

DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

Rev 1

<input checked="checked" type="checkbox"/> New contract	<input type="checkbox"/> OTR	<input type="checkbox"/> CO	<input type="checkbox"/> SS	<input checked="checked" type="checkbox"/> BW	<input type="checkbox"/> Emergency	<div style="border: 1px solid black; padding: 2px;">Previous Contract/Project No.</div>
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<input type="checkbox"/> Re-Bid	<input type="checkbox"/> Other
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LIVING WAGE APPLIES: __YES __NO

Requisition/Project No: RQID1700038

TERM OF CONTRACT: 1 year with 0 one-year options-to-renew

Requisition/Project Title: Consulting Services with Negotiations on RFP 00200 – ERP Implementation, Integration and Related Services

Description: These are professional consultation services needed to assist County with negotiations for ERP RFP -

User Department(s): Internal Services Department

Issuing Department: ISD

Contact Person: Andrew Zawoyski Phone: 305-375-5663

Estimated Cost: \$249,124.00

Funding Source: Bond Proceeds

REVENUE GENERATING: No

ANALYSIS

Commodity/Service No: 918		SIC:	
Trade/Commodity/Service Opportunities			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <input type="checkbox"/> if this is a New Contract/Purchase with no Previous History			
EXISTING		2 ND YEAR	3 RD YEAR
Contractor:			
Small Business Enterprise:			
Contract Value:			
Comments:			
Continued on another page (s): ____ Yes ____ No			

RECOMMENDATIONS

SBE	Set-Aside	Sub-Contractor Goal	Bid Preference	Selection Factor
		%		
		%		
		%		
		%		

Basis of Recommendation: The County is in process of negotiating a multimillion dollar consulting contract for implementation, integration and related services for the Enterprise Resource Planning system. The County utilized Plante Moran for the RFP review and evaluation portion of the ERP Implementation Solicitation. This contract has significant knowledge to assist County in these negotiation and soliciting for these services would delay finalizing an agreement for the much larger project (ERP).

Signed: *Andrew Zawoyski, CPPO*

Date to SBD: December 30, 2016

Date Returned to PM: _____

Scope of Services

Consultant Services to Assist in Negotiations for County ERP Implementation/Integration RFP

Miami-Dade County, hereinafter referred to as the "County", as represented by the Miami-Dade Information Technology (ITD) and Finance Departments (FIN), is seeking assistance from the Plante Moran, PLLC ("Consultant") in support of County effort during negotiations for County RFP 00200, ERP Implementation, Integration and Related Services. As you are aware the County is in the process of obtaining a firm to lead a County-wide Enterprise Resource Planning (ERP) implementation of the Oracle ERP applications, Hyperion Budgeting applications, and Oracle Analytics applications and related services document. The new ERP Solution will become the system of record/functionality for Human Resources, Procurement, Finance, Budgeting, and Reporting for the County. The Selected Proposer from the RFP process will manage the implementation of an ERP solution capable of meeting the requirements outlined in Section 2.0 (draft RFP) including but not limited to application architecting, business process design, application modification where required to meet business needs, implementation, configuration, testing, planning, data migration, documentation, training, development of required interfaces programs, change management, and subsequent post go-live support. The Selected Proposer must possess experience on par with the size and complexity of the County and provide all the needed expertise to bring a complete and connected suite of functional modules on line.

The Consultant shall:

- Develop detailed Negotiation Plan and provide assistance to the County in negotiating the contract(s)
- Lead efforts in developing the Statement of Work (SOW)
- Participate in all negotiating sessions

The services provided by the Consultant shall be as further detailed in Consultant's Proposal, attached hereto as Appendix B.

The Consultant shall assist County personnel to include proposed Project Manager for the ERP Implementation Project and additional Information Technology and Functional staff concerning its review and provide other related technical assistance. The Consultant shall meet with County procurement staff for any procurement process related information. Dates and times for these sessions shall be addressed under separate cover.

The County will provide office space and access to internet for Consultant staff during the period of performance, as may be needed to complete the Work. County will provide information technology and procurement staff as may be needed and will address all questions presented within two business days to submit comments to Consultant.

Payment for services as further detailed in Purchase Order will be paid by the County based on milestone payment.

