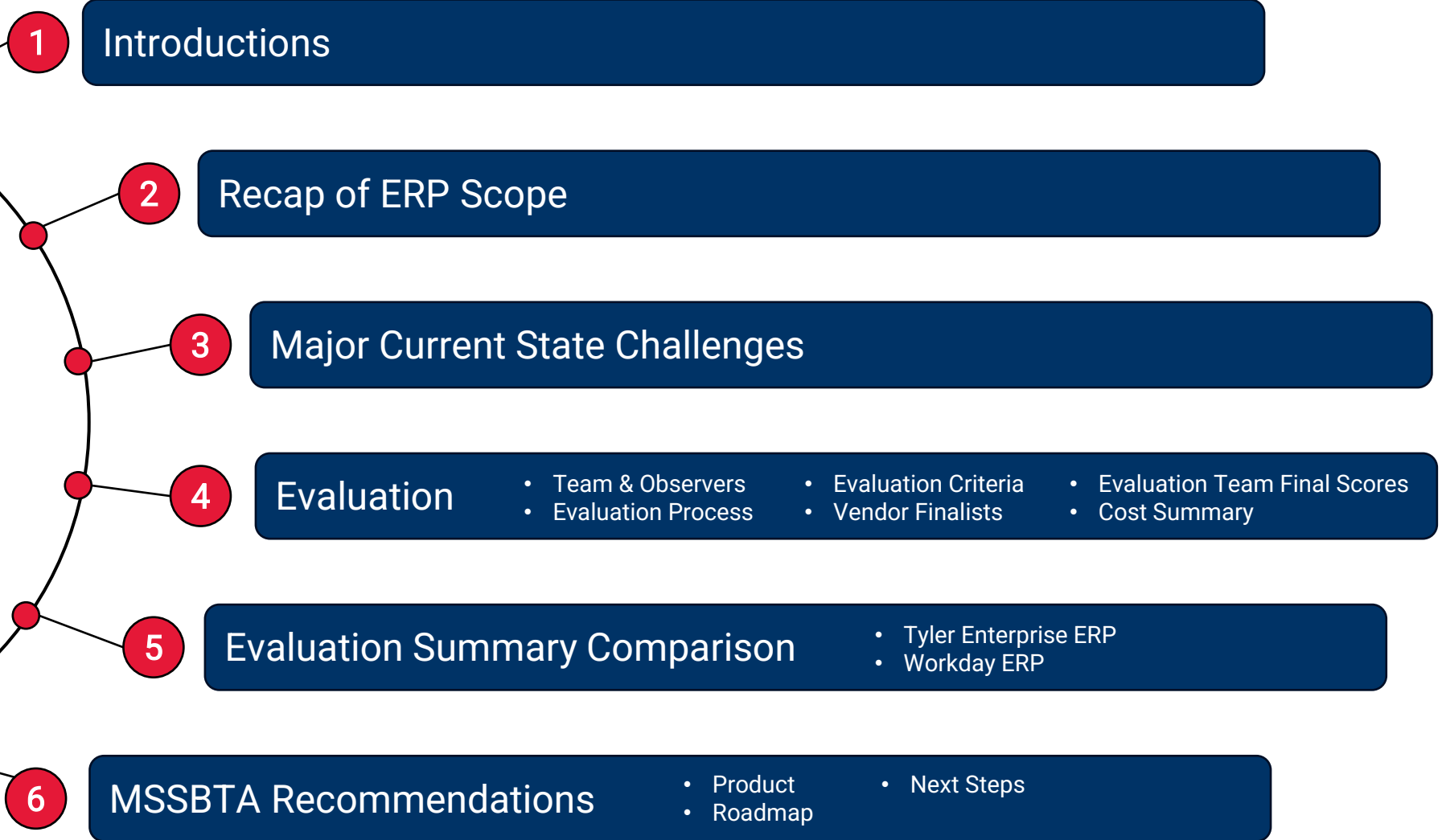
Cochise County Information Technology  
April 10, 2024



# SaaS ERP Implementation Solution Recommendation Executive Summary



# Agenda





# Recap of ERP Scope

County Department	ERP Module	Function	Current System
Finance	Accounting	General Ledger	New World (Tyler)
Finance	Accounting	Fixed Asset Management	New World (Tyler)
Finance	Accounting	Accounts Receivable	New World (Tyler)
Finance	Accounting	Accounts Payable	New World (Tyler)
Finance	Finance	Budgeting (Financial Planning & Analysis)	New World (Tyler)
Finance	Procurement	Purchasing (incl. RFPs)	New World (Tyler)
Finance	HR	Payroll Management	ADP Workforce Now
Human Resources	HR	Manage (Core HRIS, Compensation and Benefits)	ADP Workforce Now
Human Resources	HR	Manage (Time & Attendance)	ADP Workforce Now
Human Resources	HR	Recruit (Hiring to Onboarding)	NEOGOV
Human Resources	HR	Develop (Performance, Training, Policy Mgmt.)	Various Systems/Manual





# Major Current State Challenges

- 1.** | Presently, five systems are in use that cannot seamlessly integrate.
- 2.** | There is a lack of flexibility to tailor the software to the specific needs of local government.
- 3.** | Current systems are driving bottlenecks, inefficiencies, and the need for makeshift solutions, resulting in a staggering 60% manual process steps.





