

COUNTY COMMISSIONERS OFFICE
PRINCESS ANNE, MARYLAND
SPECIAL SESSION
May 3, 2011

At 3:00 p.m., the Board of County Commissioners for Somerset County met in special session with Commissioner President Rex Simpkins, Commissioner Vice President Charles F. Fisher, Commissioner Craig N. Mathies, Sr., Commissioner Jerry S. Boston and Commissioner Randy Laird.

Also in attendance, County Administrator-Clerk, Cynthia R. Ward, Executive Secretary, Lory E. Ebron; Finance Director, Gene Adkins and Internal Auditor, Sharon Muir.

On a motion by Commissioner Mathies, seconded by Commissioner Fisher, President Rex Simpkins called the Special Session meeting to order. The motion carried 4-0.

At this time, Finance Director Gene Adkins was before the board to present the conclusions determined by the Committee proposing the bid proposals received for the Financial and Accounting Software. Mr. Adkins explained that the purpose of today's meeting was to seek the board's consideration with regard to awarding the bid for the software, based on the conclusions reached by the committee. Mr. Adkins explained that before receiving any price proposals, the committee evaluated all firms, and determined that the final two companies, Tyler Technologies, Inc., (Tyler) out of Fairmouth, Maine and Edmunds and Associates, Inc., out of Northfield, NJ were both capable of providing the software and services needed by Somerset County. Mr. Adkins continued, noting that Tyler is a national publicly held corporation with government clients all around the country. Edmunds is a privately owned company with government clients in 11 states. Mr. Adkins explained that in the preliminary evaluation, Tyler scored higher, by a narrow margin than Edmunds, however, the difference related primarily to features offered, current technology, and Tyler's Maryland county experience. Although Tyler continued to score slightly higher than Edmunds throughout the review process, Mr. Adkins noted that the committee felt that Edmunds would be the more responsive in quickly addressing and trouble-shooting our calls, and solving problems encountered. A key point in the review process was the software's ability to transmit data to the Maryland State Retirement System. Mr. Adkins noted that Tyler has already developed and addressed this issue with other Maryland county agencies. Mr. Adkins then addressed the matter with Edmunds, and advised the board

that within a 24 hour period, Edmunds developed and submitted a "test transmission" of sample data sent to the Maryland State Retirement System. Finally, in reviewing the cost breakdown spreadsheet, Mr. Adkins noted the total final figures for both companies, Edmunds total at \$354,074 and Tyler at \$627,525. Mr. Adkins stated that the difference in the amounts, \$273,451, was primarily in the area of travel, training and conversion. That being said, Mr. Adkins advised the board that a letter has been received from the President of Edmunds stating they will stand by the amount proposed (\$50,000). Mr. Adkins also noted that he has spoken to many references, including Gloucester County NJ, just before today's meeting. Commissioner Mathies asked Mr. Adkins what Gloucester County had to say in the conversation. Mr. Adkins replied that they had outstanding comments with regard to the system being very user friendly, and easy to learn. Commissioner Mathies inquired as to the concerns from the county departmental representatives serving on the committee, regarding comparison difference. Mr. Adkins felt it came down to level of experience each company had in the state of Maryland.

Therefore, on a motion by Commissioner Laird, second by Commissioner Boston, it was approved, that the bid for Financial and Accounting Software be awarded to Edmunds and Associates Inc., for the amount of \$354,074. The motion carried 3- 2, with Commissioner's Fisher and Mathies opposed.

With no further business, the special session meeting adjourned at 2:20 p.m.

Respectfully Submitted:



Lory E. Ebron
Executive Secretary

Approved by:



Board of County Commissioners
For Somerset County