{Get there.}

MIAMI-DADE COUNTY, FL | SEPTEMBER 21, 2016

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audit • tax • consulting

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Plante & Moran, PLLC
27400 Northwestern Highway
P.O. Box 307
Southfield, MI 48037-0307
Tel: 248.352.2500
Fax: 248.352.0018
plantemoran.com

September 21, 2016

Mr. Andrew Zawoyski
Chief Negotiator
Miami-Dade County
Internal Services Department
Procurement Management Services
111 NW 1st Street
Suite 1300
Miami, FL 33128-1974

Dear Mr. Zawoyski:

Plante Moran is pleased to provide this proposal to Miami-Dade County to continue our assistance to the County in providing Enterprise Resource Planning (ERP) Consulting Services. As an independent ERP consultancy with over 30 years of advising Counties nationally on their ERP investments, we are very excited about the possibility of continuing our work with the County as part of its PeopleSoft enterprise deployment initiative.

Plante Moran's proposed project team brings to this engagement extensive knowledge and experience gained in working with County and other large local governmental clients in conducting ERP contract negotiations as follows. We offer the following benefits:

- Proven methodology and approach, based on 30 years of ERP software experience with governmental clients including all aspects of contract negotiations and statement of work development to include software, hosting and managed services agreements.
- Significant experience in performing ERP projects in the state of Florida has allowed us to become very familiar with managing these projects within the confines of the Florida Sunshine Law.
- Significant experience with evaluating the PeopleSoft, Hyperion and OBIA solutions and involvement in deployments of these products translates to a strong understanding as to the needs to be addressed within the Statement of Work (SOW) with the selected Proposer.
- Our client's high level of satisfaction with our services and confidence in our staff during the needs assessment and selection phase of the project translates to our involvement in over 75% of our projects into some type of role during system implementation.

If you have any questions concerning this proposal or need to contact any of the project team members, please contact me at 1-800-544-0203 or 248-223-3447.

Very Truly Yours,
PLANTE MORAN, PLLC

A handwritten signature in cursive script that reads "E. Scott Eiler".

E. Scott Eiler, Partner

Section I: Scope of Services

EXECUTIVE SUMMARY

Our Understanding

Miami-Dade County is embarking on a major enterprise initiative that will involve the replacement of key County business applications through an expansion of the County's current investment in the PeopleSoft ERP solution with a resultant impact on the people, processes and technologies at the County.

The County recognizes the significant risks involved in executing an enterprise initiative such as an ERP project and the impacts that this project will have on the entire information infrastructure at the County as well as the people, processes and technology that are the key to delivering these services.

To date, Plante Moran has been assisting the County in the development of the RFP and conducting fact-finding on the responding proposals. Upon conclusion of this phase of the project, it is anticipated that contract negotiations and statement of work development with the selected Proposer will occur. The County has requested Plante Moran's assistance in continuing our work to include providing assistance to the County in the contracting phase of the project.

Project Scope

The scope of the project is to:

- Develop detailed Negotiation Plan and provide assistance to the County in negotiating the contract(s)
- Lead efforts in developing the Statement of Work (SOW)
- Participate in all negotiating sessions

Methodology Overview

As a firm, Plante Moran has performed a large number of contract negotiation and statement of work development projects for our municipal clients with a number of system integrators and software vendors for over 30 years. This has included recent projects with a number of large municipal organizations throughout the country to include City of Long Beach, CA; Marin County, CA; City of Baton Rouge, LA and Broward County, FL. As a result, Miami-Dade County can feel comfortable that the rigor of our process will significantly reduce the risk of this project for the County going into system implementation.

Our detailed project work plan is provided below that is supplemented with the following information for each task:

- County roles and responsibilities
- Plante Moran roles and responsibilities
- Plante Moran Deliverables
- Hours by resource type
- Total hours
- Total costs
- Assumptions

Project Work Plan

Phase 1: Contract Negotiations and Statement of Work (SOW) Development

Phase Objective and Summary of Activities: The purpose of this phase is to lead the efforts with the County in the development of a comprehensive Statement of Work(s) and assist in negotiating a contract with the selected Proposer. This will include the following activities:

- Facilitate negotiation planning activities
- Facilitate negotiations kick-off meeting
- Track and resolve functional gaps
- Lead the activities with the selected Proposer and County in the development of the Statement of Work(s) and assist in negotiating contract(s) with the selected Proposer

1. Facilitate Negotiations Planning Activities

We will meet with the County to initiate negotiation planning activities to include the following:

- Development of a proposed contracting schedule including key milestone dates
- Development of negotiations roles and responsibilities
- Identification of tools and methods that will be used to manage contract-related documents
- Expectations on Statement of Work (SOW) components
- Discussion of salient points for the selected Proposer
- Identification of critical business decisions that must be made as part of Statement of Work (SOW) development
- Preparation activities for actual negotiations

We would anticipate an internal negotiations kick-off meeting followed by subsequent internal meetings between the County and Plante Moran to prepare for the actual negotiation sessions themselves.