# Evaluation Team



The Cochise County Evaluation Team scoring was facilitated by Anne Coppola in Procurement and was comprised of Super Users from each Department:

<p><b>IT: 2 Super Users to cover:</b> <i>Technology, Platform, Security, Hosting, Document and Records Management, Business Process Management and Customer Support.</i></p>		<p><b>Joe Casey</b> <b>David Kelso</b></p>
<p><b>HR: 2 Super Users to cover:</b> <i>Payroll, Core HRIS, Compensation, Benefits, Time &amp; Attendance (including Grants), Recruiting, Development and HR Reporting &amp; Analysis.</i></p>		<p><b>Jennifer Graeme</b> <b>Pete Campbell</b></p>
<p><b>Finance: 3 Super Users to cover:</b> <i>General Ledger, Fixed Assets, Accounts Receivable &amp; Payable, Budgeting, Procurements and Financial Reporting &amp; Analysis (including Project Management &amp; Grants).</i></p>		<p><b>Monica Miranda</b> <b>Sasha Dyer</b> <b>Elaine Esparza</b></p>





# Observers



## Process

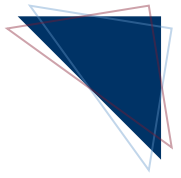
- An Observation Team was also invited to review the Demonstrations Script and provide input
- They were included in the Software Demonstrations
- Gathered feedback in group setting
- Reviewed how the systems might affect their unique use cases
- Started People Change Process



## Observers

- Courts
- Sheriff's Office
- Treasurer's Office
- Budget Office





# Evaluation Process



**RFP:** Evaluation started with a tailored Cochise County Request for Proposal (RFP) that included the RFI (specific functional & nonfunctional requirements), RFP Technical Review, Market Data and Pricing.

- 5 completed RFPs were submitted to Bonfire.

01



**RFP Scoring:** RFPs were scored by the Evaluation Team and input into the MSSBTA Decision Support Database (DSD) to provide unbiased and data driven scoring as a consideration for selection.

- The scores were used to decide on a Shortlist.

02



**Vendor Shortlist:** RFP Scores were used to evaluate the vendors and assist with deciding on a Shortlist.

- The Evaluation Team decided on a Shortlist of Vendors that would provide on-site Demonstrations of their Product.
- 2 Vendors were selected for the Shortlist.

03



**ERP Demonstrations:** Demos were provided based on a Cochise County tailored Demonstration Script. This script was built based on the County requirements and current system's pain points.

- The Evaluation Team Scored these demos. These scores were also entered into the DSD.
- Observers sat in on the demonstrations and provided feedback on the functionality.

04



**References:** Vendor provided User References.

- These were called by your staff and interviewed to decide on the References final scores. These were entered into the DSD to create your final vendor scores.

05



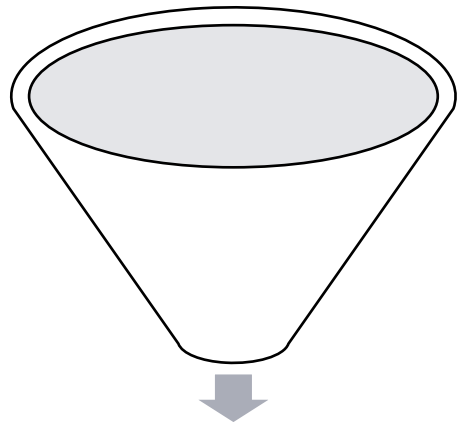


# Evaluation Criteria

Evaluation Scoring Breakdown (max 100 points)

## RFP Scoring breakdown for Shortlist/Demo invite:

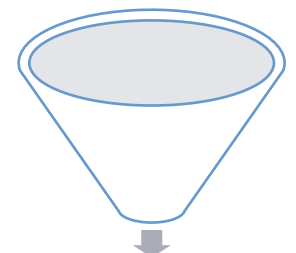
- 1** RFI Product Functionality (15%) & Technology (15%), 30% of total score
- 2** Pricing, 25% of total score
- 3** RFP Technical Evaluation, 15% of total score
- 4** Market Data, 10% of total score



80% of 100 total

## Shortlist scoring breakdown for final scores

- 5** Scripted Demonstration (Ease of Use & Process Fit), 15% of total score
- 6** References, 5% of total score





20% of 100 total = Final Score





# Vendor Finalists

Software Solution	Implementation Partner	Total 10-year Estimated Costs
	Internal team	\$4,951,522
	Avaap	\$6,329,025

