



Interoffice Memorandum

August 10, 2020

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM:

Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Kris RiCharde, Enterprise IT Manager, Information Systems and Services
Division
(407) 836-5209

SUBJECT: Selection of Firm, Request for Proposals Y20-502-AH, Information Technology
Assessment and Strategic Plan

RECOMMENDATION:

Selection of one firm and an alternate to provide Information Technology Assessment and Strategic Plan, Request for Proposals Y20-502-AH, from the following firms listed alphabetically:

Deloitte Consulting LLP
KPMG, LLP

Further request authorization for the Procurement Division to negotiate and execute a contract within a not-to-exceed amount of \$380,000.

The proposals were evaluated by the Procurement Committee on July 20, 2020. Commissioner Victoria P. Siplin was assigned to the Procurement Committee.

PROCUREMENT:

The firm shall assess the current state of Orange County's information technology resources, processes, networks, and systems; and develop and draft a strategic plan or digital roadmap that reduces risks, enables departments to be more effective and efficient, and aligns the County's technology with the needs of residents, businesses, and visitors.

FUNDING:

Funding is available through accounting line 0001-031-0502-3197.

APPROVALS:

The Information Systems and Services Division and Business Development Division concur with this recommendation.

REMARKS:

Orange County delivers services to over 1.35 million residents, hundreds of thousands of businesses, and millions of visitors, and employs over 7,500 staff. Information Systems and Services (ISS) is its central IT organization, providing technology and telecommunications services to departments, the Mayor, Commissioners, residents, businesses and tourists. ISS desires to support Mayor Demings' vision to realize Orange County's potential as a county where technology fuels opportunity, inclusion, engagement, and innovation for all by:

- Facilitating creative thought to improve existing County processes,
- Designing and implementing systems to power processes and services,
- Leveraging data to drive decision-making and improve County service delivery,
- Piloting and evaluating new technologies,
- Producing and contributing to open source projects,
- Supporting public access to technology at County facilities, and
- Building strategic public and private partnerships.

As such, ISS requests the assistance of a Consultant to assess the state of the County's current IT resources, processes, networks and systems and develop a strategic plan that reduces risks, enabling departments to be more effective and efficient, and aligns the County's technology with the needs of residents, businesses and visitors.

The assessment can be summarized into the following sections: 1) current state benchmarking analysis and 2) gap and future opportunity analysis.

Specific assessment requirements include, but are not limited to, the following:

1. Evaluate current product offerings, IT processes and technology services delivered internally and externally across all departments within Orange County. This includes Orange County Convention Center, Corrections, Fire Rescue, Health Services, Administrative Services, Human Resources, Risk Management, Office of Professional Standards, Office of Management and Budget, Community and Family Services, Public Works, Planning, Environmental, and Development Services, Utilities, Legal, and Communications.
2. Benchmark the County against other similar organizations, in the public and private sector, and in relation to industry best practices.
3. Evaluate emerging technology opportunities, noting existing gaps, areas of potential risk, and opportunities for rationalization and optimization within the current method of development and delivery of technology.

Selection of Firm, Request for Proposals Y20-502-AH, Information Technology Assessment and Strategic Plan

The purpose of the strategic plan is to lay out the path to actualize the IT strategy and vision, given the resources, opportunities and risks identified in the assessment phase of the project through a set of prioritized recommendations. The expectation is that the Consultant will collaborate continuously with County leadership and staff in the development of the plan, which will provide a framework for IT governance over approximately the next two to five years of planning, procuring, implementing and managing current and future investments and resources.

The Consultant's recommendations for a strategic plan shall:

- A. Enable departments to be proactive, responsive, and more effective and efficient,
- B. Enhance the delivery of internal and external technology to end users,
- C. Address the input, needs, challenges, and priorities of residents, businesses and visitors
- D. Be based on quantitative and qualitative findings from the Assessment,
- E. Be countywide in nature, and
- F. Be developed with current budgetary considerations in mind.

Eight proposals were received in response to this Request for Proposals. The proposals received from the following firms scored too low for Board consideration:

- AdvanTech, Inc.
- Plante & Moran, PLLC
- Securance LLC
- Technology Management Corporation
- ThirdWave Corporation
- True North Consulting Group, LLC

Consensus scores of the Procurement Committee are attached.