Plante Moran Deliverable(s): PM001 - Negotiations Planning Documents, PM002 - Internal Contracting Kick-Off Meeting Material

2. Participate in Negotiations Kick-Off Meeting

Once internal negotiations planning activities have been completed, we would anticipate an on-site negotiations kick-off meeting with the selected Proposer to initiate the Statement of Work (SOW) development and contract negotiations activities.

Plante Moran Deliverable(s): PM003 - Negotiations Kick-Off Meeting Material

3. Track and Resolve Functional Gaps

The identification and resolution of functional gaps between requirements identified in the RFP and the Proposer's proposed solution will be an on-going process that was initiated with review of the proposal responses and continued throughout the course of conducting Proposer due diligence. As part of the statement of work development process, we would intend to facilitate discussions between the County process owners and the selected Proposer to review the responses to Attachment 1 with a focus on the functional gaps. The results of these discussion may result in the following outcomes:

- The gap is deemed as not critical by the County resulting in that functionality not being required.
- The County has identified a workaround to achieve the same desired outcome.
- The Proposer identifies an alternative method to achieve the same desired outcome with the proposed software without the need to customize.
- The County concludes to modify their process without a modification to the software.
- The Proposer proposes a modification to the software that may become baselined with the solution or may be a customization specific to the County.
- The gap can be provided through the provision of additional or replacement software.

As part of statement of work development, we will lead discussions on these items with the County and selected Proposer to derive a baseline of potential customizations for inclusion in the SOW.

Plante Moran Deliverable(s): PM004 - Statement of Work (SOW) Development Objects

4. Assist in Negotiating the Proposer Contract(s) and Lead in the Development of the Statement of Work

We will review the various agreements provided by the selected Proposer and propose recommended changes. We will participate in negotiations with the finalist Proposer. Contractual terms, conditions, and costs will be negotiated with the goal in mind of protecting the County's long-term interests.

During this activity, the County we will lead the discussions on the scope of services that will be executed as part of the agreement with the selected Proposer. As part of this activity we will lead the discussions in defining the expected scope of the implementation services Statement of Work (SOW) that will include minimally discussion on the following items:

- Scope of software to be implemented
- Scope of services to be performed to include:
 - Project Management
 - Change Management
 - Operational Redesign
 - Testing
 - Training
 - Customizations
 - Documentation via UPK
 - Go-Live and Post Go-Live Support periods
 - Center of Excellence (CoE) development
 - Other Services
- Phasing of software to be implemented
- Implementation approach
- Project resources (i.e. staffing)
- Development objects to be delivered to include:
 - Functional and technical requirements

PROPOSAL TO PROVIDE ERP CONTRACTING CONSULTING SERVICES

- Interfaces
- Customizations
- Data Conversions
- Reports
- Forms
- Business processes
- Deliverables
- Project assumptions
- Other relevant items (e.g., Enterprise Asset Management integration, Time and Labor, Cashiering, Enterprise Document Management integration, CAFR development, Cashiering and other enterprise areas that will need to be discussed with County agencies for inclusion as part of the Statement of Work with the selected Proposer)

We will provide assistance in negotiating payment schedules that will be primarily based on acceptance of project deliverables and successful achievement of defined project milestones.

Plante Moran Deliverable(s): PM005 – Negotiated Statements of Work, PM006 - Negotiated Contracts

5. Assist in Supporting Presentation of Proposer Contract(s) and Statement of Work for Approval

Once the final contract and statement of work documents have been negotiated, we would anticipate providing the following assistance to the County:

- Prepare for and participate in a workshop with the SPOG (or equivalent Committee, should a change be made to name or the Committee as selected by the Chair of the Board; hereinafter Committee Meeting) and the full Board to present a summary of the negotiated agreements
- Prepare for and attend the County Commission meetings (Committee and Full Board) in which the final contract documents are scheduled for approval

Plante Moran Deliverable(s): PM007 – Committee and Full Board Presentations

A summary of the deliverables that Plante Moran will be responsible for developing as part of the project are summarized in the following table.

