

THE CITY OF SAN DIEGO

REPORT TO THE CITY COUNCIL

DATE ISSUED:

June 18, 2014

REPORT NO: 14-049

ATTENTION:

Budget & Government Efficiency Committee

SUBJECT:

IT Sourcing - Vendor EOCP Update & Presentations

REQUESTED ACTION:

This is an informational report. No action is required on the part of the Committee or the City Council.

STAFF RECOMMENDATION:

Accept Report.

BACKGROUND

On April 15, 2011, the City issued RFP #10015345-11-Z for IT Services, with an original due date of June 2, 2011 for proposals to be received. There were five Addenda (A-E) issued between April 19, 2011 and June 2, 2011, with a final proposal due date of June 23, 2011.

The City awarded three large contracts for informational technology services to Atos, CGI Technologies and Solutions, Inc. and Xerox State & Local Solutions, Inc.

The solicitation contained certain minimum requirements, including public sector experience in providing similar services to other government organizations in the United States, to ensure only fully qualified vendors submitted proposals to meet the City's IT service needs. As with all service contracts, the solicitation included a voluntary subcontractor participation of 20% of the total proposal price for Small Local Business Enterprise (SLBE) and Emerging Local Business Enterprise (ELBE) firms. This is in accordance with Council Policy 100-10 Small Local Business Preference for Goods, Services and Consultant Contracts.

SUMMARY:

On May 22, 2014, staff provided the Budget & Government Efficiency Committee with a report detailing the subcontracting participation levels and the efforts made by the Citywide IT Service Providers for the first six months of FY14 (period 07/01/13 to 12/31/13). Due to subcontracting participation concerns, the Committee requested for staff to return with the Citywide IT Service Providers to present their reports detailing the subcontracted dollars committed for the third quarter FY14 and programmatic status of efforts made to maximize subcontracting opportunities to certified SLBE/ELBE firms.

Page 2
Budget & Government Efficiency Committee No: 14-049
June 18, 2014

The vendor reports for the first nine months of FY14 (period 07/01/13 to 3/31/14) are attached.

CGI Technologies and Solutions, Inc. (\$70,644,132 not to exceed; 5 year term)

CGI Technologies and Solutions, Inc. provides application support services for the City. In their original submitted proposal, CGI had a subcontracting commitment of 2% of the total contract value with other (non-certified) subcontractors. CGI has exceeded their original certified subcontractors for 5.6% and other (non-certified) subcontractors for 13.3% of the annual contract value in FY13. For the first nine months of FY14, CGI has exceeded their original certified subcontracting commitment based on award and has utilized certified subcontractors for 4.1% and other (non-certified) subcontractors for 19.2% of the annual contract value.

The attached report provided by CGI (Attachment 1) indicates they have 73 local hires, exceeding their original commitment of 72. They are planning for one additional college hire in July 2014. CGI is continuing to identify opportunities for increased SLBE participation in all operating areas. RJIT Consulting, a City-certified SLBE, will begin working with CGI in July 2014. This will increase participation by approximately \$200,000 annually.

The following chart provides a summary of CGI's total spend to subcontractors:

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2013*	\$12,370,961	\$2,334,763	\$689,495 (5.6%)	\$1,645,268 (13.3%)
2014**	\$12,316,248	\$2,873,924	\$507,025 (4.1%)	\$2,366,899 (19.2%)

^{*}Reporting Period FY 13 (07/01/12 - 06/30/13)

Xerox State & Local Solutions, Inc. (\$66,162,114 not to exceed; 5 year term)

Xerox State and Local Solutions, Inc. provides network support for the City of San Diego. In their original submitted proposal, Xerox did not have a subcontracting commitment. Xerox has exceeded their original subcontracting commitment based on award and has utilized certified subcontractors for 0.75% and other (non-certified) subcontractors for 13.3% of the annual contract value in FY13. For the first nine months of FY14, Xerox has exceeded their original certified subcontracting commitment based on award and has utilized certified subcontractors for 0.58% and other (non-certified) subcontractors for 57.88% of the annual contract value.

