

# RESOLUTION OF THE CITY COUNCIL

No. 279

Approved August 2, 2022

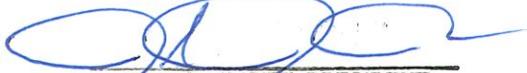
RESOLVED, That the Members of the Providence City Council hereby Authorize Approval of the following Contract Award by the Board of Contract and Supply in accordance with Section 21-26(b)(1) of the Code of Ordinances.

SpryPoint Services, Inc.  
(Providence Water)

\$2,899,119.00

IN CITY COUNCIL  
JUL 21 2022

READ AND PASSED

  
\_\_\_\_\_  
JOHN J. IGLIOZZI, PRESIDENT  
  
\_\_\_\_\_  
Tina L. Masticeanni  
ACTING CLERK

I HEREBY APPROVE.

  
\_\_\_\_\_  
Mayor  
Date: 8/2/22



OFFICE OF THE INTERNAL AUDITOR  
*City of Providence*

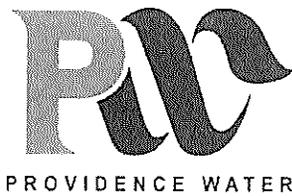
June 14, 2022

Ms. Tina Mastroianni  
City Clerk's Office  
City of Providence  
25 Dorrance Street  
Providence, RI 02903

Dear Tina:

I am writing to request that the following requested contract awards be submitted to the City Council and the Finance Committee for approval:

- **Providence Water Supply:**
  - Award to **Avanceon** for a total not to exceed **\$1,500,000** for Wonderware and SCADA Technical Support in accordance with the Code of Ordinance, Section 21-26 (b)(1);
  - Award to **SpryPoint Services, Inc.**, for Utility Billing System and Implementation in the amount of **\$2,899,119** in accordance with the Code of Ordinance Section 21-26 (b) (1);
  
- **Providence Police Department;**
  - Award to **Conduent State & Local Solutions, Inc** in the amount of **\$3,548,457** for "Parking Citation Processing and Delinquent Collection Services in accordance with the Code of Ordinance Section 21-26 (b) (1):
  
- **Information Technology:**
  - Approval to extend contract with **Jimmy Chiu** for Lawson System support in an amount of **\$30,000** in accordance with the Code of Ordinance Section 21-26 (b) (2).



June 6, 2022

The Honorable Mayor Jorge O. Elorza  
 Chairman, Board of Contract and Supply  
 City Hall, 25 Dorrance Street  
 Providence, RI 02903

RE: Utility Billing System and Implementation

MinuteTraq ID#: 32381  
 Account Codes: 848-848-52885

Minority Participation: 0% MBE, 0% WBE

Dear Mayor Elorza,

DATE OF BID OPENING: September 13, 2021

RECOMMENDED BIDDER: SpryPoint Services Inc. - 401-56 Queen Street, Charlottetown, PEI, C1A, Canada

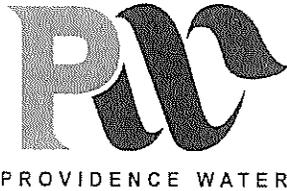
TOTAL AMOUNT RECOMMENDED: Total amount of the contract not to exceed \$2,899,119.00.  
 The per year amount not to exceed: Year 1 & 2 (FY23-FY24) - \$1,880,618.00 *pending budget approval*  
 Year 3 (FY25) - \$329,516.00 *pending budget approval*  
 Year 4 (FY26) - \$339,401.00 *pending budget approval*  
 Year 5 (FY27) - \$349,583.00 *pending budget approval*

In response to our request for proposal regarding the above entitled, our department received the following bids:

