



THE CITY OF SAN DIEGO  
**REPORT TO THE CITY COUNCIL**

DATE ISSUED: September 9, 2013                      REPORT NO: 13-074  
ATTENTION: Budget & Finance 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 RFP 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 major service contracts, the RFP process required compliance with the City's Equal Opportunity Contracting Program (EOCP) and Small Local Business Enterprise (SLBE) program.

The City awarded three large contracts for informational technology services to Atos, CGI Technologies and Solutions, Inc. and Xerox State & Local Solutions, Inc. The selected firms committed to utilizing a number of strategies that provide for jobs to be filled locally. In addition to filling positions with qualified SDDPC staff, each firm committed to utilizing the City's EOCP and SLBE Programs, and targeting the local job market.

SUMMARY:

This past March, staff provided the Budget & Finance 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 FY13 (period 07//01/12 to 12/31/12). At the close of the report, staff committed to continue monitoring the vendors subcontracting participation levels and to return with the Citywide IT Service Providers to present their annual reports detailing the subcontracted dollars committed for FY13 and programmatic status of efforts made to maximize subcontracting opportunities to certified SLBE/ELBE firms. The vendor annual reports for FY13 are attached.

Statistics are depicted in the charts below for each firm:

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

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$12,370,961.00	\$2,334,763.00	\$689,495.00 (5.6%)	\$1,645,268.00 (13.3%)

\*Reporting Period FY 13 (07/12 – 06/13)

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

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$15,101,065.00	\$4,294,166.00	\$113,014.00 (0.75%)	\$4,181,152.00 (27.7%)

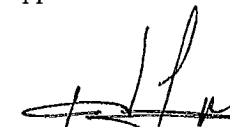
\*Reporting Period FY 13 (07/12 – 06/13)

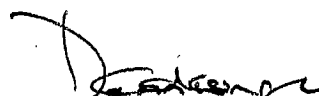
**Atos (\$47,123,396 not to exceed; 5 year term)**

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$9,418,787.00	\$308,277.00	\$0.00 (0%)	\$308,277.00 (3.3%)

\*Reporting Period FY 13 (07/12 – 06/13)

Staff will continue to monitor the IT Service Providers progress towards maximizing subcontracting opportunities for SLBE/ELBE firms.

  
 Henry Foster  
 Program Manager  
 Equal Opportunity Contracting

  
 Dennis Gakunga  
 Director, Purchasing and Contracting

Attachment(s):

1. CGI Technologies and Solutions Inc. FY 13 Report (Period 07/12 – 06/13)
2. Atos FY 13 Report (Period 07/12 – 06/13)
3. Xerox State & Local Solutions, Inc. FY 13 Report (Period 07/12 – 06/13)

# Equal Opportunity Contracting Program IT Services Annual Status Report

July 1, 2012 to June 30, 2013

**Company Name:**

CGI Technologies and Solutions, Inc.

**Local Diversity & Outreach Coordinator:**  
(Name, Address and Phone #)

Steven Newstrom  
5965 Santa Fe St.  
San Diego, CA 92109  
918.770.1819

## Contract Information\*

Total Contract Value: \$ 70,644,132

Total Subcontract Value: \$ 2,334,763.00  
(please complete attached form)

## Status of Programs Specifically Developed for San Diego:

(Please list each Program and provide the activities completed)

**Originally estimated 80 local positions in support of the City**

**Currently at 80 FTE, 1 FTE position in the recruiting stage**

**CGI Executive selected for Board Seat for the Elementary Institute of Science**

**Participated in the Link San Diego project**

**Equal Opportunity Contracting Program commitments**

**2 FTE contract positions from SLBE program, with an additional FTE being transitioned to an SLBE provider**

**One Internship opportunity occurred between July 2013 and August 2013; Continued with resource as a part-time employee**

**Hired 2 local college graduates in July 2013**

**Planning to hire 2 more local college graduates in December 2013**

**Master Services Agreement established or in process with:**

**Quartic Solutions, Island Staffing, Evari GIS Solutions, AT-Tech, Recruit 121, Zora Analytics**

\*Fiscal Year -- July 1<sup>st</sup> through June 30<sup>th</sup>.

