



# CITY OF LODI

## COUNCIL COMMUNICATION

**AGENDA TITLE:** Approve Purchase of JD Edward's Financial Software (\$400,000)

**MEETING DATE:** October 1, 1997

**PREPARED BY:** Finance Director

**RECOMMENDED ACTION:** City Council approve purchase of Financial Software from JD Edward's and appropriate funding for the software, training and implementation costs.

**BACKGROUND INFORMATION:** On July 16, 1997 Council authorized staff to evaluate and select vendors for "mission critical" application software that was Year 2000 compliant. Mission critical applications include: General Ledger, Payroll/Human Resources, Accounts Payable, and Budget. The Utility Billing application is on hold pending the conclusion of the R.W. Beck study for NCPA/SCPPA.

Staff performed a search for vendors who met the following criteria:

- Fund Accounting - General Ledger System must be capable of Fund Accounting
- Full Suite - Vendor must have a suite of Financial Applications that are applicable to the City
- Fully integrated - Applications must be fully integrated so that activity updates all associated databases
- California Representation - Vendor must be well represented in California for support and training
- GUI Interface - Software must come with a Graphical User Interface to accommodate modern day standards
- Adaptability - Software must readily adapt to changing requirements

Staff went through an extensive Vendor search using the above criteria. As indicated on *Attachment A*, nineteen vendors responded. Multiple vendors were eliminated from consideration based upon the inability to handle Fund Accounting. All but three of the other Vendors had incomplete product suites, or lacked in other areas such as integration, or California representation. HTE, New World Systems and JD Edward's were invited for product demonstrations. *Attachment B* details the Financial software suite of products and price quotes for these three vendors.

JD Edward's emerged from this process as the top vendor. They offer a fully integrated suite of products and are known for on-time and on-budget implementations, flexibility, technology independence, structured methodology, and professionalism. Staff recommends purchasing the JD Edward's application product suite as detailed in *Attachment B*.

**FUNDING:** Software : \$200,000  
Training & Implementation: \$200,000

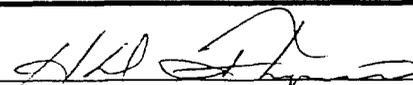
Electric Utility (\$240,000), Water Utility (\$80,000), Sewer Utility (\$80,000)

  
Stan Helmle  
Management Information Systems Manager

  
Vicky McAthie, Finance Director

Prepared by Roy Todd, Data Processing Manager

**APPROVED:** \_\_\_\_\_

  
H. Dixon Flynn - City Manager

## Financial Software Vendors

Company Name	Phone	Web Address	Contact	Date	Comments
HTE, Inc.	(800) 727-8088	www.hteing.com			Demo scheduled for Sept 11th.
J.D. Edwards	(800) 727-5333	jdedwards.com		7/17/97	Waiting for return call
	(303) 334-7254		Scott Weide	7/21/97	Out of office until 07/23/97 - Left message
	(303) 334-2583		Camilla Gartland	7/25/97	She referred me to Bridgid Roderick - Left message to call me
	(303) 334-4640		Bridgid Roderick		
	(303) 334-7254		Scott Weide	7/25/97	Returned call. GL,PA,PUR,HR,PR + 10 user license = 177,500.
	(303) 334-7254		Scott Weide	7/25/97	Install = 250,000. This can be reduced by using staff to do much of the work. Maint 24/7 = 9,600. 6am to 6pm 5 days = 8,000.
					10 more users = 63,000. This price can be lowered if more than 50
					Meeting scheduled for Aug 5th at 11:00am
Lawson	(800) 477-1357	lawson.com		7/17/97	Talked to Marketing Rep. He will double check for Fund Accounting
					No supported fund accounting
New World Systems	(810) 269-1000				
	(415) 991-5160		Sandy Messerli	7/21/97	Waiting for return call. Should be Weds. 7/23/97
			Sandy Messerli	7/25/97	Meeting 07/28/97 - Demo 09/04/97
NGS	(800) 824-1220	ngsi.com	Mat Moore	7/15/97	Waiting for return call
				7/17/97	Waiting for return call
					AR/AP/HR/PR/GL only. Green screen only until June 98
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Accountmate	(800) 877-8896	www.accountmate.com	Helen #443	7/15/97	No Fund Accounting until Oct 97
Advantage Systems	(810) 588-3480				No fund accounting
Automation Counselors, Inc.	(800) 966-6725		Sue Benitez		Full Package for City. Short on GL account #
Cameo Software Solutions	(310) 798-5471				Did not meet most of our specifications
Cascade Software Systems	(541) 343-9160				Did not meet most of our specifications
Data Systems Management	(601) 329-1222				No fund Accounting
ETA Data Direct	(334) 749-3656				Did not meet most of our specifications
Government Systems	(610) 964-8400				Located only on east coast
Integral	(510) 939-3900				They are only PR & HR. They sold their Financials to Ivis
Peoplesoft	(888) 773-8277				Unix
United Systems Tech	(800) 456-8784	unitedsystem.com	Susan Williams		No Fund Accounting
Daprex	(203) 324-2474			7/21/97	Emailed request for information - never received
Harris Data	(800) 225-0585				No Fund Accounting
Infinium Software	(800) 725-7668	infinium.com			No Fund Accounting

