



REQUEST FOR PROPOSAL FINANCIAL MANAGEMENT SYSTEM EVALUATION AND SELECTION

Request for Proposal Summary:

Four systems were presented for proposal: Great Plains, Oracle NetSuite, Sage Intacct, and Blackbaud Financial Edge. The Evaluation Committee reviewed demos of all four systems. General Dynamics Great Plains was eliminated after the demo and proposal consideration, due to change in license agreements with solution provider and support. AAAPP continued to consider the remaining three systems through demonstration and scope of work discussions to determine cost, training, implementation, and design that would effectively meet the agency's needs. Research and discussions with users took place.

Three software proposals were evaluated through demonstration and scope of work development. Blackbaud was eliminated after demonstration and technical requirements of the solutions capabilities.

Two solutions continued to be fully considered and evaluated for selection: NetSuite and Sage Intacct. Both are very robust accounting and financial reporting systems. Each system has 3rd party integration, seamless banking integration, open APIs and separate budget components which interface fully with the systems.



REQUEST FOR PROPOSAL FINANCIAL MANAGEMENT SYSTEM EVALUATION AND SELECTION

EVALUATION

Evaluation Criteria	NetSuite	Intacct
Financial System	Robust Financial Functionality	Robust Financial Functionality
Technical/Security	Cloud Based; Compliant	Cloud Based; Compliant
System Integration	Open API; Easy Data import and export; 3 rd Party Integration at Cost	Open API; Easy Data import and export; 3 rd Party Integration at Cost
Budget Functionality	Separate service, up to 30 users; integrated and accessible with ease in system.	Separate Package – highly integrated and accessible with ease in system.
Implementation	Detailed plan and timeline milestones: 12 weeks	Detailed plan and timeline milestones: 17 weeks
Training	Learning Pass included	\$1,200 per year
Support	24/7 included	24/5 M-F included additional \$ for 24/7; Dedicated CAM included
Maintenance	Hosted Site- Periodic Enhancements	Hosted Site - Quarterly Enhancement
Contract Term	1 year to 3 years	1 year to 3 years
Implementation Cost	\$61,000	\$56,700
Annual Cost	Annual \$55,000; Monthly \$4,583; 3-year price cap \$85,513 – total without modification	Annual \$49,596; Monthly \$4,133; 3-year price cap \$64,200 – total without modification
Total Cost	\$116,000 – 1 st Year \$55,000 – 2 nd Year	\$106,296 – 1 st Year \$49,596 – 2 nd Year



REQUEST FOR PROPOSAL FINANCIAL MANAGEMENT SYSTEM EVALUATION AND SELECTION

SELECTION

The Evaluation Committee fully considered both Sage Intacct and NetSuite through demos, scope of work discussions, references, costs of implementation and annual contracts going forward. Both systems were comparable in functionality, providing robust financial reporting and analysis with full system integration. The final decision hinged on the grant tracking and billing modules, the implementation plan, and support and training.

NetSuite was considerably more involved with the RFP process from the beginning and more responsive. Their Implementation Team was introduced to AAAPP on the third call, where they laid out their implementation plan, timeline, and requirements to meet our January 2022 deadline. NetSuite has a shorter implementation time to go live January 1. They have a very structured implementation plan where staff expectations are clearly outlined.

Although Intacct provides the same functionality and system integration as NetSuite, they have a longer, less structured implementation timeline. The majority of the Evaluation Committee also preferred NetSuite's grant tracking and billing module as well as their budget package.

After all members of the team completed the RFP evaluation tool, NetSuite was selected as the Solution Provider.

RECOMMENDATION

The Evaluation Committee is recommending NetSuite as our Financial Management System, for Board approval.