

Request to amend the Unisys contract C-25200

Requested from BIS

by Joe Shneider

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Context for the request

- In response to financial challenges in the City and BIS
- Received ISPSG permission to negotiate contract reductions
- Desired a lower cost for current contract services
- Desired additional services at lower overall costs to the City
- Desired new services to improve the City's information security
- Desired to combine the Unisys Managed Services and CAD911 contacts for administrative efficiency

Current contract

- Negotiated with City's consultant in 2007
- 2.5 years remaining on the current 5 year contract (2008-2012)
- 2 -2 year options available for 2013-2016
- Allows City to control select costs from decreased usage

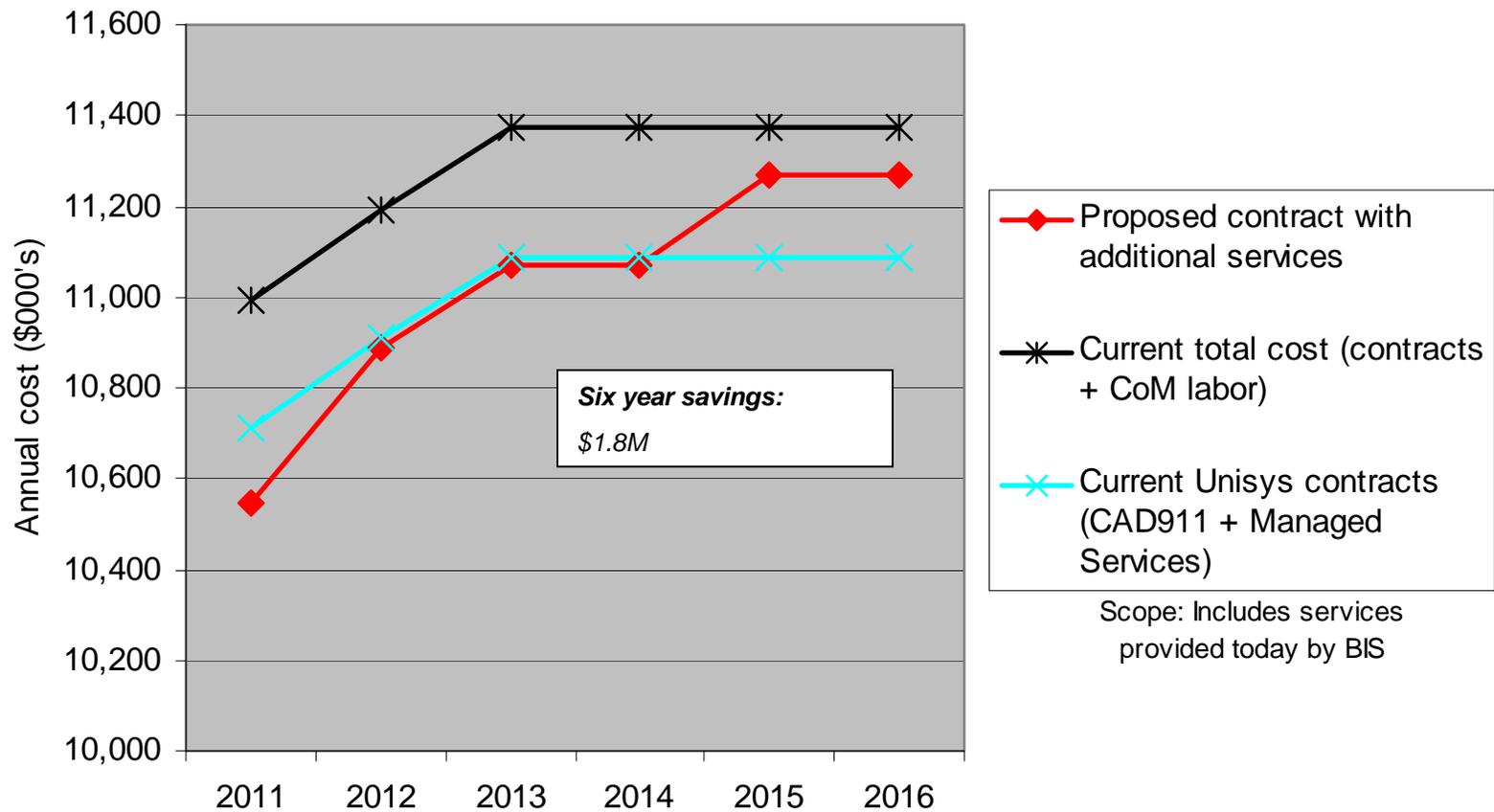
Work to date

- Negotiated in good faith with Unisys
- Achieved the intents mentioned
- Proposed savings are front-end loaded
- Proposed revisions reviewed at various leadership levels
- Ready for City Counsel authorization to execute a 4 year extension and amend the contract

Key elements of the proposed amendment

Reductions	Contract cost changes	Operational cost changes	Comments
Desktop/laptop refresh delay and technology refresh contribution	(~\$200,000) annually approx.		One time shift from 4 yrs to 5 yrs
Email service (new Unisys offering)	(\$43,000) annually		What we need and "current"
Switch to City owned data circuits	(\$84,000) annually		City rates are lower
Storage (new Unisys offering)	(\$66,000) annually		Lower rate from Unisys
Smartphone support	(\$9,000) annually		
Additions			
IMAC tools and services	\$84,000 annually	(\$182,000) annually	Overall operating cost reduction
Change Management tools and services	\$88,000 annually	(\$105,000) annually	Overall operating cost reduction
Contract extensions			
Four year extension - Managed Services	\$10,219,000 annually		2013 through 2016
Four year extension - CAD911	\$866,000 annually		2013 through 2016
New services for the City			
Security services	\$177,000 annually		Improves info. security posture

Savings for BIS with recommended services



Impact of not moving forward

- Loss of \$280,000 in 2010 savings
- Challenges achieving 2011 budget
- Increased costs and legal exposure for email discovery
- Secondary request to improve City's information security posture