



COMMISSION PACKAGE

ACTION REQUESTED:

Purpose of Commission Package: The purpose of this Commission Package is exercise Option Term I and all subsequent option terms of BOA#1111 and to request approval for funding in the amount of \$7M to support and sustain services. BOA #1111 is a multi-awarded to the following vendors:

1. Black & Veatch Management
2. Origin Consulting
3. Sure Power Consulting

BOA # 1111 is for Customer Care & Billing (CC&B) Consulting & Integration Services.

Basis of Award: N/A

PROJECT OVERVIEW:

This request is to approve funding and exercise Option Term I for the continued support of Consulting and Integration services for a new Customer Care and Billing System (CC&B). The consulting firms assist WSSC in the implementation of core Oracle CC&B functionality and the establishment of core business logic for customer care and billing work, including customer self-service. The consulting firms also assist in integration of processes, data, and related systems between Oracle CC&B, Oracle Work & Asset Management (WAM), Oracle Mobile Workforce Management (MWM), Meter Data Management (MDM) components, including implementation of the Filed Work Process Integration Pack (PIP) and the productized integration between CC&B and e-Business Suite. This is a multi-award contract; four (4) vendors were awarded contracts. Only three (3) vendors will receive an option term award. Blue Heron initiated a request to terminate the contract. WSSC obliged them with a termination for convenience effective May 12, 2017. As a result of this contract change, the remaining vendors' upset limit amounts will be increased by \$1M from \$3M to \$4M. The \$4M Not- To- Exceed (NTE) value will reset at the beginning of each contract term.

CONTRACT DATA:

CONTRACT NO. :	1111	CUMULATIVE CONTRACT AMOUNT:	\$22M
CONTRACT TERM:	JANUARY 01, 2016 – JUNE 30, 2021	ORIGINAL CONTRACT AMOUNT:	\$15M
OPTION TERM:	1	CONTRACT TYPE:	PROFESSIONAL SERVICES
PROCUREMENT TYPE:	RFP	OSDI CONCURRENCE:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
PROJECT LOCATION:	<input type="checkbox"/> MONTGOMERY COUNTY <input type="checkbox"/> PRINCE GEORGE'S COUNTY <input checked="" type="checkbox"/> BOTH		

AWARDEE INFORMATION:

AWARDEE 1:	BLACK & VEATCH MANAGEMENT, 18310 MONTGOMERY VILLAGE AVENUE, SUITE 500, GAITHERSBURG, MD 20879
OPTION YEAR 1 AMOUNT:	TBD – FUNDING FOR EACH VENDOR WILL BE ASSIGNED AFTER CONTRACT AUTHORITY APPROVAL
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE

OSDI PREFERENCE: 10% (OSDI SUB-CONSULTING GOAL)			
<input checked="" type="checkbox"/> AFRICAN AMERICAN	<input checked="" type="checkbox"/> ASIAN AMERICAN	<input type="checkbox"/> NATIVE AMERICAN	
<input checked="" type="checkbox"/> HISPANIC AMERICAN	<input checked="" type="checkbox"/> WOMEN OWNED	<input checked="" type="checkbox"/> WSSC-SLBE APPROVED	

SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
Client Software Services, LLC	10%	SLBE	Oracle Database Administrators, Java Programmers, QA Testers
Opportunity Knocks, Inc.	3%	Female/Woman Owned	Organizational Change Management, Project Management Support

AWARDEE INFORMATION:

AWARDEE 2:	ORIGIN CONSULTING, LLC, 10300 WEST CHARLESTON BLVD., SUITE 13-577, LAS VEGAS, NV 89135
OPTION YEAR 1 AMOUNT:	TBD – FUNDING FOR EACH VENDOR WILL BE ASSIGNED AFTER CONTRACT AUTHORITY APPROVAL
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE


SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
Peak Technology Solutions, Inc.	10%	Asian American	Professional Services
JuneGem Technologies, Inc.	10%	SLBE	Staff Augmentation
Enterprise People, Inc	5%	SLBE	Professional Services

AWARDEE INFORMATION:

AWARDEE 3:	SURE POWER CONSULTING, LLC, 925 NORTH POINT PARKWAY, SUITE 140, ALPHARETTA, GA 30005
OPTION YEAR 1 AMOUNT:	TBD – FUNDING FOR EACH VENDOR WILL BE ASSIGNED AFTER CONTRACT AUTHORITY APPROVAL
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE

SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
ABSS Solutions, Inc.	10%	SLBE	IT Consulting Services

