

LARIMER COUNTY PROPOSAL #13-05
SERVICENOW IMPLEMENTATION SERVICES
INFORMATION TECHNOLOGY DEPARTMENT
JUNE 27, 2013 2:00 P.M.

Proposals to consider the purchase of ServiceNow implementation services for the Larimer County Information Technology Department were accepted on Thursday, June 27, 2013 at 2:00 p.m. in the Purchasing Department. Proposals were accepted by Heather MacMillan, Purchasing Agent I and recorded by Les Brown, Department Specialist II. The following proposals were received:

VENDOR
KPMG, Inc
Cloud Sherpas
Fruition Partners
Crossfuze, Inc.

No decision of award was made pending review and recommendation by the Larimer County Information Technology Department.

The Larimer County Information Technology Department reviewed the proposals and recommends accepting the proposal from Crossfuze Inc. per the attached departmental recommendation.

The Larimer County Purchasing Department concurs with the above recommendations.



Kathryn Rowe
Purchasing Director



Carol L. Block, Financial Services Director
For the Board of Larimer County Commissioners



PURCHASING DEPARTMENT

200 W. Oak Street, Suite 4000
Fort Collins, Colorado 80521
(970) 498-5955
Fax (970) 498-5959

TO: Mark Pfaffinger, CIO
Susan McNally, IT Business Analyst

FROM: Heather MacMillan, Purchasing Agent I

DATE: 6/27/13

SUBJECT: P13-05, ServiceNow Implementation Services

Transmitted for your review and recommendation, are the proposals received to consider contracting with a vendor for ServiceNow implantation services. Please fill in this form and return it to me via interoffice mail or fax.

The following criteria must be used to evaluate the proposals:

1. Cost and Value
2. Recommended Approach
3. Vendor Experience and Availability

This document will be considered a public record and open to inspection. The individual committee score sheets, comment sheets and other evaluation notes are DELIBERATIVE PROCESS records and not public records. Please keep these documents in your files.

Explain why you want to award the work to a particular vendor and the dollar amount of the award:

The evaluation committee decided to award to Crossfuzze in the amount of \$210,730 (pending negotiations) based on the following reasons:

- Crossfuzze demonstrated the most competent resources for completing our project scope with detailed references of similar projects in the public sector. Detailed resumes and related experience working both in technical roles with ServiceNow and as consultants showed the expert experience needed for success.
- Crossfuzze resources were available to begin project work immediately.
- Crossfuzze demonstrated robust turn key solutions to augment their solution that enhanced the overall implementation.
- Crossfuzze demonstrated and understanding of our custom asset lifecycle management needs and correctly bid the project scope.
- Crossfuzze ongoing work consulting rate was competitive with other applicants.

THIS RECOMMENDATION MUST BE SIGNED BY THE DEPARTMENT HEAD


DEPARTMENT HEAD SIGNATURE

FITD
DEPARTMENT

7/18/13
DATE

Thank you.