

**Carson City
Agenda Report**

Date Submitted: October 11, 2011

Agenda Date Requested: October 20, 2011

Time Requested: Consent

To: Mayor and Supervisors

From: Larry Werner, City Manager

Subject Title: For Possible Action: To approve the proposal from Active Strategy, Inc. to provide an enterprise-wide Active Strategy Enterprise (ASE) license, Active DI, and the associated training, in the amount of \$84,900.00 (plus travel and expenses as needed) from the City Manager's Professional Services account. *(Larry Werner)*

Staff Summary: Carson City presently utilizes Active Strategy Enterprise software for our performance management system on a limited-user basis of 25 licenses. We recommend upgrading the capabilities by purchasing unlimited, enterprise-wide log-on rights. In addition to the unlimited license, we also propose to purchase the rights to the Active DI System, which will greatly speed up the process of importing and managing performance data. Total costs of the enterprise license plus annual maintenance over a five year period is \$12,500 more than what would be spent under the current license. The enterprise license provides for unlimited users at an annual cost of \$15,600. The current license is limited to 25 users at an annual cost of \$24,100.

Type of Action Requested: (check one)

Resolution

Ordinance

Formal Action/Motion

Other (Specify)

Does This Action Require A Business Impact Statement: Yes No

Recommended Board Action: I move to approve the proposal from Active Strategy, Inc. to provide an enterprise-wide Active Strategy Enterprise (ASE) license, Active DI, and the associated training, in the amount of \$84,900.00 (plus travel and expenses as needed) from the City Manager's Professional Services account.

Explanation for Recommended Board Action: In addition to providing a much broader ASE user base within the City through an enterprise-wide license, ActiveDI will greatly speed up the process of importing and managing performance data—even allowing for this effort to be completely automated.

In 2008, Carson City purchased the annually leased and hosted software. City departments are now to the point where they are ready to implement the tool to all employees. The ActiveDI tool will allow automated data import into the system.

Applicable Statute, Code, Policy, Rule or Regulation: N.R.S. Chapter 332.115 1 (g)

NRS 332.115 Contracts not adapted to award by competitive bidding; purchase of equipment by local law enforcement agency, response agency or other local governmental agency; purchase of goods commonly used by hospital.

1. Contracts which by their nature are not adapted to award by competitive bidding, including contracts for:

(g) Hardware and associated peripheral equipment and devices for computers;

(h) Software for computers;

are not subject to the requirements of this chapter for competitive bidding as determined by the governing body or its authorized representative

Project Budget: \$84,900.00 plus travel and expenses, should they be applicable, for the current year.

Fiscal Impact: \$84,900.00 plus travel and expenses, should they be applicable, for the current year. After the current year, total yearly maintenance and hosting costs of \$ 19,900 will apply.

Explanation of Impact: See staff summary

Funding Source: City Manager – Professional Services - 101-0600-413.03-09 as provided in FY 2011/2012.

Alternatives: Do not approve the upgrades and continue with the status quo.

Supporting Material: Proposal from Active Strategy, dated September 28, 2011, and a spreadsheet outlining cost differences.

Prepared By: Heidi Eskew-Herrmann, Executive Offices

Reviewed By: [Signature]
(City Manager)

Date: 10/11/11

[Signature]
(District Attorney)

Date: 10/11/11

[Signature]
(Finance Director)

Date: 10/11/11

Board Action Taken:

Motion: _____ 1) _____ Aye/Nay
2) _____ _____

(Vote Recorded By)



Enterprise License Option - Unlimited ActiveStrategy Enterprise including ActiveDI for Carson City

License Type	# of Users	Per User Fee	Yearly Maintenance	Total
ASO - SaaS	25	\$780.00		\$19,500
Yearly Hosting		\$4,600		\$4,600
Total 2011 - (9/19/10-9/19/11)				\$24,100
5 Year Total Cost				\$120,500

Enterprise License Option (Including ActiveDI) - Offer Valid through 12/31/2011				
Enterprise License Perpetual, Hosted				
ASE - enterprise license and ActiveDI	unlimited			\$55,000
ASE - enterprise license & ActiveDI, yearly maintenance			\$11,000	\$11,000
Yearly Hosting		\$4,600		\$4,600
Total 2011				\$70,600
5 Year Total Cost				\$133,000
Difference in 5 years costs:				\$12,500

ActiveDI Only	
ActiveDI	\$10,000
ActiveDI - Yearly Maintenance	\$2,000
Training	\$2,300
Total	\$14,300

\$84,900



Proposal for



ActiveStrategy Contact: Evan DiBlassio | September 28, 2011

620 W. Germantown Pike, Plymouth Meeting, PA 19401 • 484.690.0700 • www.activestrategy.com

I. Executive Summary

ActiveStrategy, Inc. is pleased to provide this proposal to the Consolidated Municipality of Carson City for an enterprise-wide ActiveStrategy Enterprise® (ASE) license, ActiveDI and the associated training laid out below. The total investment for the Consolidated Municipality of Carson City for an enterprise-wide license including support and training services is \$84,900, plus travel and expenses.

