



Agenda Memorandum

City Council Meeting
September 24, 2018



Financially Sustainable Government Providing Excellence in City Services

Subject: Sole Source Purchase of JDE Quicklaunch from Preferred Strategies for Financial Analytics and Reporting

Prepared By: Larry Garlick, IT Services Administrator

Recommended City Council Action:

Based on the recommendation of the City Manager, determine that the public interest will be best served by approving a negotiated contract with Preferred Strategies, LLC, for the purchase and implementation of JDE Quicklaunch for \$69,698 plus \$6,970 in contingency, for an amount not to exceed \$76,668 in expenditures.

Summary Statement:

- The City installed the JD Edward Enterprise Resource Planning System (ERP) software in 2001 to provide for enterprise financial, HR, payroll, accounts receivable and other services.
- As the City needs have grown, more advanced and sophisticated reporting tools are needed by multiple departments to leverage information in this ERP software. Staff reviewed several options over multiple years and has identified JDE Quicklaunch from Preferred Strategies as the best solution to meet current and future needs.
- JDE Quicklaunch is unique in its ability to meet the City's need for reporting and analytics. The City has standardized on Microsoft (MS) tools whenever possible in order to reduce cost and maintain consistency in operations. This solution leverages MS Structured Query Language Server Analysis Service and the MS Power Business Intelligence (BI) analytics tool fitting into the City's technology architecture.
- Implementing JDE Quicklaunch will be the first major move by the City to leverage the MS Power BI analytics tool across departments. Gartner, a leading research and advisory firm for Information Technology, rates MS Power BI as one of the leading analytics applications in the business intelligence market.
- Though other vendors have proprietary applications that access and display data from JD Edwards ERP, Staff found no other vendors with an existing data model that use both Microsoft SQL Server Analysis and MS Power BI. The uniqueness of this solution has led the team to request a sole source purchase of JDE Quicklaunch.
- Staff successfully negotiated a 25% discount from standard pricing for this software, and a 50% discount on implementation.
- Adequate funds were budgeted and are available for this item.

Fiscal Impact:

Not to exceed \$76,668 in expenditures.

Source of Funds:

JD Edwards System Upgrade Capital Improvement Project. Funds have been previously authorized for this project and have already been appropriated.

Policy Issue(s):

Should City Council authorize the sole source purchase of JDE Quicklaunch from Preferred Strategies, LLC for a total not to

exceed \$76,668?

Alternative(s):

- Council could direct Staff to not purchase any tool and continue to use older methods to access financial data from the ERP system. However, the original business need of improving access to financial data in a timely and productive manner would not be met.
- Council could direct Staff to purchase a proprietary application specifically tied to the financial system, but not leverage Microsoft tools to reduce cost and maintain consistency in operations. This solution would increase maintenance costs and lock the City into using an application that is not well known in the larger analytics and business intelligence industry.

Background Information:

In 2015, The City formed the JDE Experience team consisting of the JDE Team, administrative professionals, project managers, and management analysts to specifically identify ways to make interaction with the JD Edwards Enterprise ERP system more productive and useable. A key objective of this team was to find a reporting tool to give users the ability the access financial information quickly and easily. The users wanted to easily format that information in reports, dashboards, charts, and other contemporary methods that made decision making easier. Over the next several years, the JDE Experience team reviewed five different reporting and analytics applications. When the team reviewed JDE Quicklaunch by Preferred Strategies, LLC, it was selected as the best fit for the City based on the following factors:

- JDE Quicklaunch uses the tools that fit within the City's current technology architecture. This was not the case of other proprietary reporting tools. The primary tools and benefits of using them are listed below:
 - Microsoft Power BI:
 - Rated the leading analytics and business intelligence tool in the marketplace by Gartner.
 - Works with Microsoft's O365 cloud licensing model which the City already has in place.
 - Can be used across the City with multiple data sources, not just the ERP System.
 - Microsoft SQL Server Analysis Service:
 - A service of Microsoft's SQL Server databases, the City's standard database option.
 - Leverages a skillset already familiar to the Information Technology Department that reduces training costs in comparison to a proprietary system.
- JDE Quicklaunch has a data model already built to use the City's ERP financial and HR system. Building this data model from scratch, in-house or from another vendor would be cost prohibitive. The reason the Staff recommends this solution as a sole source purchase is because no other vendors have been identified to already have a data model in place that works with the City's Financial and HR System and with established reporting tools like Microsoft Power BI.
- The cost of JDE Quicklaunch licensing was comparable to licensing of other proprietary JD Edwards reporting tools that were reviewed.

This purchase supports the City's Strategic Plan goal of Financially Sustainable Government Providing Excellence in City Services by maximizing the City's financial resources while ensuring Staff has the technology tools needed to do their jobs in the most efficient manner.

Respectfully submitted,



Donald M. Tripp
City Manager

ATTACHMENTS:

Description	Upload Date	Type
Preferred Strategies JDE QuickLaunch Implementation Contract	9/19/2018	Attachment