The attached report provided by Xerox (Attachment 2) indicates they hired 22 former SDDPC employees, exceeding their original commitment of 18 local staff members. There are a total of 25 Xerox employees locally. Xerox has also encouraged their existing subcontractors to register as an SLBE through the City's program. Xerox continues to partner with local woman and minority-owned businesses for completion of the City's converged network and voice-over internet protocol (VOIP) transformation projects and will continue to utilize them as

^{**}Reporting Period FY 14 (07/01/13 - 03/31/14)

opportunities arise. Through their internship program, Xerox has continued their commitment to train local college students.

The following chart provides a summary of Xerox's total spend to subcontractors:

Fiscal Year	Contract Amount for EY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2013*	\$15,101,065	\$4,294,166	\$113,014 (0.75%)	\$4,181,152 (28.2%)
2014**	\$11,816,145	\$6,907,526	\$68,730 (0.58%)	\$6,838,796 (57.88%)

^{*}Reporting Period FY 13 (07/01/12 – 06/30/13)

Atos (\$47, 123,396 not to exceed: 5 year term)

Atos provides support bundled into three primary services- data center services, service desk support and desktop support. In their original submitted proposal, Atos did not have a subcontracting commitment. Atos has exceeded their original commitment based on award and has utilized other (non-certified) subcontractors for 3.3% of the annual contract value in FY13. For the first nine months of FY14 Atos has exceeded their original subcontracting commitment based on award and has utilized certified subcontractors for 1.48% and other (non-certified) subcontractors for 9.61% of the annual contract value.

In the attached report provided by Atos (Attachment 3), the original 33 local San Diego positions were revised to 32 after infrastructure transformation. Atos has an agreement in place with an SLBE for the June 2014 decommissioning of the SDDPC Rose Canyon facility. As part of the City's FY14 Refresh Program, Atos is continuing to partner with PCM Sarcom, previously used by SDDPC. They have contracted with local resources for staffing on multiple projects and are continuing to identify areas for increased SLBE participation. Atos routinely collaborates with LINK San Diego to connect local students with employers in the county.

The following chart provides a summary of Atos's total spend to subcontractors:

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Subcontractors	Other Subcontractors
2013*	\$9,418,787	\$308,277	\$0 (0%)	\$308, 277 (3.3%)
2014**	\$8,182,390	\$935,315	\$121,299 (1.48%)	\$814,016 (9.61%)

^{*}Reporting Period FY 13 (07/01/12 - 06/30/13)

^{**}Reporting Period FY 14 (07/01/13 - 03/31/14)

^{**}Reporting Period FY 14 (07/01/13 - 03/31/14)

Page 4

Budget & Government Efficiency Committee No: 14-049

June 18, 2014

CONCLUSION:

In efforts to increase SLBE/ELBE participation, City staff continues to meet monthly with the vendors and City departments to identify upcoming projects for potential opportunities.

Dennis Gakunga

Director, Purchasing and Contracting

Ronald H. Villa

Deputy Chief Operating Officer, Internal Operations

Attachment(s):

- 1. CGI Technologies and Solutions Inc. FY 14 Report (Period 07/13 3/14)
- 2. Xerox State & Local Solutions, Inc. FY 14 Report (Period 07/13 3/14)
- 3. Atos FY 14 Report (Period 07/13 3/14)

Fiscal Year 2014*

Company Name:

CGI Technologies and Solutions Inc.

Local Diversity & Outreach Coordinator:

Steven Newstrom

(Name, Address and Phone #)

707 Wilshire Blvd, Suite 4325

Los Angeles, CA 90017

Contract Information*

FY14 Total Contract Value:

\$ 12,316,248.00

FY14 Total Subcontract Value through 3/31/14:

\$ 2,873,924.91

Status of Programs Specifically Developed for San Diego:

CGI continues to identify opportunities to increase SLBE participation. CGI has identified a SLBE sub contractor that will start in July 2014 that will increase participation by \$200k annually.

CGI is reviewing all operating expenditures to identify opportunities to add SLBE vendors, such as, parking, office supplies and janitorial.

Seven (7) opportunities have been identified within the ADM Discretionary services that will increase CGI's SLBE participation. The 7 opportunities are targeted for FY15 and FY16 for total SLBE revenue of \$2.3M.