Deliverable Number	Deliverable Name	Acceptance Criteria
PM001	Negotiations Planning Document	<ul style="list-style-type: none">• Contracting roles and responsibilities• Negotiation phases and major steps• Contracting logistics with selected Proposer• Tools and methods for use in the negotiations process• Mechanism for housing contract-related documents• Expected SOW components• SOW base parameters

PROPOSAL TO PROVIDE ERP CONTRACTING CONSULTING SERVICES

Deliverable Number	Deliverable Name	Acceptance Criteria
PM002	Internal Contracting Kick-Off Meeting Material	<p>Agenda to include:</p> <ul style="list-style-type: none"> • Introductions • Roles and responsibilities during the contracting phase • Manner in which communications will be conducted • Manner in which documented will be managed • Project plan to include activities and timeframe for conducting the negotiations process • Other items
PM003	Negotiations Kick-Off Meeting Material	<p>Agenda to include:</p> <ul style="list-style-type: none"> • Introductions • Roles and responsibilities during the contracting phase • Manner in which communications will be conducted • Manner in which documented will be managed • Project plan to include activities and timeframe for conducting the negotiations process • Other items
PM004	Statement of Work (SOW) Development Objects	<p>Results of the functional gap sessions documenting for each area:</p> <ul style="list-style-type: none"> • Customizations • Interfaces • Data conversions • Forms • Workflows
PM005	Negotiated Statement of Work	Negotiated Statement of Work (SOW)
PM006	Negotiated Contracts	Negotiated contracts
PM007	Committee and Full Board Presentations	<p>Support of final contract approval to include:</p> <ul style="list-style-type: none"> • Presentations to the Committee and Full Board • Responding to questions presented by the Senior Staff, Board Members (or their aides) with respect to certain parts of the work performed in getting to the recommendation • Attendance at the Committee and Full Board meetings

Section II: Project Staffing

PROJECT ORGANIZATION AND STAFF

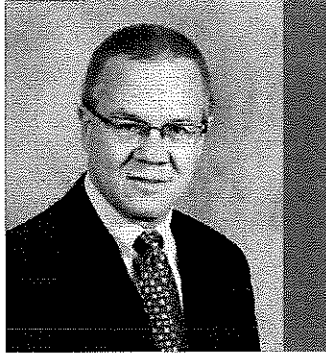
Our staffing approach is designed to assign personnel to areas of the project where their expertise is required. All of the proposed team members have worked together on a number of previous IT Assessments, Risk Assessments, and Governance engagements for municipal clients.

Communication, involvement and teamwork characterize our management philosophy and are extremely important on this project internally and with the County. Specifically, our project-staffing plan is carefully tailored to assure that project team members are assigned tasks closely aligned to their experience and capabilities. With this management orientation, we believe that all project tasks can be effectively achieved and any issues or problems can be resolved effectively and expediently, resulting in the successful accomplishment of the project objectives. In addition, we assure that all team members will be available for the duration of the project, as need be. All of the proposed consultants are employees of Plante Moran.

Project Staffing

Plante Moran proposes the following staff that are available to assist the County on this project. All of the proposed staff have previous ERP contract negotiations and statement of work development background many with previous large municipal and State-level organizations. Resumes for each of the staff are provided on the following pages. Additional staff are available, as needed, based on specific needs that may be required by the County.

Team Member	Project Role
Scott Eiler, PMP Partner Plante & Moran, PLLC	Engagement Director. Responsible for the day-to-day performance of the team, as well as for the development of all deliverables. Assure that all tasks are completed on schedule, within budget and meet appropriate quality standards.
Sheila Butler, PMP Manager Plante & Moran, PLLC	Project Manager. Work closely with the Engagement Director to manage various aspects of the project.
Doug Wiescinski Plante & Moran, PLLC	Contract Negotiations Technical Adviser. Provide technical advisement to the County as it relates to the identification of terms and conditions and negotiating strategy.
Deepak Agarwal Senior Manager Plante & Moran, PLLC	PeopleSoft Functional and Technical Adviser. Provide technical advisement to the County as it relates to all PeopleSoft functional and technical matters.
Sheila Butler, PMP Manager Plante & Moran, PLLC	Government Applications Consultant 1. Provide assistance to the Project Manager and Engagement Director throughout the proposal analysis and contracting process.
Kyle Macyda Manager Plante & Moran, PLLC	IT Infrastructure Technical Adviser 1. Provide assistance in negotiating the technical infrastructure aspects of the statement of work.



Scott Eiler, PMP

Partner
Management Consulting

SUMMARY OF EXPERIENCE

Scott has over twenty-five years' experience assisting clients with various technology related needs and twenty years specifically devoted to serving governmental clients at the local, County and State level. He has extensive experience in providing numerous technology services for governmental clients including technology planning, technology assessments, system selection, IT organizational evaluations, and quality assurance and implementation management assistance. He is also a champion within the firm on the development and education of staff on project management theory, tools and techniques.