Procurement Committee Meeting - July 20, 2020
RFP #Y20-502-AH, Information Technology Assessment and Strategic Plan

CRITERIA	Qual. of Staff	Qual of Firm	Technical Approach	Location	M/WBE	Displaced Workers (B)	SDV (B)	Fee Proposal	Total Weighted Points	Fee Proposal Amount
Weighted Value	15	15	20	10	10	5	15	30	120	
(B) Indicates Bonus Points (Maximums Bonus Points Above)										
KPMG, LLP	48.75	45.00	60.00	50.00	0.00	0.00	0.00	120.00	323.75	\$380,000
Deloitte Consulting LLP	45.00	45.00	55.00	50.00	50.00	0.00	0.00	60.00	305.00	\$447,000



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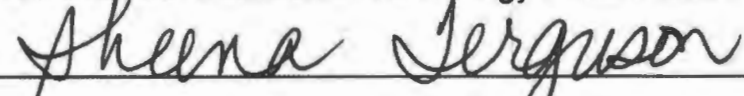
March 3, 2020

TO: Alina Hernandez-Fernandez, Contracting Agent,
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division M/WBE Proposal Evaluation

PROJECT: Y20-502AH / Information Technology Assessment and Strategic Plan

APPROVED:  _____

Below are the respondents to the subject RFP with their firm's certified Minority/Women Business Enterprise (M/WBE) sub-consultants, Minority Business Enterprise Workforce and Women Business Enterprise goals:

1. AdvanTech, Inc.
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*None			

*The sub-consultants listed in the proposal are not Orange County certified minority vendors. The evaluator could not assess points.

Total M/WBE Participation Proposed: 0%

M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 29%

Total WBE Workforce: 13%

Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0

Total Bonus Points: 0
(Includes SDV & Displaced workers)

2. Deloitte Consulting LLP
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
AceApplications, LLC	MBE-AFAM	24%	Technology Strategy/IT Assessment Support Services

Total M/WBE Participation Proposed: 24%
 M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 74%
 Total WBE Workforce: 10%
 Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 50

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0

Total Bonus Points: 0
(Includes SDV & Displaced workers)

3. KPMG, LLP
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
None			

Total M/WBE Participation Proposed: 0%
 M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 0%
 Total WBE Workforce: 20%
 Minority Workforce and Women Workforce Weighted Score: 0

Total M/WBE Participation Weighted Score: 0

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0
 Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0
Total Bonus Points: 0
(Includes SDV & Displaced workers)

4. Plante & Moran, PLLC
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Epic Engineering & Consulting Group, LLC	MBE-AM(Pac)	19%	Assessment of current IT resources, process and systems, Support strategic plan development
SDTR Consulting, LLC	M/WBE –AFAF	5%	Assessment of current IT resources, process and systems

Total M/WBE Participation Proposed: 24%
 M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 10%
 Total WBE Workforce: 40%
 Minority Workforce and Women Workforce Weighted Score: 0

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
Drummond Carpenter PLLC	2	Providing support in the area of public infrastructure. Assessment and strategic planning support

Registered SDV(s) Proposed: 1

SDV Bonus Points: 2
 Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0
Total Bonus Points: 2
(Includes SDV & Displaced workers)

5. Securance LLC
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
None			

Total M/WBE Participation Proposed: 0%
 M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 43%
 Total WBE Workforce: 30%
 Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0
 Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0
Total Bonus Points: 0
(Includes SDV & Displaced workers)

6. Technology Management Corporation
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Archis, Inc.	M/WBE – AF(Is)	40%	IT Assessments and Strategic Plan

Total M/WBE Participation Proposed: 40%
 M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 64%
 Total WBE Workforce: 04%
 Minority Workforce and Women Workforce Weighted Score: 0

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0
 Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0
Total Bonus Points: 0
(Includes SDV & Displaced workers)

7. ThirdWave Corporation
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
None			

Total M/WBE Participation Proposed: 0%
 M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 83%
 Total WBE Workforce: 0%
 Minority Workforce and Women Workforce Weighted Score: 0

Total M/WBE Participation Weighted Score: 0

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0
 Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0
Total Bonus Points: 0
(Includes SDV & Displaced workers)

8. True North Consulting Group, LLC
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*None			

*The sub-consultant listed in the proposal is not an Orange County certified minority vendor. The evaluator could not assess points.

Total M/WBE Participation Proposed: 0%
 M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 07%
 Total WBE Workforce: 19%
 Minority Workforce and Women Workforce Weighted Score: 0

Total M/WBE Participation Weighted Score: 0

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*None		

*The SDV sub-consultant listed in the proposal is not an Orange County registered SDV vendor. The evaluator could not assess bonus points.

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

Displaced Worker(s) Proposed: 1
Displaced Worker(s) Bonus Points: 1

Total Bonus Points: 1
(Includes SDV & Displaced workers)