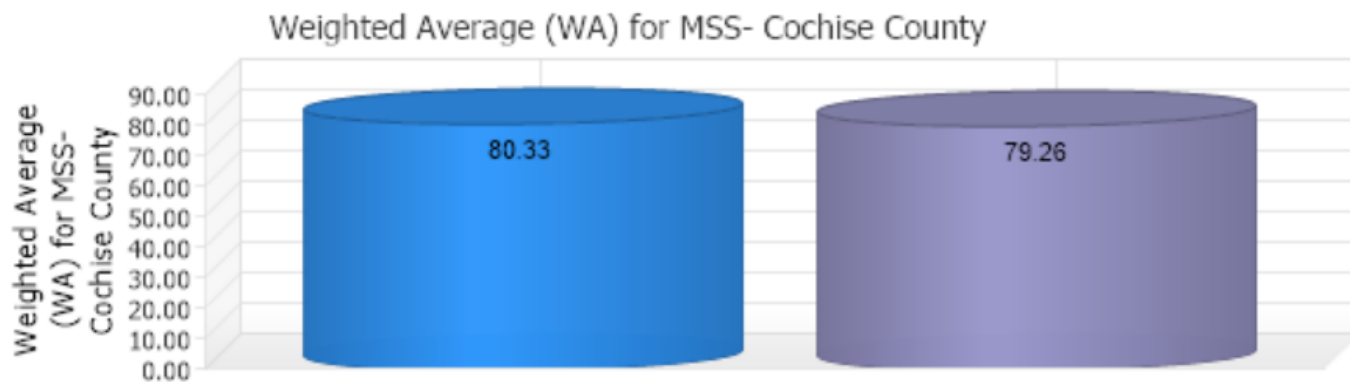


# Ranking based on evaluation team final scores

## MSS- Cochise County

Show Cost Components     Show Disqualified Critical Criteria

Rank	Product/Vendor	BestMatch Factor (BMF)	Weighted Average (WA)	Cost (USD)	Cost/BMF	Cost/WA
<b>1</b>	Enterprise ERP (formerly MUNIS) (Tyler Technologies)	66.56	80.33	<u>4,951,522.00</u>	74,395.95	61,640.19
<b>2</b>	Workday (Workday)	68.31	79.26	<u>6,329,025.00</u>	92,655.64	79,854.38





Based on our assessment of Cochise County's needs, local government requirements, and process fit potential, we recommend the following fully integrated ERP product.

Recommended ERP Product for Implementation:

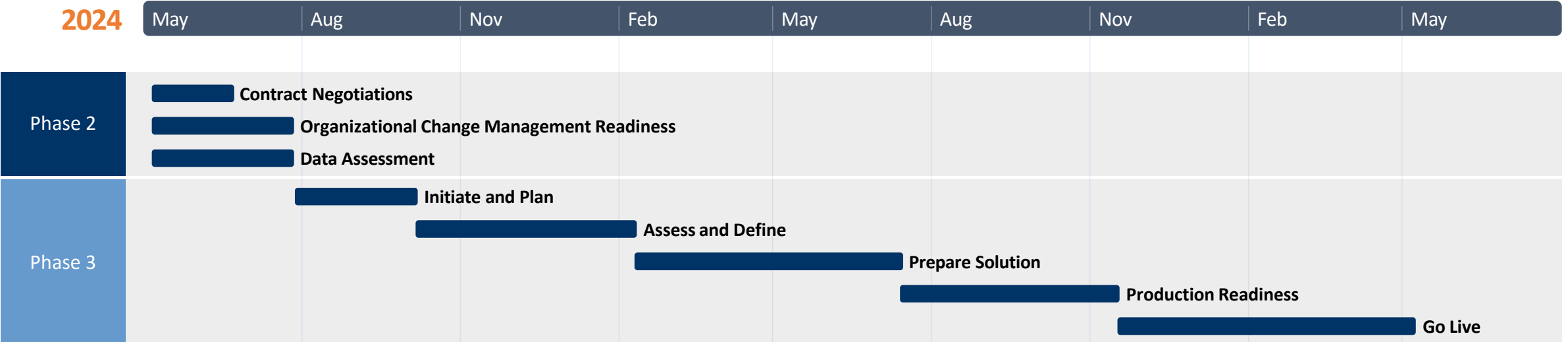





# High-level Implementation Cost and Timeline

2024

2026



Software Solution	Implementation Partner	Total 10-year Estimated Costs	Total Est. Cost to Implement	Year 1 and 2 Software Costs	Years 3-10 Software Costs (Annual Avg - \$363,964)	Timeline
	Internal team	\$5,801,522	\$2,214,750	\$672,544	\$2,914,228	24 - month installation



# Questions?

**MSS**  
Business Transformation Advisory

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