EDUCATION

Master of Business Administration
University of Michigan

Bachelor of Science in General
Engineering
University of Illinois

PROFESSIONAL TRAINING & AFFILIATIONS

Public Technology Institute (PTI)

Government Finance Officers
Association (GFOA)

Florida Government Finance Officers
Association (FGFOA)

Project Management Institute (PMI)

Project Management Professional
(PMP) since 2003

ITIL V3 Foundation Certified

Prosci Change Management Certified

ENGAGEMENT DIRECTOR

Scott will serve as the Engagement Director on the project ensuring the overall quality and completeness of activities to be performed and deliverables to be provided on the project.

SELECTED KEY CLIENTS

- Broward County, FL
- Calhoun County, MI
- Dane County, WI
- Miami-Dade County, FL
- DuPage County, IL
- Gwinnett County, GA
- Hancock County, OH
- Horry County, SC
- Johnson County, KS
- Kent County, MI
- Lake County, IL
- Oakland County, MI (numerous projects)
- St. Louis County, MO
- Waukesha County, WI (numerous projects)
- Urbana & Champaign Sanitary District, IL
- City of Cleveland, OH
- City of Battle Creek, MI
- City of Elgin, IL
- City of Kalamazoo, MI
- City of Chicago, IL
- City of Carrollton, TX
- City of Hallandale Beach, FL
- City of Mesa, AZ
- City of North Miami Beach, FL
- City of Ann Arbor, MI
- City of Miramar, FL
- City of Columbia, MO
- Town of Jupiter, FL
- City of Midland, MI
- City of Owensboro, KY
- City of Chandler, AZ
- Charter Township of Shelby, MI
- Central Ohio Transit Authority, OH
- State of Michigan (numerous projects)



Sheila Butler

Manager
Management Consulting

EDUCATION

Bachelor of Business Administration
Eastern Michigan University
CGCIO – University of North Carolina
Project Management
Management/Leadership

PROFESSIONAL AFFILIATIONS

Grand Strand Technology Council
Board Member

Grand Strand Woman in Technology
Board Member

Metropolitan Information Exchange (MIX)
Previous Member

GMIS International- Previous Member

Supreme Court Judicial Dept of SC
Advisory Council

AWARDS & RECOGNITIONS

2013 – ESRI SAG (Special Achievements in GIS)
2011, 2007, 2006 – Digital Counties Awards –
Center for Digital Government
2008 – Aaim Award Carl E. Nelson Best Practice
2008 – URISA Exemplary Systems in Government
Award (Enterprise)
2007 – CityWorks Innovator of Year
2006 – ESRI SAG (Special Achievements in GIS)

PUBLISHED ARTICLES

<http://www.govtech.com/The-Smartest-Thing-Sheila-Butler-Ever-Did.html>

<http://www.govtech.com/library/papers/Government-to-Government-IT-Services-What-Works-and-Whats-left-to-Work-Out.html>

SUMMARY OF EXPERIENCE

Sheila has more than twenty five years of experience in technology initiatives in a leadership role in areas such as Enterprise Applications, ERP system evaluation, conversion, implementation, project management, application development, strategic planning, streamlining operations, and problem resolution in both the public and private sectors. She is known to her peers as a leader, problem solver, and out of box thinker.

At Plante Moran, Sheila's focus is upon using her years of experience in serving her government clients with needs assessment, system selection, implementation management and technology planning projects which includes the operational impact of implementing new systems.

She has worked in the public sector for approximately fifteen years in a large county government as CIO. During this time she devised a strategic plan for technology which comprised the deployment of enterprise applications (now recognized as a showcase of the latest technologies), innovations such as a robust fiber network, newly designed data center, secure network, and enterprise GIS technologies. These enterprise applications included all aspects of municipal government such as Administration, Public Safety, Court Administration and Land Management.

Previous to public sector experience, she worked in the manufacturing industry for approximately 10 years deploying new ERP Systems, business process re-design, operational efficiency improvements, and played a critical role in problem solving and operational modifications.

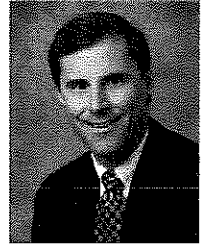
PROGRAM MANAGER

Responsible for and/or oversee the day-to-day performance of the team, and strategic direction of deliverables, ensure that all tasks are completed on schedule, within budget and meet appropriate quality standards.

SELECTED KEY CLIENTS

- City of North Miami Beach, FL
- City of Columbia, MO
- Horry County, SC
- Cuyahoga County, OH
- City of Pinellas Park, FL

Doug Wiescinski



PRESENT POSITION:

Technology Consulting & Solutions

EXPERIENCES INCLUDE:

Solution Delivery – Conducts needs assessment and selection assignments for school districts, municipalities, manufacturing companies, and other clients. Typical projects consist of feasibility analysis, requirements definition, gap analysis, vendor selection, facility planning, contract negotiation and implementation management.

