

BALTIMORE COUNTY PUBLIC SCHOOLS
Departments of Fiscal Services and Facilities Management and Strategic Planning
General Contract Recommendation Form

Board Meeting Date:	7/11/2023
Contract Number and Title:	JBO-716-23 Enterprise Resource Planning System

This is a new competitively bid contract for an enterprise resource planning system. Approval is requested for a five (5) year contract with the option for one (1), five (5) year extension with one (1) recommended bidder and contract spending authority of \$27,000,000.

Procurement Type:	Request for proposal
Procurement Authority:	Educ. §5-112
Number of Vendors Requesting Solicitation:	74
Number of Bids Received:	4

Term: 5 years	Extension: 5 years End Date: 7/31/2028
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Contract Spending Authority:	\$27,000,000
Funding Source:	Operating budget
General Fund Category:	Administration
Object Class:	Contracted Services

Prior Fiscal Year Actual:	\$1,887,989
Current Fiscal Year Budgeted:	\$16,000,000
Lifetime Prior Contract Expenditures:	\$7,701,621
Average Annual Prior Contract Expenditures:	\$1,925,405
Prior Fiscal Year Contract Expenditures:	\$1,887,989
Fiscal Year-to-date Contract Expenditures:	\$2,044,675
Anticipated Current Fiscal Year Contract Expenditures:	\$16,000,000
Anticipated Lifetime Contract Expenditures:	\$27,000,000

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Description:

- This contract will provide for an enterprise resource planning system which includes all General Ledger, Budgeting, Payroll, Purchasing, Inventory, and Human Resources processes.
- This contract will provide Oracle software: software licenses, cloud services, and managed services as well as implementation services and training by Application Software Technology, LLC.
- The requested spending authority will cover the initial five (5) year term of the contract. Staff will bring the contract back to the Board if a recommendation is developed to exercise the option to extend the contract.
- Pricing Breakdown:

○ Oracle Annual SaaS Subscription Cost	\$2,076,944
○ AST Implementation Cost	
▪ Oracle Financials	\$5,066,073
▪ Oracle Budgeting	\$1,196,282
▪ Oracle Core Human Capital Management (HCM)	\$6,085,605
▪ Oracle Advanced HCM	\$1,328,949
▪ Total One-Time costs	\$13,676,909

Replacement Contract: Yes	Replaced Contract Expiration Date: 9/30/2026
Contract Replaced: LKO-400-20 Human Resource and Financial Management System Enterprise Software	
Existing BCPS Vendor: No	Vendor Evaluation Completed: N/A
Student Data Privacy Agreement Signed: N/A	

Method of Award Recommendation:

This award recommendation was based on the responsive responsible bidder offering the most favorable proposal.

The Compass: Our Pathway to Excellence:

This contract supports *The Compass: Our Pathway to Excellence*, Focus Area 5: Operational Excellence, Key Initiative 1: Financial Resource Management.

Recommended Award To:

Application Software Technology, LLC	Lisle, IL
Division:	Division of Information Technology
Contact:	Pedro Agosto, Chief Information Officer
Division:	Division of Fiscal Services
Contact:	Chris Hartlove, Chief Financial Officer
Division:	Division of Human Resources
Contact:	Homer McCall, Chief Human Resources Officer