

CITY OF REDMOND
RESOLUTION NO. 1397

A RESOLUTION OF THE CITY COUNCIL OF THE CITY
OF REDMOND, WASHINGTON, WAIVING COMPETITIVE
BIDDING REQUIREMENTS FOR DEVELOPMENT AND
PURCHASE OF A BUSINESS INTELLIGENCE
SOLUTION, AND AUTHORIZING THE MAYOR OR HIS
DESIGNEE TO NEGOTIATE AND EXECUTE CONTRACTS
TO PERFORM THE WORK

WHEREAS, Redmond is successfully running Dynamics AX but is
unable to access all the information needed without the assistance
of an AX developer to create reports; and

WHEREAS, Tyler Technologies has identified a solution which
would allow Redmond to maximize the City's investment by
providing a full reporting picture of financial activity; and

WHEREAS, the business intelligence solution can provide
cross-module and cross-system solutions for data mining and
reporting; and

WHEREAS, the City would benefit from having a robust
business intelligence solution to leverage the strengths of the
Dynamics AX 2012 financial system; and

WHEREAS, Tyler Technologies has chosen Zap as their
business intelligence solution because of security,
extensibility, user interface, report writer and technical
capabilities; and

WHEREAS, the Dynamics AX software uses Cubes as a reporting mechanism; and

WHEREAS, Zap has developed a unique, proprietary business intelligence solution to Dynamics AX entitled CubeXpress which produces an optimized OLAP cube ready for immediate use; and

WHEREAS, the City Council can declare this project is subject to single source provisions due to the proprietary nature of the Zap solution.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF REDMOND, WASHINGTON, HEREBY RESOLVES AS FOLLOWS:

Section 1. Waiver of Competitive Bidding. The Redmond City Council finds that the facts set forth in the recital paragraphs of this resolution are true and justify exempting the acquisition and implementation of the Zap business intelligence solution from competitive bidding procedures as the CubeXpress feature of the product is only available from one vendor. Pursuant to RCW 39.04.280, the City can exempt the purchase from the ordinary process because the purchase is clearly and legitimately limited to a single source supply. Any bidding or selection requirements in State law or City ordinance are hereby waived due to the nature of the product.

Section 2. Authority to Contract. The City Council authorizes the Mayor or his designees to negotiate and execute a

contract or contracts to carry out the necessary work to acquire and implement a business intelligence solution known as Zap pursuant to the single source justification and pricing information as set forth in Exhibit 1 of this resolution.

ADOPTED by the Redmond City Council this 7th day of January, 2014.

CITY OF REDMOND


JOHN MARCHIONE, MAYOR

ATTEST:


MICHELLE M. HART, MMC, CITY CLERK

FILED WITH THE CITY CLERK: December 17, 2013
PASSED BY THE CITY COUNCIL: January 7, 2014
EFFECTIVE DATE: January 7, 2014
RESOLUTION NO. 1397

YES: Allen, Carson, Flynn, Margeson, Myers, Shutz, Stilin

EXHIBIT 1

Single Source and Pricing Information

Background

In 2011, Redmond implemented the new Dynamics AX financial system. The project was a partnership between the City, Microsoft and Tyler Technologies. Although the Dynamics AX enterprise-wide system is used extensively in the private sector, Microsoft rebuilt the product to meet public sector financial needs. Redmond became a Technology Adoption Partner (TAP) with Microsoft and Tyler as one of the first implementers of the new system.

Since that time, the City has partnered with Tyler Technologies on other pieces of the financial system that are currently still in the development stages of the Dynamics suite such as, payroll and budgeting. In addition, Tyler Technologies is now the owner of EnerGov, the City's new permitting system.

The Challenge

Because of the complexity of Dynamics table structure, Tyler Technology clients who are successfully running Dynamics AX in production environments have found themselves unable to mine data needed without an AX developer to create reports. Since implementation, Redmond has been working to take advantage of the existing functionality in the Dynamics product, such as Cubes and Management Reporter to provide data to users. However due to the complexity of the Dynamics table structure, these solutions are limited when providing cross module information with drill-down capabilities that users can access themselves without relying on IT to provide reports. This has been a problem for the City as Dynamics Users seek to pull data from across various modules to get a more integrated picture of functional financial activity for the City, departments and divisions.

The Solution

Tyler Technologies has been searching for a Business Intelligence (BI) solution that was fully integrated with Dynamics AX 2012 which would allow clients to maximize their investment in the product by providing a full reporting picture of financial activity. After reviewing multiple products, Tyler Technologies came to the conclusion partnering with a leading BI solution provider would be a better result for Dynamics clients than building a BI solution in-house. After analyzing BI products for security, extensibility across other systems, user interface, report writing capabilities, technical needs and industry reputation, Tyler Technologies choose ZAP as the best solution.

ZAP creates business intelligence (BI) software that helps improve corporate performance and is used globally by mid-market companies in many industries and business systems. Because ZAP uses a Microsoft SQL Server platform they are able to provide the best solution that is compatible with the Dynamics AX environment. In addition, the City has been using the Cube technology inherent in AX. ZAP has developed a proprietary component called CubeXpress allowing users to create a data warehouse for easy cube creation and maintenance.

The Plan

The City would like to maintain/enhance our partnership with Tyler through the ZAP solution as they have partnered with us on Dynamics AX, Tyler Cashiering and Eden Payroll and are now the owners of EnerGov (Redmond's new permitting software). Since Tyler has chosen ZAP as their BI solution, the City will contract with Tyler for the product.

The City is currently updating the Dynamics product to Release 2 (R2) and plans to have the new release in production in October 2013. After the update is complete, Redmond would contract with Tyler to implement the ZAP product with CubeXpress allowing users to create cross-module inquiries and reports.

The Price

As a result of Redmond's continuing partnership with Microsoft and Tyler Technologies the City will be offered ZAP at a discounted price as reflected in the pricing proposal in Table 1 on the next page.

If the City were to conduct an RFP, it would compare the results of the ZAP product and the basis of comparison would be inequitable as the City's relationship with Tyler Technologies in the context of the previous Technology Adoption Partnership Program (TAP) and through use of other Tyler Technologies could not be replicated with other vendors. In addition, with the proprietary nature of the CubeXpress solution ZAP provides it would not be in the best interest of the vendor or the City to develop proposals for this project.