

July 19, 2018

19-006

ACCEPT PROPOSAL AND AWARD CONTRACT TO
DESTINY SOLUTIONS FOR NON-CREDIT ONLINE
REGISTRATION SOFTWARE

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FINANCIAL
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REPORT: Portland Community College has a need to contract with a qualified vendor for a shopping cart-type solution that integrates with Banner® by Ellucian ERP and makes it easy for students to search for classes, register for classes, and get clear information about registration and payment. The estimated cost for these services will exceed the \$150,000.00 threshold, which requires a formal solicitation process, Request for Proposal (RFP). It should also be noted that this initiative was approved by the Board in 2016 as one of funded strategic initiatives.

On April 25, 2018, the RFP was released and made available to all interested vendors. The RFP was advertised in the Daily Journal of Commerce, the PCC Solicitation website, and the State of Oregon ORPIN vendor system. A total of (9) nine firms downloaded RFP documents from the College's Purchasing Website, none of which were a Certification Office for Business Inclusion and Diversity (COBID) Certified firm.

At the proposal submission closing time of 2pm, May 23, 2018, the College received (4) four proposals. The committee members evaluated all proposals based on the following criteria: price, experience of firm, technical solution, customer support, compatibility and functionality and social equity and sustainability.

After scoring the proposals, the committee chose to conduct oral interview and software demonstrations from the top two proposers.

Proposal Evaluation

Contractor	Score (Possible 600 points)
Destiny Solutions	437
Entrinsik	467
Xenegrade	314
iTrellis	220

Oral Evaluation

Contractor	Score (Possible 1520 points)
Destiny Solutions	1419
Entrinsik	827

Final Scores

Contractor	Total Score
Destiny Solutions	1856
Entrinsik	1294

The award is made to the company whose final score of the Proposal Evaluation and Oral Interview resulted in the highest-ranked score.

MWESB Note: This type of software purchase makes it a challenge to outreach to COBID Registered businesses. However, there was one business registered and we used the ORPIN COBID outreach tool (which uses NAICS and NIGP codes) to reach out to them. Therefore, the only registered MWESB was sent a notification. (Catalyst Consulting Group [MBE] from Chicago, IL-registered in Oregon). The vendor scoring included social justice as one of the criteria scored by the RFP Committee.

RECOMMENDATION: That the Board of Directors accept the proposal and award a three-year contract to Destiny Solutions in the amount of 555,380.10 (based on 234,963.00 for year one and ongoing cost of \$134,964.00, and a 10%

contingency based on possible additional modules) with an option for the College to renew the contract on an annual basis for an additional two (2) years. The contract shall not exceed five (5) years or a maximum amount of \$852,300.90 Expenditures for this contract will come from the CEU / CED fund (19XX).