Highlights:

- Local Hires
 - o 73 Local Hires (Committed to 72 Local Hires)
 - o Planning for 1 college hire in July 2014
- SLBE Participation
 - o 5.9% of Revenue (\$507K of \$8.6M Total Revenue for reporting period 7/1/13 thru 3/31/14)
- SLBE Future Participation
 - o 1 Project in FY14 for approximately \$80K (Apr thru June)
 - o Adding SLBE Sub Contractor in July 2014 \$200K annual (RJT Consulting)
 - o 7 Projects in FY15 and FY16 for approximately \$2.3M additional SLBE participation revenue
- Community Activities
 - San Diego CoastKeeper Beach Cleanup @ South Shores Park Mission Bay; 25
 participants
 - o Fisher House Raised \$1,100 for meals at Naval Medical Center San Diego
 - o CyberTini Sponsored event to promote high tech entrepreneurship and economic development in San Diego

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ANNUAL INVOICING REPORT	se Contractor: CGI Technologies and Solutions, Inc.	•
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Project Title: ADM Managed Services Contact Person and Phone: Steve Newstrom

City of San Diego ADM Steven Newstrom Contract Amount to Date:

Fiscal Year, 2014
Proposal Number:
Original Contract Amount:

10015345-11-Z \$70,644,132

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I certify under penalty of perjury that the foregoing is true and correct

Authorized Signature

Signed Copy hand delivered

Steve Newstrom, VP Printed Name / Title

Date

2/27/2013

Fiscal Year 2014*

Company Name:

Xerox State & Local Solutions, Inc.

Local Diversity & Outreach Coordinator:

(Name, Address and Phone #)

Scott Sanders

Executive Account Manager

5975 Santa Fe Street, San Diego, CA 92109

(858) 581-9687

Contract Information*

FY14 Total Contract Value:

\$11,816,145.00

FY14 Total Subcontract Value through 3/31/14:

\$ 6,907,526.00

Status of Programs Specifically Developed for San Diego:

Xerox committed to hiring 18 local San Diego Data Processing Corporation (SDDPC) employees in support of the City's Network and Security services. We exceeded that commitment and hired 22 former SDDPC employees. There are a total of 25 Xerox employees in the local San Diego, CA area.

Xerox committed exploring partnerships with local small, minority, woman, and veteran-owned businesses, as well as our local college internship program to complete the activities associated with the City's converged network and voice-over internet protocol (VOIP) transformation projects. Xerox continues to explore partnerships with local businesses on potential opportunities.

Xerox continues to encourage subcontractor firms to register as a Small Local Business Enterprise (SLBE) with the City's Equal Opportunity Contracting Program.

ANNUAL INVOICING REPORT

Prime Contractor: Xerox State & Local Solutions, Inc. Project Title: City of San Diego, IT Services Contact Person and Phone: Scott Sanders, 858.581.9687

Fiscal Year: 2014 (through 03/31/13) Proposal Number: 10015345-11-Z Original Contract Amount: \$66,162,114 Contract Amount to Date: \$9,338,233

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Form Title: MONTHLY INVOICING REPORT Form Number: CC25

^{*}Certified by the City and/or a City approved Agency

Trilogy		1/1/2013	3/1/2014	\$4,391	\$24,065.83	\$24,066.00	0.2%		
Vega	,	1/1/2013	2/24/2014	OS.	\$49,338.40	\$49,338.40	0.4%		
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TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*									
TOTAL SDVOSB SUBCONTRACTORS / SUPPLIERS*									
TOTAL AMOUNT PAID TO PRIME						\$ 9,338,233	79%		

I certify under penalty of perjury that the foregoing is true and correct:

Printed Name / Title
Authorized Signature

Date

Form Title: MONTHLY INVOICING REPORT Form Number: CC25 **Certified by the City and/or a City approved Agency

Fiscal Year 2014*

Company Name:

Atos IT Solutions and Services Inc.

Local Diversity & Outreach Coordinator:

Thomas Pisegna

(Name, Address and Phone #)

1010 2nd Ave Suite 500 East Tower

San Diego, CA 92101

(858)208-6164

Contract Information*

FY14 Total Contract Value:

\$ 8,182,390.00

FY14 Total Subcontract Value through 3/31/14:

\$ 935,315.00

Status of Programs Specifically Developed for San Diego:

Staffing Report

- Prior to contract start Atos estimated 33 local San Diego positions
- The number was revised to 32 after infrastructure transformation

o Data Center Tower

= 16

o End User Services

= 10

o Account Management Office = 4

o SDCERS

= 2

- O It's important to note that the Data Center tower and some of the End User Services resources although local to San Diego are also leveraged for other Atos Clients across North America
- o Atos has provided the staff hired from SDDPC opportunities and a growth path within our IT Outsourcing portfolio and large Client base
- Atos has an agreement in place with an SLBE company to provide services to the City of San Diego starting in mid-June 2014 for the SDDPC Data Center decommissioning project.
- Atos has augmented its regular staff with 3 contracted resources
 - o The goal is to hire the resources after attainment of CLETS certs
- Atos has added 3 local staff with CLETS certification through PCM SARCOM to support SDPD until all staff are certified
- As part of the City's FY14 Refresh Program Atos is sub-contracting with PCM
- That agreement will support an additional 3 to 5 local staff depending on weekly activity
- For the CoSD WIN7 project, Atos has contracted with 7 local resources
- Atos has leveraged an SLBE staffing company to fulfill local staffing needs at City of San Diego and at one of our national accounts
- The Atos Procurement team has been contacting and working with local San Diego and San Diego County firms to identify areas where work can be sub-contracted while maintaining the committed to services and pricing
- Atos is progressing on Master Services Agreements with local a staffing firm who meet the City's SLBE or ELBE status requirements

- o To-date, Atos has Master Services Agreements are in place with:
 - Island Staffing
 - Spectraforce
- o Currently negotiating with TIG for a Master services Agreement for local IT services
- Atos continues the efforts with LINK San Diego to connect high school and college students with employers in San Diego County
 - o Atos received endorsement from San Diego Regional Chamber of Commerce, Economic Development Corporation, San Diego Workforce Partnership, UC San Diego, San Diego State, San Diego Gas & Elec., ESET, Qualcomm, Wells Fargo Bank and Union Bank

ATTACHMENT 3

ANNUAL INVOICING REPORT

Prime Contractor: Atos Expenses From Jan 1st -Mar 31st, 2014

Contact Person and Phone: Tom Pisegna 858-208-6164 or Ana Dedeic 619-851-4334

Fiscal Year. 2014
Proposal Number: RFP-10015345
Original Contract Amount: \$47,123,396
Contract Amount to Date: \$8,199,731

SUBCOMPACTORS / SUPPLIERS	DBE,DVBE, OBE MBE,	Actual Start	Date of Last	Amount Amount	Amount Invoiced to	CUMULATIVEAMOUNTS PAID TO DATE	MOUNTS	ORIGINAL COMMITMENT	AL TOWN	Change
The state of the s	SLBE WoSB, HUBZone, OR, SDVOSB*					Dollar Amount	Contract	Dollar Amount	% of Contract	Order Faid This Month
SUBCONTRACTORS:	A CALL STATE OF THE STATE OF TH	10 10 10 10 10 10 10 10 10 10 10 10 10 1	1905 - No. 1905		Selection of the select					76 F F F F F F F F F F F F F F F F F F F
SARCOM		July 2013	Mar 2014	\$77,109	\$359,471.49	\$359,471.49	4.38%	20		
Island Staffing	ELBE	July 2013	Mar 2014	\$11,027	\$121,299	\$121,299	1.47%	80		
InControl		July 2013	Mar 2014	58,625	\$102,081	\$102,081	1.24%	08		
ASI		Nov 2013	Jan 2014	\$28,130	\$28,130	\$28,130	0.34%	08		
SDDPC		July 2013	Nev 2013	0.8	\$296,834	\$296,834	3.62%	\$296,834	3.60%	
VENDORS/SUPPLIERS:								-		
Ace Parking		Sept 2012	Mar 2014	81,980	\$27,500	\$27,500	0.27%	0.8		
TOTAL DBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL DVBE SUBCONTRACTORS / SUPPLIERS*			ů,							
TOTAL OBE SUBCONTRACTORS / SUPPLIERS										
TOTAL MBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL ELBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL SLBE SUBCONTRACTORS / SUPPLIERS*				Te i						
TOTAL WoSB, SUBCONTRACTORS / SUPPLIERS*				40						
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*			ink. Lik.or						***********	
TOTAL SDVOSB SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME										

I certify under penalty of perjury that the foregoing is true and correct:

MONTHLY INVOICING REPORT

Form Title:

Authorized Signature

Form Number: CC25 *Certified by the City and/or a City approved Agency

(Rev. 09/2012)

Date

Printed Name / Title