**ANNUAL INVOICING REPORT**

Prime Contractor: City of San Diego ADM  
 Project Title: ADM Managed Services  
 Contract Person and Phone: Steven Newstrom  
 Steve Newstrom  
 918-710-1819

Fiscal Year:  
 Proposal Number:  
 Original Contract Amount: \$70,644,182

Data as of 06/30/2013

SUBCONTRACTORS / SUPPLIERS (List Names of Subcontractors / Suppliers)	DBE, WBE, OBE, MBE, WBE, ELBE, SDBE, WOSB, HUBZone, OS, SD, VOSB	Actual Start Date	Date of Last Invoice	Dollar Amount Paid This Month	Amount Invoiced to Date	COMPLETION DATE		ORIGINAL CONTRACT		Change Date - Paid This Month
						Dollar Amount	% of Contract	Dollar Amount	% of Contract	
<b>SUBCONTRACTORS:</b>										
OLARTIC SOLUTIONS LLC	SLBE	8/10/2012	6/6/2013	20,463	98,483	98,483	20%	487,000	20%	n/a
PEOPLEWORKS LLC		8/10/2012	5/9/2013	84,238	317,683	317,683	53%	596,900	53%	n/a
RECRUIT 121 LLC		9/7/2012	5/9/2013	17,680	290,109	290,109	98%	296,900	98%	n/a
GRIGORI CONSULTING SERVICES		11/15/2012	1/15/2012	-	6,480	6,480	19%	34,500	19%	n/a
<b>VENDORS/SUPPLIERS:</b>										
Ace Parking		6/29/2012	5/13/2013	680	51,619	51,619	96%	53,550	96%	
CLS SECURITY ELECTRONICS		7/9/2012	7/18/2012	-	1,005	1,005	100%	1,010	100%	
EPUS TECHNOLOGY INC		7/1/2012	8/7/2012	932	4,547	4,547	102%	4,465	102%	
MCKOWSKIS MAINTENANCE SYSTEMS INC		7/16/2012	3/1/2013	471	3,768	3,768	31%	12,000	31%	
FNC		9/10/2012	6/19/2012	149	1,566	1,566				
SHOWCASE CARPET CLEANING		7/23/2012	9/24/2012	-	790	790	100%	790	100%	
SOFTWARE AG USA INC		9/28/2012	2/11/2013	15,870	127,573	127,573	95%	133,784	95%	
READY TECHNOLOGIES INC		12/5/2012	3/6/2013	14,374	90,398	90,398	67%	135,000	67%	
RIGHT TOUCH CLEANING CO.		7/16/2012	2/5/2013	95	1,310	1,310	13%	10,000	13%	
DELL		6/1/2012	1/29/2013	80	9,779	9,779	49%	20,000	49%	
FASHION FURNITURE RENTAL INC		5/21/2012	6/1/2013	688	44,280	44,280	98%	45,000	98%	
OFFICEWAX		6/25/2012	11/6/2012	542	8,230	8,230	69%	12,000	69%	
PROMENADE ACQUISITION LLC		5/23/2012	5/21/2013	8,962.00	150,568	150,568	94%	159,774	94%	
REGUS MANAGEMENT GROUP LLC		5/7/2012	4/1/2013	4,600	56,166	56,166	50%	111,989	50%	
IMAGINE MEDIA GROUP LLC		1/1/2013	3/6/2013	44	37,524	37,524	51%	73,605	51%	
JAN PRO OF SAN DIEGO		5/10/2013	6/1/2013	935	1,712	1,712	15%	11,220	15%	
SIERRA INFOSYS INC		12/8/2012	5/7/2013	1,591	109,944	109,944	86%	128,100	86%	
STAPLES ADVANTAGE		2/14/2013	5/23/2013	13	3,607	3,607	95%	3,800	95%	
TOTAL DBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL DWBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL OBE SUBCONTRACTORS / SUPPLIERS										
TOTAL MBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL ELBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WOSB, SUBCONTRACTORS / SUPPLIERS*										
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDVOSE SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME										

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

Signed Copy Hand delivered

Authorized Signature

Steve Newstrom, VP  
 Printed Name / Title

2/27/2013  
 Date

# Equal Opportunity Contracting Program IT Services Annual Status Report

July 1, 2012 to June 30, 2013

**Company Name:** Xerox State & Local Solutions, Inc

**Local Diversity & Outreach Coordinator:** Scott Sanders  
(Name, Address and Phone #) 5975 Santa Fe Street  
San Diego, CA 92109  
530-598-4915

## Contract Information\*

Total Contract Value: \$ 60,053,872

Total Subcontract Value: \$ 4,294,166  
(please complete attached form)

## Status of Programs Specifically Developed for San Diego:

(Please list each Program and provide the activities completed)

