

PURCHASING VIEW



CITY OF MADISON • FINANCE DEPARTMENT • PURCHASING SERVICES

## Non-Competitive Selection Request

Date: 12/20/2021

Requisition Number: (8 characters)

Requestor Name: Thomas Dull

Requestor Phone Number: 608-267-1171

Requestor Email: tdull@cityofmadison.com

Fund: 1100 GENERAL

Agency: 31 POLICE

- Major:
- 53\*\*\* Supplies/Goods
  - 541\*\* Utilities
  - 542\*\* Building/Facility Maintenance/Repair
  - 543\*\* Software/Equipment Maintenance/Repair
  - 544\*\* Public Works Maintenance/Repair
  - 545\*\* Training/HR-Related Services
  - 546\*\* Consulting/Professional Services
  - 548\*\* Grants/Loans/Insurance/Other Services

Total Purchase Amount: \$2,794,645.47

Vendor Name: Tyler Technologies, Inc.

Product/Service Description: 10 Year maintenance agreement for New World Public Safety

**\$50,000 and UNDER**  
This form will be sent to the Purchasing Supervisor for review.

**OVER \$50,000**  
Complete this form and draft a resolution using the sample resolutions provided by the City Attorney to your Budget Analyst. **Your resolution will not be added to the Finance Committee agenda without this form.**

**Check the box(es) for the exception criteria you feel are applicable:**

1. Public exigency (emergency) will not permit the delay incident to advertising or other competitive processes.
2. The services or goods required are available from only one person or firm (i.e., **true** sole source).
3. The services are for professional services to be provided by attorneys.
4. The services are to be rendered by a university, college, or other educational institution.
5. No acceptable bids have been received after formal advertising.
6. Service fees are established by law or professional code.
7. A particular consultant has provided services to the City on a similar or continuing project in the recent past, and it would be economical to the City on the basis of time and money to retain the same consultant.
8. Otherwise authorized by law, rule, resolution, or regulation. Explain:
- If procurement is being paid with Federal or State grant funds, the vendor was identified by name in the approved Grant Application. (OPTIONAL)

**REASON FOR REQUEST****WHY A COMPETITIVE SELECTION PROCESS CANNOT BE USED:**

Provide **detailed** explanation below. For a true sole source, provide all information to explain why this product or service can only be purchased from this vendor. For one-of-a-kind items not sold through distributors, explain the unique performance features of the product requested that are not available from any other product. For services, detail the unique qualifications this vendor possesses, or other reason(s) that meet the criteria selected above. Identify specific, measurable factors and qualifications.

The suite of products and applications provided by Tyler Technologies New World Public Safety, are at the core of the Madison Police Department's operations since 1996. In looking at new technologies and options, a full RFP process was completed in 2011 and Tyler Technologies was selected and we then upgraded to the latest New World Public Safety software solutions. As a part of that process, a 10 year maintenance agreement was signed bringing us through 2021. New World software provides the tools and applications for patrol services, detectives, report processing, comprehensive records management, mobile and field reporting, property and evidence, data and reporting, as well as interfacing with various of State, County, and local systems. This software serves as the daily operational elements for both MPD as well as a 12 agency regional records consortium.

This 10 year software maintenance agreement establishes for the long term support for these systems. This agreement locks in a 3% per year rate increase over the term of the contract (standard maintenance increases would be 4-5% per year). Additionally, the agreement also locks in the same 3% rate on any modules added during the maintenance period (i.e. Socrata Police Analytics and Dashboards). A non-competitive selection is needed for this service because it fits the definition of a true sole source, as the support and maintenance services for this proprietary software system can only be provided by the company that owns the software, Tyler Technologies. There are no alternative vendors who can support MPD's existing New World Public Safety Systems.

Tyler 10 Year	New World with 3% increase
2022	\$243,778.34
2023	\$251,091.69
2024	\$258,624.44
2025	\$266,383.17
2026	\$274,374.67
2027	\$282,605.91
2028	\$291,084.09
2029	\$299,816.61
2030	\$308,811.11
2031	\$318,075.44
<b>Totals</b>	<b>\$2,794,645.47</b>

**COMMENTS REGARDING PURCHASES OVER \$50,000**

In 2011, resolution #23403 authorized Madison Police Department to sign a contract with New World Systems Corporation to upgrade the police department's records management system for \$796,551. The associated support and maintenance contract ran for a term of 10 years, ending in 2021, costing a total of \$2,123,000. In the intervening years, New World Systems Corporation was purchased by Tyler Technologies, who is also the owner of the City of Madison's ERP software system. Tyler Technologies was selected for their ERP solution Munis and other associated integrated software products through a competitive selection process in 2009. Since 2015, the City has paid Tyler Technologies \$6,915,171 for continued support and maintenance, purchase of additional enhancements, purchase of additional modules, and purchase of associated software products. That number includes annual support and maintenance for the above referenced records management software since 2015.

Date: