



City of San Leandro

Meeting Date: October 19, 2020

Staff Report

File Number: 20-439 **Agenda Section:** CONSENT CALENDAR

Agenda Number: 8.F.

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: Staff Report for a City Council Resolution to Approve Annual Renewals for Fiscal Years 2020-21 and 2021-22 with Dude Solutions, Inc. for Facilities Management System and Mobile 311 System for the Combined Amount of \$107,248.62 (Approves One Annual Renewal of \$53,624.31 in Fiscal Year 2020-21 and One Annual Renewal of \$53,624.31 plus up to a 5% increase in Fiscal Year 2021-22).

SUMMARY AND RECOMMENDATIONS

Staff recommends that the City Council approve a resolution authorizing the City Manager to approve payments to Dude Solutions, Inc. of \$53,624.31 in Fiscal Year 2020-21 and \$53,624.31 plus up to a 5% increase in Fiscal Year 2021-22 for renewal of a suite of applications, including the City's Facilities Management Systems and Mobile 311 System, which the City uses under the name "My SL."

BACKGROUND

The City of San Leandro has maintained an annual subscription contract with Dude Solutions since 2015, after the company was selected during an RFP process.

Analysis

The City of San Leandro subscribes to a suite of cloud-based applications from Dude Solutions, Inc., including Capital Forecast, Asset Essentials, and ConnectGIS that collectively make up the City's Facilities Management System.

Dude Solutions, Inc. is also the provider of the Mobile 311 application, which the City uses under the name "My SL." This Software-as-a-Service (SaaS) package provides all of the core functions required by the Public Works Department to maintain and manage City facilities, along with the administration of the My-SL program, which involves several City Departments.

The City is charged an annual subscription license fee which provides Staff with access to the online systems. In addition, the vendor provides software updates and technical support. This annual renewal covers all the licenses needed by Staff to fully use the software.

Previous City Council Actions

- On July 16, 2018, the City Council approved an annual renewal agreement with Dude Solutions, Inc. for FY 2018-19 for the amount of \$52,610.25

Legal Analysis

The City Attorney's office reviewed and approved the purchase agreements.

Fiscal Impacts

The total annual software and maintenance cost for Fiscal Year 2020-21 is \$53,624.31. Fiscal Year 2021-22 is expected to be \$53,624.31 plus up to a 5% increase.

Budget Authority

The Finance Director verified there are sufficient funds in the FY 2020-21 operating budget, Account 688-13-001-5311.

PREPARED BY: Tony Batalla, Chief Technology Officer, City Manager's Office



City of San Leandro

Meeting Date: October 19, 2020

Resolution - Council

File Number: 20-440

Agenda Section: CONSENT CALENDAR

Agenda Number:

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: RESOLUTION of the City of San Leandro City Council to Approve Annual Renewals for Fiscal Years 2020-21 and 2021-22 with Dude Solutions, Inc. for Facilities Management System and Mobile 311 System for the Combined Amount of \$107,248.62 (Approves One Annual Renewal of \$53,624.31 in Fiscal Year 2020-21 and One Annual Renewal of \$53,624.31 plus up to a 5% increase in Fiscal Year 2021-22).

WHEREAS, an invoice for the annual renewal amount from Dude Solutions, Inc. has been presented to this City Council; and

WHEREAS, the City Council is familiar with the contents thereof; and

WHEREAS, the City Manager recommends approval of said purchase order agreement;

NOW, THEREFORE, the City Council of the City of San Leandro does RESOLVE as follows:

The City Manager is hereby authorized and directed, on behalf of the City Council of the City of San Leandro, to execute payment on behalf of the City, in a form approved by the City Attorney; and

The City Manager is authorized to take all actions necessary or appropriate to carry out and implement the terms of the purchase order agreement and to administer the City's obligations, responsibilities and duties to be performed under the purchase order agreement; and

The City Manager is further authorized to approve up to one additional annual renewal in Fiscal Year 2021-22, in an amount not to exceed 5% above the amount of the current renewal; and

That said renewal for FY 2021-22 with Dude Solutions, Inc. is in the amount of \$53,624.31;
and

That said amount of \$53,624.31 is in the FY2020-21 Operating Budget Account
688-13-001-5311 and said amount of \$53,624.31 plus up to a 5% increase will be in the
FY2021-22 proposed budget, Account 688-13-001-5311.

Attachment(s) to Resolution

- Dude Solutions, Inc. Invoice # INV-66206
- Dude Solutions, Inc. Invoice # INV-69615

Tax ID: 56-2174429
 Phone: 877-868-3833
 Email: accountsreceivable@dudesolutions.com

Invoice #: INV-66206
 Invoice Currency: USD
 Invoice Date: 07/01/2020
 Terms: Upon Receipt
 Due Date: 07/01/2020
 Client ID: 2615

Please note our new Remittance Address below.

Bill To:

City Of San Leandro
 Tony Batalla
 835 East 14th Street
 San Leandro, CA 94577
 US

Ship To:

City Of San Leandro
 Tony Batalla
 835 East 14th Street
 San Leandro, CA 94577
 US

PO #:
 Reference:

Description	Start Date	End Date	Qty	Unit Price	Amount
Capital Forecast City Of San Leandro	07/01/2020	06/30/2021	1	\$4,319.15	\$4,319.15
ConnectGIS City Of San Leandro	07/01/2020	06/30/2021	1	\$8,586.27	\$8,586.27
Mobile311 - up to 8 divisions City Of San Leandro	07/01/2020	06/30/2021	1	\$29,462.18	\$29,462.18
SUBTOTAL					\$42,367.60
Sales Tax					\$0.00
TOTAL					\$42,367.60
TOTAL APPLIED					\$0.00
TOTAL DUE					\$42,367.60

[Need a copy of our W-9? Click here to get a copy from our SharePoint site.](#)

[Have questions regarding your invoice? Click here to see our video.](#)

TO PAY BY CHECK

Dude Solutions, Inc
 P.O. Box 936580
 Atlanta, GA 31193-6580

TO PAY BY ACH/WIRE

Wells Fargo Bank, N.A.
 420 Montgomery St.
 San Francisco, CA 94104
 Account #: 4490322294
 Routing #: 121000248
 Swift: WFBIUS6S

TO PAY BY CREDIT CARD

Call (877) 868-3833, x3120

Tax ID: 56-2174429
 Phone: 877-868-3833
 Email: accountsreceivable@dudesolutions.com

Invoice #: INV-69615
 Invoice Currency: USD
 Invoice Date: 07/01/2020
 Terms: Upon Receipt
 Due Date: 07/01/2020
 Client ID: 2615

Please note our new Remittance Address below.

Bill To:

City Of San Leandro
 Evita English
 835 East 14th Street
 San Leandro, CA 94577
 US

Ship To:

City Of San Leandro
 Orlando Giannecchini
 835 East 14th Street
 San Leandro, CA 94577
 US

PO #:
 Reference:

Description	Start Date	End Date	Qty	Unit Price	Amount
Asset Essentials Connector Toolkit City Of San Leandro	07/01/2020	06/30/2021	1	\$5,618.48	\$5,618.48
Pro Treatment Plants Module City Of San Leandro	07/01/2020	06/30/2021	1	\$5,638.23	\$5,638.23
SUBTOTAL					\$11,256.71
Sales Tax					\$0.00
TOTAL					\$11,256.71
TOTAL APPLIED					\$0.00
TOTAL DUE					\$11,256.71

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