



Yolanda Velasquez <yolanda.velasquez@co.hidalgo.tx.us>

FW: Quote-Q-58198- -Q-95750

1 message

Felix Alvarez <Felix.Alvarez@omniapartners.com>

Mon, Feb 28, 2022 at 12:52 PM

To: "jason.coppi@ukg.com" <jason.coppi@ukg.com>, "sal.pizzuti@ukg.com" <sal.pizzuti@ukg.com>

Cc: "yolanda.velasquez@co.hidalgo.tx.us" <yolanda.velasquez@co.hidalgo.tx.us>, "eduardo.belmarez@co.hidalgo.tx.us" <eduardo.belmarez@co.hidalgo.tx.us>

Thanks Jason. It appears you have afforded Hidalgo county better pricing that the Omnia Partners contract which is completely allowable within our contract. Our contract price is a ceiling and you all can definitely provide steeper discounts. This is great.

Yolanda, is there anything else I can assist with? This is compliant.

Best,

Felix Alvarez, MPA, CPPO, CPP

South Texas Regional Manager - Municipal/K12

OMNIA Partners, Public Sector

210-387-2084 Cell

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From: Jason Coppi <jason.coppi@ukg.com>

Sent: Monday, February 28, 2022 11:39 AM

To: Felix Alvarez <Felix.Alvarez@omniapartners.com>; Sal Pizzuti <sal.pizzuti@ukg.com>

Cc: yolanda.velasquez@co.hidalgo.tx.us; eduardo.belmarez@co.hidalgo.tx.us

Subject: RE: Quote-Q-58198- -Q-95750

Hi Felix and Hidalgo County team,

Thanks for your email.

See the attached updated quotes, where we have added a column to each showing the Omnia contract price next to the additionally discounted pricing from UKG.

This way you are able to see the additional discounts beyond the Omnia contract pricing that we were able to get approved for the County.

Please let me know if this meets your needs.

I know the goal from the department stakeholders is to get this on Court agenda for March 8th. Please advise if this is on the Court agenda for the 8th, or on track for that, or anything else we can help with to move this forward for you.

Thank you!

Jason Coppi | Local Government Account Executive

Ultimate Kronos Group

T: 512 731 1739

From: Felix Alvarez <Felix.Alvarez@omniapartners.com>
Sent: Friday, February 25, 2022 4:58 PM
To: Jason Coppi <jason.coppi@ukg.com>; Sal Pizzuti <sal.pizzuti@ukg.com>
Cc: yolanda.velasquez@co.hidalgo.tx.us; eduardo.belmarez@co.hidalgo.tx.us
Subject: [External Origin] FW: Quote-Q-58198- -Q-95750

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Jason and Sal,

My name is Felix Alvarez and I am the South Texas Regional Manager with Omnia Partners i.e. US Communities. You are using our contract to quote out to Hidalgo County which is a customer of mine and I am trying to assist them in validating pricing to ensure it is compliant with the contract award.

I am attaching the price files that we have in our system for your contract award – see link - [UKG \(Ultimate Kronos Group\) Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)

To make it easier for the County, can you adjust the quote to state original pricing - Omnia Pricing or Discount from Original – then final extended price. This will assist them greatly in moving this forward. It would just need to be for the section below in each quote:

Item	Total Price
Minimum Monthly SaaS Service & Equipment Rental Fee	USD 49,180.00
Minimum Annual SaaS Service & Equipment Rental Fee	USD 590,160.00
Total Equipment Purchase and Accessories Fee	USD 460,737.50
Total Support Fee	USD 65,100.00
Total One Time Fees	USD 275,000.00

Thank you. Call me if you have questions.

Felix Alvarez, MPA, CPPO, CPP

South Texas Regional Manager - Municipal/K12

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From: Yolanda Velasquez <yolanda.velasquez@co.hidalgo.tx.us>
Sent: Friday, February 25, 2022 1:14 PM
To: Felix Alvarez <Felix.Alvarez@omniapartners.com>
Subject: Fwd: Quote-Q-58198- -Q-95750

Good afternoon Mr. Alvarez,

I have found the current contract for Kronos with Omnia Partners - contract -18221. I need to have the price verified and I'm hoping you can help us with this.

Please refer to attached quotes for verification/compliance.

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Yolanda Z. Velasquez

Tel: 956-318-2626 Ext. 4881

EM: yolanda.velasquez@co.hidalgo.tx.us

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2 attachments



Q-95750 Hidalgo Drainage District HR Add On 2.28.22 order packet v1.pdf
240K



Q-58198 County of Hidalgo WFR 2.28.22 order packet v2.pdf
469K