



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** CONTROLLER

**File #:** 21-597

Board Meeting Date: 7/20/2021

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**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors  
**From:** Juan Raigoza, Controller  
**Subject:** Agreement with Superion, LLC A CentralSquare Technologies Company

### **RECOMMENDATION:**

Adopt a resolution waiving the Request for Proposals process and authorizing an agreement with Superion, LLC, a CentralSquare Technologies Company ("CentralSquare"), for the purpose of providing application service provider and maintenance services for the County's financial accounting application ("Finance Enterprise") for the term of July 1, 2021 through June 30, 2024, with two one-year options to extend the term of the agreement through June 30, 2026 for a total not-to-exceed amount of \$1,250,861.38.

### **BACKGROUND:**

The County purchased SunGard Public Sector, Inc.'s (SunGard) "Integrated Financial and Administrative Solutions" software (IFAS) in FY 1994-95 for use beginning in FY 1995-96. Since that time, SunGard (or its successors) has provided the County with application provider and maintenance services for this proprietary financial accounting software.

In FY 2014-15, SunGard notified the County of their discontinuation of support for IFAS. Hence, in FY 2015-16, the County entered into an agreement with SunGard to upgrade IFAS to ONESolution which provided a redesigned user dashboard, better reporting capabilities, and added functionality.

In FY 2017-18, SunGard was acquired by Superion, LLC ("Superion"), and in FY 2018-19, formed by the merger of Superion, TriTech along with Zuercher, and the public sector and healthcare business of Aptean, Superion became CentralSquare Technologies ("CentralSquare"). In FY 2020-21, ONESolution was upgraded to Finance Enterprise solution which provided a redesigned and more user-friendly user dashboard, better reporting capabilities, improved securities, and enhanced features. The current application provider and maintenance services agreement ends on June 30, 2021. Therefore, the Controller's Office recognizes the need to enter into a new agreement for application service provider and maintenance services to continue providing County departments with access to the Finance Enterprise software.

### **DISCUSSION:**

Finance Enterprise, the County's financial accounting application, is a proprietary application, hence, this unique service is available only from CentralSquare. The Controller has generally been satisfied with the services provided by CentralSquare and has a good working relationship with the company. The Controller's Office is hereby requesting that this Board waive the Request for Proposals (RFP) process, as CentralSquare is the sole source provider of the Finance Enterprise application. See Administrative Memorandum B-1, Soliciting, Selecting and Developing Agreements with Providers of Goods and Services, § IV(C)(1) (contracts for goods and services that are "proprietary or are only available from a single source" do not require competitive procurement").

It is in the County's best interest to execute the proposed agreement to allow the County to have continued access to the Finance Enterprise software, a financial application that is a crucial tool to support the daily business operations for the Controller's Office and Departments.

This Board is also asked to authorize the County Controller or the Controller's designee to execute subsequent amendments to the proposed Agreement that do not increase the agreement amount by an aggregate of \$25,000.

County Counsel has reviewed and approved the Resolution as to form.

ISD has reviewed and approved CentralSquare's compliance with County IT standards.

**PERFORMANCE MEASURE:**

Measure	FY 2020-21 Estimate	FY 2021-22 Projected
Maintain availability of ONESolution	99.9%	99.9%

**FISCAL IMPACT:**

The term of this Agreement is from July 1, 2021 through June 30, 2024 for an amount not to exceed a total of \$739,680.62, and an additional amount not to exceed \$511,180.76 if the County exercises its options to extend the Agreement for two additional years, for a total not to exceed amount of \$1,250,861.38.

Funding for this Agreement will come from the OFAS Shared Pool to be allocated by fiscal year as follows:

FY 2021-22: \$243,033.67  
FY 2022-23: \$246,539.25  
FY 2023-24: \$250,107.70  
FY 2024-25: \$253,740.72  
FY 2025-26: \$257,440.04