



CITY OF GLENDALE, CALIFORNIA
REPORT TO THE:

Joint City Council Housing Authority Successor Agency Oversight Board

May 8, 2018

AGENDA ITEM

Report: Professional Services Agreement with Sure Power Consulting, LLC

1. Motion authorizing the City Manager, or her designee, to execute a three-year Professional Services Agreement with Sure Power Consulting, LLC to provide staff augmentation to the Glendale Water and Power Utility Modernization Business Systems Section and the Information Services Department, System Administration Section in an amount not-to-exceed \$1,774,500 for three years, plus a ten percent contingency in the amount of \$177,450 for three years; with an option to renew the agreement for two additional one-year terms.

COUNCIL ACTION

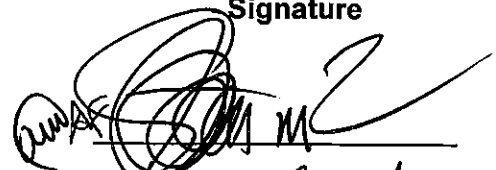
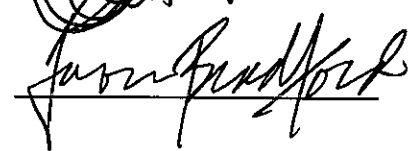
Public Hearing Ordinance Consent Calendar Action Item Report Only

Approved for May 8, 2018 calendar

ADMINISTRATIVE ACTION

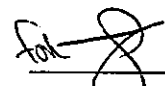
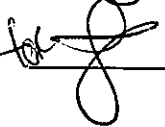
Submitted by:
Stephen M. Zurn, General Manager - GWP

Signature


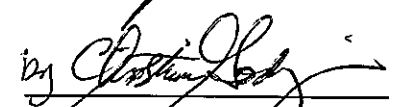
Jason Bradford, Interim City Information Officer

Prepared by:
Michelle Nall, Utility Business Systems Support Manager

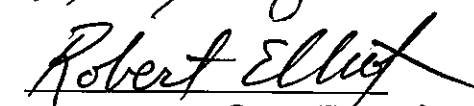
Craig R. Kuennen, Business Transformation/Marketing Administrator

Approved by:
Yasmin K. Beers, City Manager

Michael J. Garcia, City Attorney

Robert P. Elliot, Director of Finance *mk*



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RECOMMENDATION

It is recommended that the City Council adopt a motion authorizing the City Manager, or her designee, to execute a three-year Professional Services Agreement (PSA) with Sure Power Consulting, LLC to provide staff augmentation to the Glendale Water and Power (GWP) Utility Modernization Business Systems Section and the Information Services Department, System Administration Section in an amount not-to-exceed \$1,774,500 for three years plus a ten percent contingency in the amount of \$177,450 for three years; with an option to renew the agreement for two additional one-year terms. It is further recommended that the City Manager, or her designee, be authorized to execute amendments renewing the PSA for up to two optional one-year terms; each of the renewal terms would be in an amount not to exceed \$591,500 per year plus an annual contingency of \$59,150.

BACKGROUND/ANALYSIS

As part of the ongoing Glendale modernization efforts and continued maintenance and support of the new systems, GWP and ISD are in need of continued specialized IT professional support. GWP and ISD do not currently have the staff with the specialized skills and experience in Cyber Security as well the operation and maintenance of a number of GWP and ISD systems, including Itron Meter Data Management System, DVI Conservation Voltage Conservation, Data Warehouse, and other GWP systems. GWP is also in need ongoing technical support for the Enterprise Service Bus and a Software Developer to upgrade and support the Electric and Water mapping site.

In January 2018, GWP conducted an RFP to review and evaluate vendor effectiveness in providing GWP with four Full-Time Equivalent (FTE) supplemental staffing from 2018 to 2021 to augment existing staff to provide the following technology consulting, project management, patch management, application development, network and security monitoring and other services and support:

Core technology support required includes:

Technology	Use
Dominion Voltage Inc.	CVR / VVO
Itron	IEE MDMS, OpenWay, SaveSource
Advanced Control Systems	SCADA, OMS
ESRI	GIS
UNIX	Database
TIBCO	Enterprise Service Bus
CITRIX	Network Operations
PeopleSoft/Munis	Core ERP
NorthStar Utilities Solution	CIS
VMWare	SQL Cluster Environment

Key functions and activities required include:

Function	Activity
Project Management	CITRIX Administration
ESRI GIS Assessments / Enhancements	PeopleSoft Technical Support
ESRI GIS Analyst	Cybersecurity / Penetration Testing
IT/AMI Application Analyst	Application Support
Unix System Administration	Conservation Voltage Reduction / VVO
AMI Data Analyst	Reporting, Querying and Data Warehousing
Systems Analyst for Infrastructure Support	VMware, Network, and Server Administration Support
AMI Reporting Analyst	DATA Export & Extract
ESB Integrations	TIBCO Administration
Custom Application Development	SQL, ColdFusion, Unix System Administration
Network Security	Security and Network Administration

The RFP was sent to seven prospective vendors. Two vendors responded:

1. Eliassen Group
2. Sure Power Consulting, LLC

The evaluation committee reviewed and rated each respondent using the following factors and weights with the following results:

Factors	Weight	Eliassen		Sure Power	
		Raw Score	Weighted Score	Raw Score	Weighted Score
Approach & Understanding of Requirements	25%	3.75	0.90	4.75	1.20
Qualifications & Experience	25%	3.00	0.80	4.75	1.20
Ability to Meet Proposed Schedules	20%	3.50	0.70	4.00	0.80
Overall Cost	30%	3.25	1.00	3.75	1.10
Total	100%	13.50	3.40	17.25	4.30

Estimated annual cost comparison is as follows:

Services/Hours	Eliassen		Sure Power	
	Hourly Rate	Annual Cost	Hourly Rate	Annual Cost
Tibco Support (1400)	\$ 140.24	\$ 196,336	\$ 125.00	\$ 175,000
System Analyst (1000 hours)	\$ 109.00	\$ 109,000	\$ 95.00	\$ 95,000
Data Analyst (2000 hours)	\$ 104.76	\$ 209,520	\$ 132.00	\$ 264,000
Security Analyst (500 hours)	\$ 116.60	\$ 58,300	\$ 115.00	\$ 57,500
Delivery Lead (Not in RFP, 1000 hours)	\$ 109.00	\$ 109,000	\$ -	\$ -
Total Annual Cost		\$ 682,156		\$ 591,500

Based on the evaluation committee findings and estimated total annual costs, GWP and ISD recommend the selection of Sure Power Consulting, LLC. to provide staff augmentation services for the Utility Modernization Business Systems Section of GWP and System Administration Section of ISD.

Sure Power Consulting, LLC was incorporated in 2008 as a professional services and staff augmentation firm specifically focused on the technologies and related disciplines associated with utility modernization. Over the past ten years, Sure Power Consulting, LLC has evolved from a utility startup to a leading, Tier-1 provider of specialized talent and subject matter expertise. Sure Power Consulting, LLC has assigned over 580 consultants to numerous energy and utility projects, including GWP and the City of Glendale's Information Services Department. Sure Power Consulting, LLC has demonstrated its ability and commitment to continue to meet the expectations of GWP and Information Services.

FISCAL IMPACT

The estimated cost for providing staff augmentation to GWP, Utility Modernization Business Systems Section, and ISD, System Administration Section is \$591,500 per year, plus a ten percent contingency in the amount of \$59,150 for total annual cost of \$650,650. The funding for this agreement has been included as part of the GWP's Fiscal Year 2018-19 proposed budget in the Electric and Water Contractual Services Accounts, at 78%, and 22% respectively, as per the table below:

Account/Fund/Org	Annual Base Amount	Contingency Amount (10%)	Total Amount Per Fiscal Year
43110-582-452 (78%)	\$461,370	\$46,137	\$507,507
43110-592-452 (22%)	\$130,130	\$13,013	\$143,143
Total (100%):	\$591,500	\$59,150	\$650,650

The total amount of the three-year agreement with Sure Power Consulting, LLC is in the amount not-to-exceed \$1,774,500, plus a ten percent contingency in the amount of \$177,450; for a total not-to-exceed amount of \$1,951,950. Additionally, staff is requesting your approval to renew the agreement for two additional one-year terms in the amount of \$591,500, plus a ten percent contingency in the amount of \$59,150 for a total of \$650,650 for each additional one year term. Funding for future years will be included as part of the annual budgetary process.

ALTERNATIVES

Alternative 1: Approve the staff recommendation to enter into a three-year PSA with an option to renew for two additional years with Sure Power Consulting, LLC to continue providing GWP with staff augmentation for the Utility Modernization Business Systems Section and Information Services with staff augmentation for System Administration Services.

Alternative 2: The City Council may choose not to authorize the herein recommended actions.

Alternative 3: The City Council may consider any other alternative not proposed by staff.

CAMPAIGN DISCLOSURE

In accordance with the City Campaign Finance Ordinance No. 5744, the following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than ten percent (10%) interest in the company proposed for contract in this agenda item report:

Name of Contracting Party: Sure Power Consulting, LLC

Officers of Sure Power Consulting, LLC:

Full Name	Title	Business Address	City	State	Zip
Steven M Sutton	Chairperson	925 North Point Parkway Suite 140	Alpharetta	Georgia	30005
Derek J Somerville	CEO/President	925 North Point Parkway Suite 140	Alpharetta	Georgia	30005
Steven M Sutton and Derek J Somerville	Board of Directors	925 North Point Parkway Suite 140	Alpharetta	Georgia	30005

Subcontractors of Sure Power Consulting, LLC:

Full Name	Title	Business Address	City	State	Zip
None					

Investors of Sure Power Consulting, LLC (holding ten percent or more)

Full Name	Title	Business Address	City	State	Zip
Steven M. Sutton	Managing Partner	925 North Point Parkway Suite 140	Alpharetta	Georgia	30005
Derek J Somerville	Chief Executive Officer	925 North Point Parkway Suite 140	Alpharetta	Georgia	30005

EXHIBIT(S)

Not applicable.

MOTION

Moved by Council Member _____, seconded by Council Member _____, that the City Manager, or her designee, is hereby authorized to execute a three-year Professional Services Agreement (Agreement) with Sure Power Consulting, LLC in the amount not-to-exceed \$1,774,500, plus a ten percent contingency in the amount of \$177,450; for a total not-to-exceed amount of \$1,951,950 to provide staff augmentation for the Glendale Water and Power Utility Modernization Business Systems Section and the Information Services Department. The City Council further authorizes the City Manager, or her designee, to execute Amendments extending the term of the Agreement for up to two (2) additional years in an amount not to exceed \$591,500 per year plus a ten percent (10%) contingency in the amount of \$59,150 per year for each of the two optional contract years. The form of said Agreement and any amendments thereto shall be subject to the approval of the City Attorney.

Vote as follows:

Ayes:

Noes:

Absent:

Abstain:

APPROVED AS TO FORM
Christina Lopez
PRINCIPAL ASSISTANT CITY ATTORNEY
DATE *May 4, 2018*