

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Information Technology

**AGENDA DATE:** February 28, 2012

**CONTACT PERSON/PHONE:** Miguel Gamino, IT Director, (915)541-4288  
Bruce D. Collins, Purchasing Manager, (915) 541-4308

**DISTRICT (S) AFFECTED:** ALL

**SUBJECT:**

That the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to KRONOS, Inc. of Texas, the sole source provider for the purchase of InTouch Clocks, Workforce for Managers, and Educational Training Points, Products, and Consulting in the total amount of \$305,800.00.

Specifically, InTouch Clocks replaces current clocks and allows for more capabilities, such as Workforce management and Project management. The Workforce Manager Software allows all managers to electronically review and approve work time prior to posting to the system. Finally, the Educational Training Points, Products, and Consulting are to train the workforce on the application of this new technology and business process with the use of live and or virtual classroom instruction.

Currently Financial Services is tasked with allocating time after fact for employees working on grants and projects. The funds spent will create efficiencies by: (1) providing a display on the punch clock for time codes; thereby, allowing the employees to directly code their time to the grants and projects they are working on, and (2) enabling supervisors the ability to perform review, edit and approval tasks prior to time posting; thereby, eliminating the need for Financial Services or Department Managers to adjust time after posting.

**BACKGROUND / DISCUSSION:**

On April 28, 2011, CherryRoad submitted their Best and Final Offer to Request for Proposal, Solicitation No. 2011-149R, for soliciting the PeopleSoft Re-implementation Project.

On May 10, 2011 City Council approved an agreement with CherryRoad to establish service agreements for the re-implementation of its existing PeopleSoft Financial Management (FIN), Human Capital Management (HCM) and Enterprise Performance Management (EPM) applications for a two (2) year period and for an estimated contract amount of \$6,449,301. The applications were for the most current proven and stable version.

CherryRoad was to provide a discovery and fit/gap analysis between the City's current business processes and the best practice processes designed into the PeopleSoft application. The discovery and fit/gap analysis would result in recommendations of an appropriate plan to re-engineer the City's business processes to those considered best practices for operating effectiveness and efficiency using PeopleSoft. Additionally a determination as to which PeopleSoft budgeting application would be most effective and efficient for the City to use is to be provided. The PeopleSoft re-implementation plan is to include application interfaces and enhancement recommendations which were absolutely necessary to meet the City's needs.

The agreement included development of a project plan with appropriate milestones to achieve successful application re-implementation of PeopleSoft's FIN, HCM and the implementation of the appropriate PeopleSoft budgeting application. Once the City accepted the discovery, fit/gap

and project plan, CherryRoad was to re-implement the FIN, HCM and Budget applications and include the necessary training for all project end-users in the use of new or changed functionality.

**SELECTION SUMMARY:**

KRONOS is a sole source vendor of KRONOS software and equipment. The City is currently using KRONOS for its Human Resource management.

**PRIOR COUNCIL ACTION:**

On July 24, 2007, Item 6B, City Council approved the purchase of KRONOS equipment, to include 4500 Terminals, Workforce Central Software, and its maintenance, used throughout the City for recording and tracking employee time. On March 24, 2009, Item 9B, City Council approved a three-year maintenance agreement for KRONOS Workforce Central Software.

**AMOUNT AND SOURCE OF FUNDING:**

Department: Information Technology  
Amount: \$305,800.00  
Funds Available: 14400500-508010-27051-PCP12IT06  
Funds Source: 2012-2013 Certification of Obligation CIP Plan

**BOARD / COMMISSION ACTION:**

N/A

---

\*\*\*\*\*AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

---

**Miguel A. Gamiño, Information Technology Director**

**COUNCIL PROJECT FORM  
(SOLE SOURCE)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Council Meeting of **FEBRUARY 28, 2012**.

Discussion and action on the request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to KRONOS, Inc., the sole source provider for the purchase of InTouch Clocks, Workforce for Managers, and Educational Training Points, Products, and Consulting, with the stipulation that the vendor provides an updated sole source letter and affidavit each year.