Technology Planning – Assists public and private sector clients in preparing comprehensive long-range technology plans. Addresses both long- and short-term planning in the following areas: application software, integration, hardware acquisition, implementation of new technologies, integration of information systems planning with overall business planning, governance, communications/networking, cost/benefit analysis, and development of an effective recurring planning process.

Shared Services – Worked with public and private entities in establishing the governance, funding, operational parameters and the service level metrics for several multi-entity agreements. Have participated in the legal establishment of numerous public private partnerships resulting in considerable efficiency gains and reduced costs to the stakeholders.

EDUCATION:

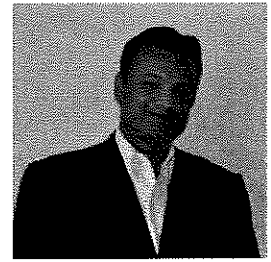
Ferris State University, Bachelor of Science, Management Information Systems

PROFESSIONAL AFFILIATIONS AND CERTIFICATIONS:

- Certified Systems Professional
- Automation Alley – Former Board Member
- Society of Information Managers (SIM) - Board Member and Former President
- Lawrence Technological University – DMIT Advisory Board
- Oakland University – Executive MBA Advisory Board
- Central Michigan University – MBA Management Consulting Advisory Board
- Michigan Municipal Services Authority- Board Member

Deepak Agarwal

Senior Project Manager
Management Consulting



EXPERIENCE INCLUDES:

ERP Solutions Lifecycle Deployment: Significant experience in Project Management, Software Development Life-Cycle, applications management, integrations, business analysis, data modeling, database administration, Quality Assurance, regulatory compliance, as well as strategic planning. Implemented several PeopleSoft Financials/Supply Chain and Human Resource/Payroll suites globally as well as BI Solutions including Hyperion and OBIA.

Business Process Solutions: Initiates innovative projects to save costs and increase efficiencies throughout organization. Manages comprehensive portfolio of applications addressing the needs of all administrative areas including Finance, Procurement, Warehousing, Engineering, Human Resources and Payroll. Prepares and conducts training of effective organization as well as end users in use of software applications required to conduct business processes.

TECHNICAL SKILLS:

PeopleSoft Finance/Supply Chain Applications: General Ledger, Accounts Payable, Purchasing, eProcurement, Inventory, Cost Accounting, Treasury, Asset Management, Accounts Receivable, Billing, Contracts Management, nVision, Security Administration

PeopleSoft Human Resources/Payroll Applications: Core HR, NA Payroll, Global Payroll, Benefits Administration, ePerformance, Talent Acquisition Management, Candidate Gateway, eCompensation, ePay, Training & Development, , Security Administration, Position Management, Variable Compensation

PeopleTools Development Technologies: Application Designer, PeopleCode, Application Engine, SQR, Data Mover, Component Interfaces, ExceltoCI, Integration Broker, Application Messaging, Workflow/AWE, Process Scheduler, Application Server, PIA Administration, Change Assistant, Upgrade Assistant, REN Server, Gateway Administration

BI Applications: Hyperion, OBIEE, OBIA, Infor/MPC

Other Relevant Applications, Languages, Operating Systems, Databases: Microsoft Project, Microsoft Access, Visio, Oracle databases, SQL Server, Essbase, Oracle Virtual Box, Linux, HP-UX, AIX, Oracle Financials, Oracle Manufacturing.

EXPERIENCE:

PLANTE MORAN, Broward County, Florida

Senior Project Manager

Responsibilities include pre-implementation planning and preparation, on-going project assurance, business process and system controls assurance, deliverables assurance and payment authorization, post-implementation assessment of key controls, technical oversight and review.

Current Client is implementing PeopleSoft Financials/Supply Chain, PeopleSoft Human Resource/Payroll, Hyperion and OBIEE/OBIA along with an online Recruitment system and Cashiering system.

ASCENSION HEALTH, St Louis, Missouri

Principal Architect (2014)

Responsible for all aspects of project management, design and leadership of both internal and external (implementation partner) resources

Managed medium to large projects and directed highly professional technical/functional staff in the total delivery (problem definition, design, development, testing and implementation) of major initiatives.

Providing expertise in all facets of project management including development and utilization of project schedules, resource plans, risk and issue plans, communications plans, and change management plans.

Managed projects involving multiple vendors, multiple technologies, leading edge technologies, and broad implications for IT architecture

Conduct feasibility study, risk, regulatory compliance, and ROI analysis for proposed projects.