1. Xerox State and Local Solutions, Inc was awarded the network services contract for the City of San Diego on June 26, 2012 with a start date of July 1, 2012. The status of our activities planned or completed is below.
2. We established a subcontract with Techmasters to provide consulting to the City Library on the eRate program. The subcontract was signed September 1 and we funded them up to \$24K this year. This enables the Library to gain about \$300,000 each year.
3. We recruited Precision Voice and Data Solutions to join the SLBE program and they recently qualified. We are funding Precision \$90K and now we're benefiting from their services in support of the Voice Over Internet Protocol (VOIP) transformation project. Precision is assisting with our installation of 9,000 new telephone handsets throughout City offices. This work will continue through 2013. This is a San Diego based woman-owned small business.
4. Xerox participated in the Small Business Workshop on September 26, 2012 in conjunction with Council Member Lori Zapf. We had a table staffed with senior representatives from both Xerox Services and Xerox Technology sectors.
5. Xerox hired two additional SDDPC staff members in February 2013 to support the City's requests for network and telephone service. This brings our total local hires to 22.
6. We are committed to hiring historically under-represented college interns to provide opportunities in a production IT environment. Since contract award, we focused on providing a seamless transition of all voice communications and data networking operations from SDDPC and implementing the VOIP telephone system. We will begin our intern program before the summer and we will be seeking qualified candidates. With the consent of the City's EOCP office, we would see more benefit in having a year-round college intern program vice just a summer program.

\*Fiscal Year -- July 1<sup>st</sup> through June 30<sup>th</sup>.

**Equal Opportunity Contracting Program  
IT Services Annual Status Report**

7. *Xerox was also working on adding AT-Tech to City's SLBE program as a staffing resource.*
8. *As always, Xerox is happy to discuss this or any other related efforts with City staff.*

**ANNUAL INVOICING REPORT**

Prime Contractor: Xerox State & Local Solutions, Inc.  
 Project Title: City of San Diego, IT Services  
 Contact Person and Phone: Roger Murphy, 858-886-6115

Fiscal Year: 2013 (through 06/30/13)  
 Proposal Number: 10015345-11-Z  
 Original Contract Amount: \$60,053,872  
 Contract Amount to Date: \$14,583,775

SUBCONTRACTORS/SUPPLIERS (List Names of all Subcontractors/ Suppliers)	DPE DATE OF MAYBE TABLE SUBS 7/6/88 HUBZ/INS OR SIDYOSIS	Actual Start Date	Date of Last Invoice	Dollar Amount Paid to Date (YTD)	Amount Invoiced to Date	COMPLETING AMOUNTS		COMPLETING Contract	Change Order Total Month
						Dollar Amount	%		
<b>SUBCONTRACTORS:</b>									
Techmasters		7-5-12	4-30-2013	50	55,300	55,300	51%	\$10,800 per year	51%
VENORS/SUPPLIERS									
A1&T		1-Jul-12	6-25-2013	\$144,855	\$2,550,328	\$2,550,328	6%	\$2,416,029 per year	
Com Communications		1-Jul-12	6-25-2013	\$31,247	5,123,556	5,123,556	<1%	0	0
NEC		1-Jul-12	6-25-2013	30	520,673	520,673	<1%	0	0
Cable Inc		1-Jul-12	6-25-2013	\$2,270	\$11,864	\$11,864	<1%	0	0
Cisco		7-6-2012	6-25-2013	\$6,908	\$39,619	\$39,619	<1%	0	0
CDW		7-9-2012	6-25-2013	\$2,000	\$25,794	\$25,794	<1%	0	0
SARCOM		12-19-2012	5-30-2013	\$2,924	\$38,844	\$38,844	13%		
Commworks		12-17-2012	3-22-2013	50	58,602	58,602	<1%		
Precision Voice & Data Solutions		12-19-2012	6-21-2013	\$13,888	\$38,319	\$38,319	<1%	\$50,000	
TOTAL DPE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL DPE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL OPE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL OPE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL ELBE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL ELBE SUBCONTRACTORS/ SUPPLIERS*									
TOTAL WOSE SUBCONTRACTORS/ SUPPLIERS*									

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

(Rev. 09/2012)

TOTAL HORIZONS SUBCONTRACTORS / SUPPLIERS*									
TOTAL SERVICES SUBCONTRACTORS / SUPPLIERS*									
TOTAL AMOUNT PAID TO PRIME					\$14,583,715.00		\$10,973,943.00		18.27%