<u>HTE</u>	<u>License</u> (One Time)	<u>Maint</u> (Annual)
Extended Reporting	\$14,500.00	\$1,950.00
Government Management & Budgetary Accounting Accounts Payable (w/GMBA)	\$37,000.00	\$5,250.00
Accounts Receivable	\$17,000.00	\$2,250.00
Asset Management	\$14,500.00	\$1,900.00
Payroll/Personnel	\$27,000.00	\$4,500.00
Applicant Tracking	\$14,500.00	\$1,900.00
Purchasing/Inventory	\$27,000.00	\$3,750.00
Fleet Management	\$32,000.00	\$4,500.00
Work Orders/Facility Manageme	\$37,000.00	\$5,250.00
GUI (10 users @ \$400 per user)	\$4,000.00	
Maint (10 users @ \$150 per user)		\$1,500.00
	<u>\$224,500.00</u>	<u>\$32,750.00</u>

<u>JDEdwards</u>	<u>License</u> (One Time)	<u>Maint</u> (Annual)
Foundation Suite (CASE/Tool Kit, Financial Analysis Spreadsheet, Worldvision GUI)	\$ 19,500.00	
Financial Bundle (General Ledger, Modeling/Budget, Accounts Receivable and Payable Fixed Assets, Cash Accounting, Time Accounting)	\$ 16,500.00	
Payroll Bundle/Time Accounting	\$ 31,000.00	
Human Resources	\$ 31,000.00	
Logistics Bundle (Inventory Mgmt, Procurement, Sales Order Mgmt, Adv Warehouse Management, Forecasting, Adv Pricing, Requirements Planning, Ent Facility Planning, Job Costing, Basic Equip Mgmt, Bulk Stock Mgmt, Work Orders, Service Billing, Quality Mgmt)	\$ 16,500.00	
User License (10 @\$6,300 per)	\$ 63,000.00	
Maintenance (10 users @ \$800 ea)		\$ 8,000.00
	<u>\$177,500.00</u>	<u>\$ 8,000.00</u>

Attachment 7

**City of Lodi, California**  
**Total Cost Summary**

New World Systems® Standard Application Software:	\$372,000
New World Software Training and Support Services:	<u>\$115,000</u>
<b>TOTAL:</b>	<b><u>\$487,000</u></b>
Progress Software (for GUI)	<u>\$300/PC</u>

NOTE: New World's cost is based on all of the proposed products and services being obtained from New World. Should significant portions of the products or services be deleted, New World reserves the right to adjust its prices accordingly.

RESOLUTION NO. 97-157

A RESOLUTION OF THE LODI CITY COUNCIL AUTHORIZING THE  
PURCHASE OF FINANCIAL SOFTWARE FROM JD EDWARD'S AND  
APPROPRIATE FUNDS TO COVER THIS PROJECT

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WHEREAS, Lodi Municipal Code, Section 3.20.070, authorizes dispensing with bids for purchases of supplies, services or equipment when it is in the best interests of the City to do so; and

WHEREAS, on July 16, 1997 the City Council authorized staff to evaluate and select vendors for "mission critical" application software that was Year 2000 compliant; and

WHEREAS, Mission Critical applications include general ledger, payroll/human resources, accounts payable and budget; and

WHEREAS, staff performed a search for vendors who met the following criteria: fund accounting, full suite, fully integrated, California representation, GUI Interface and adaptability; and

WHEREAS, staff recommends purchasing the JD Edward's application product suite as detailed in Exhibit A attached.

NOW, THEREFORE, BE IT RESOLVED, that the Lodi City Council hereby approves the purchase of Financial Software from JD Edward's; and

BE IT FURTHER RESOLVED, that \$200,000 for software and \$200,000 for Training and Implementation be appropriated as follows to cover this project:

Electric Utility	\$240,000
Water Utility	\$ 80,000
Sewer Utility	\$ 80,000

Dated: October 1, 1997

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I hereby certify that Resolution No. 97-157 was passed and adopted by the City Council of the City of Lodi in a regular meeting held October 1, 1997, by the following vote:

AYES: COUNCIL MEMBERS --

NOES: COUNCIL MEMBERS -

ABSENT: COUNCIL MEMBERS -

ABSTAIN: COUNCIL MEMBERS -

ALICE M. REIMCHE  
City Clerk

<u>HTE</u>	<u>License</u> (One Time)	<u>Maint</u> (Annual)
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Government Management & Budgetary Accounting Accounts Payable (w/GMBA)	\$37,000.00	\$5,250.00
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EXHIBIT A