TEKSYSTEMS, Miami, Florida

Baptist Health

Senior Consultant (2014)

Provide Functional and Technical solutions for PeopleSoft FSCM and HCM implementations.

Installation, configuration and initial load of OBIA Financial, Procurement & Spend, and HR Analytics

Gap Analysis against the configured BI Apps

OBI Integration with PeopleSoft Interaction Hub (Portal)

Define OBIA configuration data and perform data validation against PeopleSoft.

Coordinate testing of new applications and changes to existing applications to ensure integrity and quality of data.

Data mapping for development of custom BI metrics and reports for Financials/Procurement and HR/Payroll.

Developing and implementing BI initiatives within departments to improve operational processing and productivity

Review, development, recommendation, and implementation of specifications

KERZNER INTERNATIONAL, Plantation, Florida

Project Director / Enterprise Applications Architect (2007-2014)

Long-term strategic responsibility for planning and maintaining global ERP systems

Liaison to business leaders at all levels in identification of information needs and prioritization of development rollout based on business cases and overall corporate needs

Promoted shared infrastructure and applications to reduce cost and improve information flows.

Globally managed and implemented entire suite of PeopleSoft Financials and Supply Chain with separate instances for each country, while upgrading to latest versions.

Globally managed multiple implementations of PeopleSoft HCM, Global Payroll, NA Payroll and Talent Acquisition Manager on a single database instance.

Integration between Hyperion and PeopleSoft General Ledger, Budgeting, PeopleSoft HCM, NA Payroll and Global Payroll applications.

Managed teams in multiple countries and time zones including Florida USA, Bahamas, UAE, South Africa, Mauritius, Morocco and India.

Managed multiple projects for analysis and upgrades for HRIS to continuously assess the technology footprint and align company's policies and procedures.

Designed PeopleSoft architecture to host multiple instances on Oracle and SQL Server and to support multiple development and testing teams globally.

Built standards for development, customization and patch management.

HEXAWARE TECHNOLOGIES, Chennai, India

Program Manager (2006-2007)

Led PeopleSoft suite implementations and upgrades for various clients. Acted as project manager and overall functional lead in planning, requirements gathering, design, build, testing, training, deployment and support phases of project. Led groups in business process reengineering, best practices and customization issues. Tracked project progress and managed expectations through successful project implementations. Formulated risk management strategies and provided contingency plans.

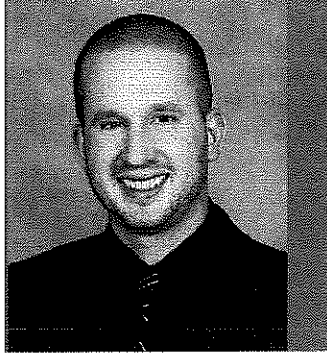
FOXWOODS RESORT CASINO, Mashantucket, Connecticut

Senior Applications Architect (1997-2006)

Replaced and reduced obsolete stack of technologies. Led transition from outdated technologies to highly functional, streamlined and effective ERP technology and business solutions. Served as technical project manager and functional consultant for implementing PeopleSoft financials and distribution. Created development standards, technical and functional design templates and changed control procedures. Project Manager for implementing of PeopleSoft HRMS/Payroll and all subsequent upgrades through various version. Redesigned security for access-level, row-level, queries to incorporate new security objects and workflow. Responsible for implementation and integration of several BI applications.

EDUCATION:

- University of South Gujarat, India – Bachelor of Science (Electronics Engineering)



Kyle Macyda

Consulting Manager
Management Consulting

SUMMARY OF EXPERIENCE

Kyle has over sixteen years of experience in designing, implementing, and supporting Information Technology (IT) infrastructure solutions. His hands-on, enterprise experience includes various aspects of business continuity including geo-clustering, data replication, storage area networks, backup & recovery and data center operations. He has expertise in operating system deployment, systems management, and workload migrations utilizing both traditional rack and blade servers. He also has extensive knowledge of complex virtualized environments that include a mixture of on premise, private cloud and public cloud solutions. His projects have required understanding clients' business needs and technology requirements, designing solutions, and providing hands-on assistance to ensure the successful implementation. Prior to joining Plante Moran, Kyle was a senior-level systems engineer at one of the nation's top healthcare organizations, and in other roles elsewhere, has provided IT integration services to a variety of K-12, higher education, and private sector clients.