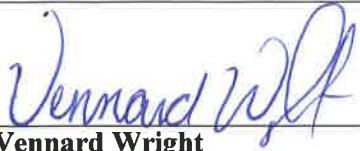
STATEMENT OF DETERMINATION AND FINDINGS

BASED UPON A THOROUGH REVIEW AND ANALYSIS OF THE CONTRACTOR'S PROPOSAL AND ALL OTHER SUPPORTING DOCUMENTATION SUBMITTED BY THE CONTRACTOR, AND IN CONJUNCTION WITH THE DUE DILIGENCE PERFORMED BY THE PROCUREMENT OFFICE, I CERTIFY THAT THE AWARD OF 1111 IS RELEVANT, FAIR AND REASONABLE, AND IN THE BEST INTEREST OF THE COMMISSION. TO THE BEST OF MY KNOWLEDGE AND BELIEF ALL APPLICABLE REGULATORY AND STATUTORY PROVISIONS WERE ADHERED TO WHEN DETERMINING AWARD. ZINA WILLIAMS-FOOTE/ZWF  BUYER INITIALS

HISTORICAL CONTRACT SPEND

BaseTerm	Actual Spend
M5232000 (Origin)	\$875,300.00
M5233000 (Sure Power)	\$2,276,535.32
M5234000 (Black&Veatch)	\$0.00
M5239000 (Blue Heron)	\$1,246,228.64
Total	\$3,531,516.96

COMMITTEE REVIEW & APPROVAL



Vennard Wright
Chief Information Officer

8/2/17

Date



Fowanda R. Livingston
OSDI Director

8/3/17

Date



David E. Malone
Chief Procurement Officer

8/3/17

Date



Thomas J. Street
Deputy General Manager

8/4/17

Date


for

Carla A. Reid
General Manager/CEO

8/4/17

Date

- This is to certify that the Washington Suburban Sanitary Commission on this date voted to approve the above action.
- This is to certify that the Washington Suburban Sanitary Commission on this date voted to approve the above action with the following stipulations:

- This is to certify that the Washington Suburban Sanitary Commission on this date voted not to approve the above action.

COMMISSION

/ _____
Date

WASHINGTON SUBURBAN SANITARY COMMISSION

Interoffice Memorandum

July 31, 2017

TO: Commissioners

THRU: Towanda R. Livingston, Director
Office of Supplier Diversity & Inclusion

THRU: Tracey Edwards, Supplier Diversity Program Manager
Office of Supplier Diversity & Inclusion

FROM: Tonya Keels
Office of Supplier Diversity & Inclusion

SUBJECT: REVIEW OF REQUEST TO EXERCISE OPTION-YEAR ONE (1) FOR CONTRACT NO. 1111 FOR CONSULTING AND INTEGRATION SERVICES BASIC ORDER AGREEMENT (BOA)

The Office of Supplier Diversity & Inclusion (OSDI) has reviewed the request to exercise Option-Year One (1) for Contract No. 1111 for the Consulting and Integration Services Basic Order Agreement (BOA). In accordance with **MBE SP 11-01** and **SLBE SP 12-01**, this Contract was awarded to Black & Veatch Corporation, a **majority-owned** firm located in Gaithersburg (Montgomery County) Maryland in the amount of **\$3,000,000.00** with a **13.00% (\$390,000.00) MBE/SLBE subcontracting requirement** and **15.00% (\$450,000.00) Majority subcontracting**, Blue Heron Consulting Corporation, a **majority-owned** firm located in Rochester, New York in the amount of **\$3,000,000.00** with a **10.00% (\$300,000.00) SLBE subcontracting requirement**, Origin Consulting, LLC, a **majority-owned** firm located in Las Vegas, Nevada in the amount of **\$3,000,000.00** with a **20.00% (\$600,000.00) MBE/SLBE subcontracting requirement** and **5.00% (\$150,000.00) Majority subcontracting**, and Sure Power Consulting, a **majority-owned** firm located in Alpharetta, Georgia in the amount of **\$3,000,000.00** with a **10.00% (\$300,000.00) SLBE subcontracting requirement**.

The Base-Year (**M05234, M05239, M05232, M05233**) was awarded in the amount of **\$3,000,000.00 per awardee upset limit**. The Base-Year commenced on August 1, 2016 and it expired on June 30, 2017. According to the WSSC's Web-Based Compliance System, the Commission has paid Black & Veatch Corporation (**M05234**) **\$0.00** of which **0.00%** was paid to its **MBE/SLBE** and **Majority subcontractors**, the Commission has paid Blue Heron Consulting Corporation (**M05239**) **\$259,536.00** of which **0.00%** has been paid to its **SLBE subcontractors**, the Commission has paid Origin Consulting, LLC (**M05232**) **\$223,335.00** of which **0.00%** has been paid to its **MBE/SLBE** and **Majority subcontractors**, and the Commission has paid Sure Power Consulting, LLC (**M05233**) **\$616,423.00** of which **0.00%** has been paid to its **SLBE subcontractors**.

The estimated contract value for Option-Year One (1) has increased to **\$4,000,000.00 (per awardee upset limit)** for **Black & Veatch Corporation, Origin Consulting, LLC, and Sure Power Consulting, LLC**. Option-Year One (1) will commence on August 1, 2017 and will expire on June 30, 2018. **The Commission will not be exercising Option-Year One (1) with Blue Heron Consulting Corp.**

The chart below reflects a summary of the subcontracting requirement and summary of services for Option-Year One (1) for Contract No. 1111:

Prime	Subcontractors	Option-Year One (1) Subcontracting Requirement %	Summary of Services
#Black & Veatch Corporation Gaithersburg, Maryland (Montgomery County)	**Client Software Services, LLC (MDOT #13-541, Asian American) Clarksburg, Maryland (Montgomery County)	10.00% (SLBE)	Oracle database administrators, Java programmers and QA testers
Total Contract Amount: \$4,000,000.00			
Total SLBE Subcontracting: 10.00% (\$400,000.00)	**Opportunity Knocks, Inc. (DCSLBD #LSDXR918060, Female/Woman-Owned) Washington, District of Columbia	3.00% (MBE)	Organization change management, training, project management office support
Total MBE Subcontracting: 3.00% (\$120,000.00)	#Enterprise Solutions Consulting, LLC Leesburg, Virginia	6.00% (Majority)	Data conversion
Total Majority Subcontracting: 15.00% (\$600,000.00)	#Trinity Consulting, LLC Atlanta, Georgia	6.00% (Majority)	Oracle MDM implementation support
	#OM Consulting Group, LLC Coyaga, Ohio	3.00% (Majority)	Oracle CC & B project specialist

Prime	Subcontractors	Option-Year One (1) Subcontracting Requirement %	Summary of Services
#Origin Consulting, LLC Las Vegas, Nevada Total Contract Amount: \$4,000,000.00 Total SLBE Subcontracting: 15.00% (\$600,000.00) Total MBE Subcontracting: 10.00% (\$400,000.00)	^*JuneGem Technologies, Inc. (MDOT #11-390, African American/Female) Hyattsville, Maryland (Prince George's County) ^*Peak Technology Solutions, Inc. (MDOT #03-385, Asian American) Olney, Maryland (Montgomery County) ^Enterprise People, Inc. Rockville, Maryland (Montgomery County)	10.00% (SLBE) 10.00% (MBE) 5.00% (SLBE)	Staffing augmentation Professional services Professional services
#Sure Power Consulting Alpharetta, Georgia Total Contract Amount: \$4,000,000.00 Total SLBE Subcontracting: 10.00% (\$400,000.00)	^^ABSS Solutions, Inc. (MDOT #09-011, African American) Upper Marlboro, Maryland (Prince George's County)	10.00% (SLBE)	IT consulting solutions or services

*Certified-Minority Business Enterprise (MBE) Firm
 ^WSSC-Approved SLBE
 #Majority-Owned Firm

All of the firms are registered in WSSC's Supplier Portal System. Per the CBR Standard Procedure (ACQ10-01) Policy, **ALL** Vendors seeking to do business with WSSC must be registered in WSSC's Supplier Portal System. **ALL** Primes and their Direct Subcontractors/Suppliers/Sub-Consultants **MUST BE** registered in WSSC's Supplier Portal System. The failure of the Direct Subcontractor/Supplier/Sub-consultant registration in the Supplier Portal System **WILL DELAY** Notices-To-Proceed, Subcontracting Plan Modifications and other Subcontracting Compliance Matters.

The OSDI has reviewed the performance history of **Origin Consulting, LLC** Contract No. 1111/M05232, and **Sure Power Consulting** Contract No. 1111/M05233 via the Web-Based Compliance System and has deemed them **unsatisfactory** because they fail to meet their MBE/SLBE subcontracting requirement in whole and in part for each of their MBE/SLBE subcontractors. According to the Procurement Office, this firm was not properly notified to cure these non-compliance issues. The Contracting Officer Representative (COR) and Project Manager **MUST** contact the Origins Consulting, LLC and Sure Power Consulting as soon as possible to make them aware of their non-compliance with their MBE/SLBE subcontracting requirement.

The Commission fully expects Black & Veatch Corporation, Origin Consulting, LLC, and Sure Power Consulting to meet their MBE/SLBE subcontracting requirement in whole and in part. The Project Manager should monitor this to ensure that the MBE/SLBE subcontracting requirement is met for each term of the contract.

The OSDI **concur (contingent upon the Prime Consultants utilized during the base term meeting their MBE/SLBE subcontracting requirement by the end the base-term)** with exercising Option-Year One (1) for Contract No. 1111 to Black & Veatch, Origin Consulting, LLC Contract and Sure Power Consulting for the Consulting and Integration Services Basic Order Agreement (BOA. Should you require any additional assistance, please contact the Office of Supplier Diversity & Inclusion at 301-206-8800.

TK/lw/gs

cc: Procurement Office