	VENDOR NAME	BASE (minimum reqs.)	TOTAL (final specifications)
1.	SpryPoint	Unit Price Bid	Unit Price Bid
2.	Tyler Technology, Inc.	Unit Price Bid	Unit Price Bid
3.	Cayenta	Unit Price Bid	Unit Price Bid
4.	Advanced Utility Systems	Unit Price Bid	Unit Price Bid
5.	Systems and Software	Unit Price Bid	Unit Price Bid
6.	TMG Consulting, LLC	Unit Price Bid	Unit Price Bid
7.	Wise Men Consulting	Unit Price Bid	Unit Price Bid
8.	Origin Consulting, LLC	Unit Price Bid	Unit Price Bid
9.	VertexOne Software, LLC	Unit Price Bid	Unit Price Bid
10.	Util360	Unit Price Bid	Unit Price Bid

On the basis of said bids, we recommend the bidder, as identified on LINE 1, while not the apparent low bidder, it is the bidder who scored the highest on the selection criteria, which was clearly specified in the RFP.

Additional documentation to support the decision for this award is attached to this letter.



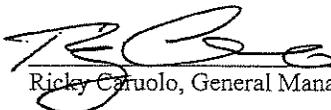
Explanation: All 10 proposals delivered to the City were reviewed to determine whether they were responsive or nonresponsive to the requisites of this RFP. Upon this review, it was determined that all submissions met the specifications of the RFP.

The proposals were then evaluated on qualifications, proposed applications and functionalities, price, implementation and conversion methodologies and training and support. PW reviewed each firm on key staff, comparable projects, client references and a short-list of five of the best qualified firms was created (Origin, SpryPoint, Advanced Utility Systems, VertexOne, and Systems & Software). The five short-listed firms were then invited to provide a presentation.

The proposals were also scored on submittal requirements and evaluation criteria outlined in the RFP. As a result of this scoring methodology, which was clearly specified in the RFP, SpryPoint scored the highest with a score of 92 out of 100 possible points.

The scoring sheet is attached for reference.

Respectfully Submitted,

  
Ricky Caruolo, General Manager

  
Financial Approval

  
Department Subject Matter Expert: Mark Ceseretti, Senior Manager of Customer Service

*By signing, the subject matter expert certifies the following: That the recommended vendor(s) is/are the lowest, qualified bidder(s) with regards to the corresponding specifications. That all bids corresponding to this award were reviewed for completeness and that the recommended bidder's submission is inclusive of all required documents.*

# Final Providence Water CIS Billing System RFP Vendor Grading Sheet

Grader: PW CIS RFP Search Team

Selection Criteria	Advanced	Cayenta	Origin	Sprypoint	S&S	TMG	Tyler	Utili360	Vertex	Wiseman
Vendors qualifications, specialized experience and technical competence with the type of service required.	4	2	3.5	5	4	3	1	2	4	1
Proposed Applications and Functionalities.	4.5	4	4.5	5	4	1	1	3	4	2
Implementation and conversion methodologies.	4	3	4	4	3	2	1	2	4	2
Support, training, warranty and upgrades and maintenance.	3	2	2.5	4	3	1	1	2	3	2
Price	3.5	1.5	4.5	4	1	3.5	5	5	1	0
<b>Proposed 5 Year Costs</b>	<b>\$3.1M</b>	<b>\$3.9M</b>	<b>\$2.2M</b>	<b>\$2.9M</b>	<b>\$5M</b>	<b>\$3M</b>	<b>\$1.4M</b>	<b>\$400K</b>	<b>\$4.7M</b>	<b>\$7.4M</b>
<b>*Weighted Score</b>	<b>78.5</b>	<b>52.5</b>	<b>77</b>	<b>92</b>	<b>66</b>	<b>42</b>	<b>32</b>	<b>55</b>	<b>68</b>	<b>28</b>

\*Note: As per the RFP weighted scores were used to rank all vendors.

Selection Criteria	% Scoring Weight
Vendor's qualifications, specialized experience and technical competence with the type of service required.	30
Proposed Applications and Functionalities.	30
Price.	15
Implementation and conversion methodologies.	10
Support, training, warranty, upgrades/maintenance.	15