EDUCATION

Bachelor of Science in Computers
University of Michigan

PROFESSIONAL TRAINING & AFFILIATIONS

Microsoft Certified Systems Engineer

Microsoft Certified Systems
Administrator

Microsoft Certified Technology
Specialist (MCTS)

Microsoft Certified Professional

Hewlett-Packard Master Accredited
Systems Engineer (Storage Solutions,
Master SAN Architect)

Hewlett-Packard Accredited Systems
Engineer (Storage Solutions)

Hewlett-Packard Accredited Integration
Specialist (Storage Solutions)

Hewlett-Packard Accredited Presales
Consultant (Enterprise Storage
Solutions)

SELECTED PRESENTATIONS

Cybersecurity in K12: PM Webinar
(2015)

PROJECT ROLES

Typical project roles include: on-site technology assessments, IT infrastructure planning, design, selection and implementation management. Areas of technical expertise: enterprise server and storage solutions, server virtualization and cloud technologies, backup and recovery, business continuity and disaster recovery, data center operations and management.

SELECTED KEY CLIENTS

- City of Detroit, MI - *IT Assessment*
- L'Anse Creuse School District – *SAN & Backup System Selection*
- Forest Hills Public Schools – *Backup & Recovery System Selection*
- Rochester Community Schools– *IT Assessment*
- Pierce County, WA – *Data Center Selection*
- Broward County, FL – *3rd Party Implementation Assurance*

Section III: Project Assumptions

The following assumptions have been developed related to the services and proposed pricing:

- County and Plante Moran, to the best of their ability, will implement means to provide continuity of its core project team skills, and functional knowledge of the existing County systems and processes to carry out their assigned implementation tasks, and accountability to the project management.
- Plante Moran will perform the work using a combination of on-site and off-site resources. Onsite Plante Moran consultants will spend most of their time on County premises.
- Plante Moran will abide by and respect restrictions and work place rules applicable to County premises.
- Core project business hours for which meetings between Plante Moran and County will typically be held and for which staff are expected to be onsite are from 9:00 AM to 5:00 PM (Eastern Time) Monday through Friday, except County holidays.
- County will be responsible for providing working facilities to Plante Moran prior to work being initiated. We would anticipate requiring two work spaces at the County to include Internet access, the ability to access a laser jet printer (or equivalent) for printing purposes and access to a copy machine.
- County will provide the proper VPN and network access to perform the project related activities both onsite and remote specifically as it relates to accessing the County's project SharePoint site.
- County's facilities provided to Plante Moran hereunder will be at least equivalent to those provided by Miami-Dade County to its own employees for similar purposes.
- County will provide Plante Moran with reasonable access to County's conference rooms, cafeterias, parking, and other similar facilities, at no charge or at a charge commensurate with that charged by County to its own employees.
- County will provide conference rooms dedicated to the project for conducting project meetings.
- Heating and air conditioning will be available and working in all work areas being provided.
- Lights and temperature control available and working in all work areas.
- County will provide Plante Moran project staff with appropriate security access credentials to County's designated work location throughout the term of this contract within two (2) weeks of their assignment start date. County will provide Plante Moran project staff with escorted access as needed within the two weeks prior to provision of the credentials.
- All proposed pricing is a fixed fee based on the proposed hours and rates – See Section IV – Pricing
- Negotiations and Statement of Work (SOW) development will occur with one Proposer

Section IV: Pricing

Plante Moran provides the following fixed fee price for the services described in Section I:

Project Phase	Fixed Fee Price
Phase 1 – Contract Negotiations and Statement of Work (SOW) Development Assistance	\$249,124

Detail associated with development of the above pricing is provided on the attached pricing spreadsheet.



Microsoft Excel
Worksheet

Plante Moran proposes the following payment schedule for this phase of the project.

Milestone	Payment Amount
PM001/PM002 – Negotiations Planning Documents and Internal Contracting Kick-Off Meeting Material	\$ 42,600
PM003 – Negotiations Kick-Off Meeting Material	\$ 25,100
PM004 – Statement of Work (SOW) Development Objects	\$ 62,500
PM005/PM006 – Negotiated Contracts and Statement of Work	\$ 97,500
PM007 - Committee and Full Board Presentations	\$ 21,424
Total:	\$249,124

The following rate card will be applicable throughout the duration of the project to be used to procure additional services from Plante Moran that are of a time and material basis.

Project Position	Staff Name	Fully Loaded Hourly Rate
Engagement Manager	Scott Eiler	\$248
Project Manager	Sheila Butler	\$248
Contract Negotiations Technical Adviser	Doug Wiescinski	\$248
PeopleSoft Functional and Technical Adviser	Deepak Agarwal	\$227
Governmental Applications Consultant 1	Sheila Butler	\$227
IT Infrastructure Technical Advisor 1	Kyle Macyda	\$248

{Thank You!}

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For more information contact:

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