Department: Information Technology  
Award to: KRONOS, Inc.  
Irving, Texas  
Total Estimated Award: \$305,800.00  
Funding Source: 2012-2013 Certification of Obligation CIP Plan  
Account No.: 14400500-508010-27051-PCP12IT06  
District(s): All  
Sole Source No.: 2012-181

Sole Source

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*



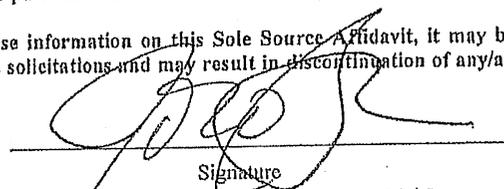
FINANCIAL SERVICES  
PURCHASING

SOLE SOURCE AFFIDAVIT

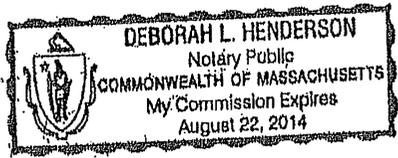
THIS IS AN OFFICIAL PURCHASING DOCUMENT -- RETAIN WITH PURCHASE ORDER FILE

Before me, the undersigned official, on this day, personally appeared John O'Brien, a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath deposed and said:

1. My name is John O'Brien. I am over the age of 18, have never been convicted of a crime and am competent to make this affidavit.
2. I am an authorized representative of the following company or firm: Kronos Incorporated
3. The above named company or firm is the sole source of the following item(s), product(s) or service(s).  
Sales and Support for Kronos Equipment and Software
4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this bidder is a sole source provider (dated and signed).
5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.
6. Note: This bidder understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible bidder on this and future solicitations and may result in discontinuation of any/all business with the City of El Paso.

  
Signature

SUBSCRIBED AND SWORN to before me on this 7th day of February, 2012



Deborah L. Henderson  
NOTARY PUBLIC  
Deborah L. Henderson  
PRINT NAME  
August 22, 2014  
MY COMMISSION EXPIRES

COMPANY: Kronos Incorporated  
ADDRESS: 297 Billerica Road  
CITY, STATE, ZIP CODE: Chelmsford, MA 01824  
FAX NUMBER: 978-367-5900  
CONTACT NAME: George Greenman  
WEB ADDRESS: www.kronos.com  
EMAIL: \_\_\_\_\_  
FEDERAL TAX ID NUMBER: 04-2640942  
TEXAS SALES TAX NUMBER: 1-04-2640942-0



Kronos Incorporated  
297 Billerica Road  
Chelmsford, Massachusetts 01824

(978) 250-9800  
Fax (978) 367-5900  
www.kronos.com

[dyerba@elpasotexas.gov](mailto:dyerba@elpasotexas.gov)

February 7, 2012

Ms. Blanca Dyer  
City of El Paso  
Purchasing Division, Financial Services  
#2 Civic Center Plaza  
El Paso, TX 79901

Dear Ms. Dyer:

This letter is to confirm that Kronos® 4500 terminals and Workforce Central software are sold and serviced only through Kronos' global support organization and Kronos' district offices or authorized dealers. Although other products may serve the same general purpose or function as the Kronos products, maintenance support for the Kronos products must be obtained from Kronos due to the proprietary nature of the Kronos products and the fact that spare parts for the Kronos equipment may only ultimately be obtained from Kronos.

Kronos' authorized dealers for the El Paso, Texas area are the Kronos regional offices located at:

600 East Las Colinas Blvd.  
Suite 1700  
Irving, TX 75039  
(972) 717-2975 Fax: (972) 830-1750

1225 North Loop West  
Suite 700  
Houston, TX 77008  
(713) 880-1225 Fax: (713) 802-0804

111 Congress Avenue,  
Suite 408  
Austin, TX 78701  
(512) 231-0471 Fax: (512) 231-0680

Please call me if I can be of any further assistance in this matter.

Very truly yours,

A handwritten signature in black ink, appearing to read "John O'Brien", is written over the typed name.

John O'Brien  
Senior Vice President, Sales