



Westchester Community College

State University of New York

67966

February 21, 2019

To: Board of Acquisition and Contract

From: Belinda S. Miles
President, Westchester Community College

Re: Authority to enter into an agreement with Alten Calsoft Labs, an Alten Group Company for implementation services of Oracle's Customer Relationship Management and Student Cloud systems for Westchester Community College.

Westchester Community College (the "College") issued a request for proposals ("RFP") seeking qualified firms to provide implementation services for the implementation and configuration of Oracle's Customer Relationship Management and Student Cloud systems. Proposals were due by January 4, 2019. Two (2) proposals were received. After a thorough review of the proposals and based upon the recommendation of a three (3) person review committee, I recommend that an agreement be entered into with Alten Calsoft Labs, an Alten Group Company ("Alten").

The College received two (2) proposals in response to the RFP from: 1) Navigator Management Partners; and 2) Alten. Pricing proposals for each firm were as follows: 1) Navigator Management Partners: \$1,008,112; and 2) Alten: \$310,000.00.

In addition to being the lowest cost solution that resulted from this RFP, the selection of Alten is also based on the quality and experience of personnel, which will be assigned to the project, their clear understanding of the desired outcomes, and their ability to integrate these applications with existing College systems. Alten was unanimously selected by the College's selection committee, which has representation from Information Technology, Student Access Involvement and Success, and Workforce Development and Community Education divisions of the College

The proposed agreement would have a term of one (1) year, commencing on or about April 1, 2019 in a total amount not to exceed \$310,000.00, payable in accordance with an approved budget.

The public purpose of this agreement is to provide students and perspective students with comprehensive communications with the College, while streamlining the communication process for the College for better community engagement and to improve the registration process for Community Education students, offering them more intuitive process for selecting classes. Performance of the agreement will be measured by the College personnel.

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

BSM/jpi
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/21/2019 - LISI/RIJAS/STEFANY

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 Alten Calsoft Labs, an Alten Group Company, for implementation services of Oracle's Customer Relationship Management and Student Cloud systems for Westchester Community College; and be it further

RESOLVED, that the agreement shall have a term of one (1) year, commencing on or about April 1, 2019, in an amount not to exceed \$310,000.00, and payable in accordance with an 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
	703	9997		4425		\$310,000

Budget Funding Year(s) Start Date: 4/01/2019 End Date: 3/31/2020
 (must match resolution)

Funding Source: Tax Dollars _____ Contractor Federal I.D. No./ Social Security No.: _____
 State Aid _____
\$310,000 Federal Aid _____ Vendor No.: _____
 (must match resolution) Other 310,000 (grant funds) Encumbrance No.: _____