



**IT Sourcing – FY14  
EOCP Update & Vendor Presentations  
January 28, 2014**



# Background

- April 15, 2011 – RFP# 10015345-11-Z issued for IT services
- The City awarded three contracts for IT Services to Atos, CGI Technologies and Solutions and Xerox State & Local Solutions
- In accordance with Council Policy 100-10 Small Local Business Preference for Goods, Services and Consultant Contracts, the solicitation included a voluntary subcontractor participation of 20% of the total proposal price for SLBE/ELBE firms

# Monitoring & Outreach Initiatives

- City staff plans to host an outreach-networking event in Spring 2015
- City staff will continue to meet monthly with CGI, Xerox & Atos and monitor vendor reports on a quarterly basis

# Subcontracting Spend

■ CGI

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2014	\$12.3 M	\$3.0 M	\$693K (5.6%)	\$2.3 M (18.8%)
2015**	\$11.1 M	\$613K	\$165K (1.49%)	\$447K (4.02%)

■ Xerox

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2014	\$11.8 M	\$9.4 M	\$68K (0.58%)	\$9.3 M (79.3%)
2015**	\$11.7 M	\$2.1 M	\$0.00 (0.00%)	\$2.1 M (18.46%)

■ Atos

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2014	\$8.1 M	\$1.3 M	\$141K (1.73%)	\$1.2M (14.9%)
2015**	\$7.6 M	\$863K	\$62K (0.80%)	\$801K (10.4%)

\*\* Reporting Period (7/1/14-9/30/14)



# Potential Opportunities

- Client Relationship Managers (CRM) Team is actively working to identify upcoming projects for potential SLBE/ELBE participation opportunities
- Potential IT Project List
  - 39 Potential Projects Identified

	<b>Projected Value</b>	<b>Number of Projects</b>	<b>SLBE Target</b>
CGI	\$7.6 M	14	\$2.3M
Xerox	\$7.0M	1	\$700K
Atos	\$61K	1	\$61K

# CGI

Commitment	Fulfilled
Local Hires	<ul style="list-style-type: none"> <li>• 72 Local Hires</li> </ul>
SLBE Participation	<ul style="list-style-type: none"> <li>• \$165K for FY15 Q1 reporting period</li> </ul>
SLBE Future Participation	<ul style="list-style-type: none"> <li>• 2 Projects awarded in FY15 and (3.5 FTE) for Run-The-Business services for a projected total of \$825K SLBE participation in FY15</li> <li>• 12 Future Projects in FY15 and FY16 for \$2M SLBE participation</li> <li>• Contacted 10 of 41 vendors from Vendor Outreach Event on 9/23/14; MSA with one vendor is in progress for Printer Repair Services</li> </ul>

# Xerox State & Local Solutions

Commitment	Fulfilled
Local Hires	<ul style="list-style-type: none"> <li>• Committed to hiring 18 SDDPC employees</li> <li>• Exceeded commitment – hired 22 SDDPC employees</li> </ul>
SLBE Participation	<ul style="list-style-type: none"> <li>• Encouraged and received commitment from two existing subcontractors to register with the City's Equal Opportunity Contracting program, Cable Inc. and Tech Masters.</li> <li>• Contracted with AllTech Imaging, (an SBE with the State), for printer and plotter repair and maintenance. They are State approved and we have encouraged them to seek certification with the City.</li> </ul>
SLBE Future Participation	<ul style="list-style-type: none"> <li>• Continuing work with TechMasters (Library E-Rate Program), Cable, Inc. and AllTech Imaging on many ongoing projects. Working with all three firms to seek certification with the City (SLBE, ELBE).</li> <li>• Future participation will include utilizing certified SLBE/ELBE firms to provide staffing for vacancies due to normal attrition where appropriate.</li> </ul>

# AtoS

Commitment	Fulfilled
Local Hires	<ul style="list-style-type: none"> <li>• Prior to contract start Atos estimated <b>33</b> local San Diego positions               <ul style="list-style-type: none"> <li>• The number was revised to <b>32</b> after infrastructure transformation completed                   <ul style="list-style-type: none"> <li>• Account Management Office = 4</li> <li>• Data Center Tower = 16</li> <li>• End User Services = 10</li> <li>• SDCERS = 2</li> </ul> </li> </ul> </li> <li>• Promoted former SDDPC employees to Management and Senior Architect positions at Atos</li> </ul>
SLBE Participation	<ul style="list-style-type: none"> <li>• Atos has initiated Phase 3 of the Data Center decommissioning project               <ul style="list-style-type: none"> <li>• Leveraging an SLBE for the project</li> <li>• Currently completing the project assessment</li> </ul> </li> <li>• Atos has continued to augment its regular staff with <b>3</b> contracted resources from SLBE firm</li> <li>• Currently in discussion with SLBE firm to add 4 to 5 local staff to accommodate non CoSD business recently acquired in San Diego</li> </ul>
SLBE Future Participation	<ul style="list-style-type: none"> <li>• Currently responding to CoSD project list for Windows upgrade projects               <ul style="list-style-type: none"> <li>• SLBE leverage built into the plans to perform local activity</li> </ul> </li> <li>• DoIT has recently moved forward with Phase 1 of the Local Infrastructure Modernization project               <ul style="list-style-type: none"> <li>• There is sizable local implementation activity</li> <li>• Atos is currently in discussion with SLBE firms to provide their cost estimates</li> </ul> </li> </ul>



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# Questions ?