



# Westchester Community College

State University of New York

**74978**

February 28, 2020

To: Board of Acquisition and Contract

From: Belinda S. Miles  
President, Westchester Community College

Re: Authority to enter into an agreement with Beacon Application Services Corporation for the provision of consulting services in connection with the implementation of Oracle PeopleSoft Finance 9.2 upgrades

Westchester Community College (the "College") issued a request for proposals ("RFP") seeking qualified firms to provide consulting services in connection with the implementation of Oracle PeopleSoft Finance eProcurement and Asset Management modules. Proposals were due by October 23, 2019. After a thorough review of the proposals received, I recommend that an agreement be entered into with Beacon Application Services Corporation ("Beacon").

The College received five (5) proposals in response to the RFP from: 1) Kastech Solutions, LLC in the amount of \$252,000.00; 2) Beacon in the amount of \$398,000.00; 3) BTRG, Inc. in the amount of \$900,000.00; 4) Ciber Global LLC in the amount of \$459,998.00; and 5) GNC Consulting, Inc. in the amount of \$512,000.00.

The proposals were evaluated using the following evaluation criteria as set forth in the RFP: Breadth of experience in Oracle and PeopleSoft applications and the development of business process re-engineering, as it specifically relates to college and university settings; experience of staff to be assigned; cost of services; responsiveness to the proposal in clearly stating an understanding of the scope of services; and client references. Each of the evaluation criteria was assigned a score based on a weighted percentage. Following the evaluation of each proposal with reference to the aforementioned criteria, the College's review committee determined that Beacon received the highest score. While not the lowest cost proposer (cost being only one of the criteria), the selection of Beacon was based upon the overall merits of its proposal, its relevant experience and the personnel to be assigned to the project. In addition, it was determined that the lowest cost proposal did not clearly state an understanding of the requested scope of services.

The proposed agreement would have a term of one year, commencing on or about April 1, 2020 in a total amount not to exceed \$418,000.00, payable in accordance with an

approved budget. Should the College require any additional work, Beacon will be compensated on an hourly basis in accordance with the approved budget.

The public purpose of the proposed agreement is that it will assist the College to ensure that it has the latest and most efficient computer technologies as it relates to business functions. Performance of the agreement will be measured by College personnel.

I believe that it is in the best interest of the College to enter into this proposed agreement with Beacon and I therefore recommend that you act favorably on the annexed proposed resolution.

BSM/jpi  
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/26/2020 - USA MR/AS SECRETARY

**RESOLUTION**

Upon a communication from the President of Westchester Community College, be it hereby

**RESOLVED**, that the County of Westchester acting by and through Westchester Community College is hereby authorized to enter into an agreement with Beacon Application Services Corporation (“Beacon”) for the provision of consulting services in connection with the implementation of Oracle PeopleSoft Finance 9.2 upgrades; and be it further

**RESOLVED**, that the agreement shall have a term of one year, commencing on or about April 1, 2020, in a total amount not to exceed \$418,000.00, payable in accordance with an approved budget, and should the College require any additional work, Beacon will be compensated on an hourly basis in accordance with the approved budget; and be it further

**RESOLVED**, that the County Executive or his authorized designee is hereby authorized to execute all instruments and take all actions reasonably necessary to implement this Resolution.

Account to be Charged/Credited	Fund	Dept.	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
	381	9999	WCC77 S	5612001		\$183,000
	703	9997	9089-9596	5440801	T089	\$235,000

Budget Funding Year(s) Start Date: 04/01/2020 End Date: 03/31/2021  
 (must match resolution)

Funding Source: Tax Dollars \$91,500

Contractor Federal I.D. No./  
Social Security No.:

State Aid \$91,500

\$418,000 Federal Aid \_\_\_\_\_

Vendor No.:

(must match resolution)

Other \$235,000 (grant)

Encumbrance No.: \_\_\_\_\_