In addition to providing a much broader user base within the City access to ASE through an enterprise-wide license, ActiveDI will greatly speed up the process of importing and managing performance data – even allowing for this effort to be completely automated. This gets your critical information in front of the people who need it faster, and frees up your team to spend more time analyzing and improving performance.

We look forward to working with you on this important project.

Sincerely,

Evan DiBlassio
Account Executive
484-690-0733
ediblassio@activestrategy.com

II. License & Support Investment

ActiveStrategy Enterprise (ASE) Enterprise-Wide License

ActiveStrategy Enterprise (ASE) is licensed on an up-front, one-time fee basis for a perpetual license. Annual maintenance and support is billed separately and is renewable annually at the client's option. Maintenance and support entitles clients to technical support and product updates and upgrades as they become available. The annual maintenance and support fee is twenty percent (20%) of the license fee. The enterprise license price schedule detailed below is valid through 12/31/11.

ASE Enterprise License				
Enterprise License Perpetual, Hosted	Users	Fee	Yearly Maintenance	Total
ASE - Enterprise License	Unlimited			\$55,000
ASE - Enterprise License Yearly Maintenance			\$11,000	\$11,000
Yearly Hosting		\$4,600		\$4,600
Total Investment				\$70,600

ActiveDI

ActiveDI is ActiveStrategy's powerful, yet simple data integration tool designed to help import any performance information into ActiveStrategy. ActiveDI supports integration of data regardless of whether your ActiveStrategy system is hosted on your server or ActiveStrategy is hosting it. In addition to supporting the loading of data, ActiveDI also supports a simple method for managing, updating and deleting data from ActiveStrategy, significantly reducing the time and cost of managing your performance information. ActiveDI is designed to be used by ActiveStrategy System Administrators and business users to speed the importing and management of data so that more time can be allocated to identifying problem areas and taking corrective action.

ActiveDI – Perpetual License		
ActiveDI	Quantity	Total Investment
ActiveDI - Server License	1	\$10,000
ActiveDI – Annual Maintenance	1	\$2,000
ActiveDI Training – 1 Day	1	\$2,300
Total ActiveDI Investment		\$14,300

III. Professional Services – Implementation

ActiveDI Training

ActiveDI Training is designed to quickly and efficiently transfer practical knowledge to system administrators and technical team members to utilize ActiveDI for data integration with and data management in ActiveStrategy. This training session will teach use of the tool, and walk through real examples so that team members have a 'hands on' workshop experience that will enable them to successfully leverage the tool after training. This training can be delivered remotely, reducing travel and expense cost.

IV. Investment Summary, Payment Schedule, and Authorization

A. Investment Summary

ASE Enterprise License:	\$55,000
ASE Yearly Maintenance:	\$11,000
ASE Yearly Hosting:	\$4,600
ActiveDI License:	\$10,000
ActiveDI Yearly Maintenance:	\$2,000
ActiveDI Training:	<u>\$2,300</u>
Total Investment:	\$84,900

B. Payment Schedule

Item	Amount	Due
<ul style="list-style-type: none">• ASE Enterprise License – First Year Maintenance and Hosting• ActiveDI License – Perpetual License and First Year Maintenance• ActiveDI Training	\$84,900	At Contract Authorization
Total Project Investment	\$ 84,900	

Please send invoices to:

NAME

TITLE

ADDRESS

ADDRESS

PHONE

EMAIL

By signing this agreement, I am agreeing to pay the total of the above investment per the payment schedule outlined. Payment terms are net 30 days from invoice. The contract is authorized when both parties properly execute this.

Travel expenses additional and invoiced separately as incurred if needed.

Accepted:

ActiveStrategy, Inc.

The Consolidated Municipality of Carson City

SIGNATURE

SIGNATURE

NAME PRINTED

NAME PRINTED

TITLE

TITLE

DATE

DATE

CMCC-03-ED-092811
CONTRACT NUMBER

PURCHASE ORDER NUMBER