

GLEN ROCK BOARD OF EDUCATION

COMPETITIVE CONTRACTING EVALUATION REPORT FOR REPORT FOR FINANCIAL SOFTWARE/ENTERPRISE RESOURCE PLANNING (ERP) SYSTEM, RFP No. 23/01

This report is prepared according to N.J.S.A. 18A:18A- 4.3 (d). four vendors contacted the Business Administrator/Board Secretary for a copy of the request for proposals, which was advertised according to N.J.S.A. 18A:18A-4.5. Four proposals were received by the Business Administrator/Board Secretary by December 1, 2023. A committee comprised of the Business Administrator, Human Resource Director, Technology Director, Payroll Manager, Accounting Coordinator and Confidential Administrative Assistant – Human Resources evaluated the proposals. As set forth in the project specifications, the proposals were evaluated based on the prospective vendor's experience and qualifications (20%); technical approach and project timetable (55%); and financial terms (25%).

The recommendation of the Business Administrator and the Committee, after review of the proposals submitted, is to award to the contract to Genesis Educational Services, Inc. for the following reasons: (1) the firm possesses the necessary experience and qualifications; (2) the firm's technical approach and the basis for its project timetable are sound; and (3) the proposal's financial terms were the lowest of all proposals received. The Board of Education will award this contract by resolution to Genesis Educational Services at the Board Meeting on December 11, 2023.

I. Vendor experience and qualifications (20%):

Systems 3000, Inc.

Score: 3.33

Genesis Educational Services, Inc.

Score: 4.67

Computer Solutions Inc.

Score: 4.00

Linq

Score: 4.00

Winner: **Genesis Educational Services, Inc.**

Score: 4.67

II. Technical approach/project timetable (55%):

Systems 3000, Inc.

Score: 3.16

Genesis Educational Services, Inc.

Score: 3.93

Computer Solutions Inc.

Score: 3.54

Linq

Score: 3.71

Winner: **Genesis Educational Services, Inc.**

Score: 3.93

III. Financial Terms (25%):

Systems 3000, Inc.

Score: 3.00

Genesis Educational Services, Inc.

Score: 5.00

Computer Solutions Inc.

Score: 2.00

Linq

Score: 3.50

Winner: **Genesis Educational Services, Inc.**

Score: 5.00

TOTAL SCORES:

Systems 3000, Inc.

Score: 3.15

Genesis Educational Services, Inc.

Score: 4.34

Computer Solutions Inc.

Score: 3.24

Linq

Score: 3.71

Winner: **Genesis Educational Services, Inc.**

Score: 4.34

The committee's recommendation to award the ERP System contract to Genesis Educational Services, Inc. was based on their knowledge and experience of the New Jersey educational landscape from a financial, operational and compliance perspective and their ability to best satisfy our current and future needs within that landscape. Genesis provides enhanced functionality, security and scalability. We found their platform to be the most intuitive and easy to use and includes the highest level of customized support and resources. Our use of the Genesis Student Information System will provide for more robust platform integrations and shorter acclimation periods given the similar look and feel of both platforms. The inclusion of an approach agnostic staff observation package will allow the District to eliminate its current third party partner at no cost, further increasing the net overall savings to the District.

Contractual Terms:

Scope of Services:

Develop and implement full service ERP System including Accounting, Payroll and Human Resources modules with a launch date of July 1, 2024

Pricing:

Implementation/Year I - \$30,890

Year II - \$26,390

Year III (option) - \$26,390

Year IV (option) - \$26,390

Term

January 1, 2024 – June 30, 2024 – Implementation

July 1, 2024 – June 30, 2025 – Year I

July 1, 2025 – June 30, 2026 – Year II

July 1, 2026 – June 30, 2027 – Option I

July 1, 2027 – June 30, 2028 – Option II