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

*Roy L. Mumph*

VP IT Managed Services  
Printed Name / Title

07/11/2013  
Date

Authorized Signature



# Equal Opportunity Contracting Program IT Services Annual Status Report

FY'13 Period 7/1/2012 to 6/30/2013 Report\*

*Company Name:* Atos Inc.  
*Local Diversity & Outreach Coordinator:* David Evans  
*(Name, Address and Phone #)* 1200 3<sup>rd</sup> Ave  
San Diego, CA 92101

## Contract Information\*

Total Contract Value: \$ 38,580,000  
Total Subcontract Value: \$308,277.22  
(please complete attached form)

## Status of Programs Specifically Developed for San Diego:

(Please list each Program and provide the activities completed)

Atos originally estimated 33 local FTE positions but due to efficiencies gained with the joint City-Atos new data center strategy the estimate was lowered to 32 FTE positions. As of 7/1 we have 32 FTE local positions or which one position is contracted from SLBE (Island Staffing). In addition to the current 32 FTE local positions assigned to the City of San Diego MSA, we also have 2 local FTE positions which are serving SDCERS and 2 local FTE positions contracted with SARCOM for short-term CLETS Police Department service needs.

Atos is also working to establish sub-contracting with SARCOM for a portion of Desk side services. SARCOM was identified as an ideal partner due to the previous experience with the City and working staff knowledge of City department needs. If agreement cannot be made with SARCOM Atos will look to other SLBE IT Service companies to provide. Further details will be included during our next reporting period.

Atos also established a Master Service Agreement with the San Diego Data Processing Center (SDDPC) purchasing Data Center services and support at the Rose Canyon facility. As part of this agreement which ran from July 1<sup>st</sup> – Aug 31<sup>st</sup> which included payment for personnel support cost for 11 SDDPC individuals.

\*Fiscal Year 2013 period ending 6/30/2013

**ANNUAL INVOICING REPORT**

Prime Contractor: Atos

Fiscal Year: 2013

Project Title: Atos Expenses From July 1<sup>st</sup> 2012 -- June 30<sup>th</sup> 2013

Proposal Number: RFP-10015345

Contact Person and Phone: David Evans 619-866-1044 or Ana Dedeic 619-623-0413

Original Contract Amount: \$9,418,787.78 FY13

Contract Amount to Date: \$308,277.22 FY13

SUBCONTRACTORS / SUPPLIERS (List Names of all Subcontractors / Suppliers)	DIBE, DVBE, OBE, MBE, WBE, EBE, SDBE, WOSB, HUBZone, OR SDVOSB	Actual Start Date	Date of Last Invoice	Dollar Amount Paid This Month	Amount Invoiced to Date	CUMULATIVE AMOUNTS PAID TO DATE		ORIGINAL COMMITMENT		% Change Order Paid This Month
						Dollar Amount	% of Contract	Dollar Amount	% of Contract	
<b>SUBCONTRACTORS:</b>										
Paul Van Holte Polygraph**		Mar 2013	May 2013	N/A	\$3,525.00	\$3,525.00	N/A	N/A	N/A	N/A
San Diego Data Processing Corporation**		Signed 6/13	Signed 6/13	N/A	\$287,789.80	\$287,789.80	100%	N/A	N/A	N/A
**Note: work was agreed to in HI for both vendors above while payment is in currently in process.										
<b>VENDORS/SUPPLIERS:</b>										
San Diego Regional Chamber of Commerce		Jan 2012	July 2012	N/A	\$10,500	\$10,500	N/A	N/A	N/A	N/A
Staples		Nov 2012	Nov 2012	N/A	\$512.42	\$512.42	N/A	N/A	N/A	N/A
Ace Parking		Aug 2012	Dec 2012	Dec \$510	\$2,550.00	\$2,550.00	N/A	N/A	N/A	N/A
Ace Parking		Jan 2013	June 2013	N/A	\$3,400.00	\$3,400.00	N/A	N/A	N/A	N/A
TOTAL DIBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL DVBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL OBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL MBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL ELBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WOSB, SUBCONTRACTORS / SUPPLIERS*										
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDVOSB SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME										

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

Authorized Signature \_\_\_\_\_

Printed Name / Title \_\_\_\_\_

Date \_\_\_\_\_

Form Title: MONTHLY INVOICING REPORT

Form Number: CC25

\*Certified by the City and/or a City approved Agency

(Rev. 09/2012)