O-21-35

ORDINANCE NO. _____

AN ORDINANCE WAIVING FORMAL BIDDING REQUIREMENTS AND AUTHORIZING PAYMENT TO ESO SOLUTIONS, INC. FOR THE PURCHASE OF A SOFTWARE SUBSCRIPTION FOR DAILY OPERATIONS FOR THE NORTH LITTLE ROCK FIRE DEPARTMENT; DECLARING AN EMERGENCY; AND FOR OTHER PURPOSES.

WHEREAS, Ark. Code Ann. § 14-58-303 requires City purchases exceeding the amount of $20,000 to follow statutory procedures of local advertisement and opening of sealed bids which may only be waived in exceptional situations where bidding is deemed not feasible or practical; and

WHEREAS, the North Little Rock Fire Department ("NLRFD") is in need of an updated daily operations software subscription to be used for maintenance and inspection scheduling, inventory, and daily journal reporting for fire and emergency medical services, and has evaluated multiple software providers; and

WHEREAS, ESO Solutions, Inc., 11500 Alterra Parkway Suite11, Austin, Texas 78758, bought the previous software provider, and is the only company with software subscriptions that would allow NLRFD to keep its historical data, thereby preventing a halt of operations during integration; and

WHEREAS, the cost of the ESO Solutions, Inc. subscription will be Forty One Thousand Five Hundred Fifty One Dollars and 50/100 cents ($41,551.50) for the first year and Forty Two Thousand Nine Hundred Nineteen Dollars and 25/100 cents ($42,919.25) per year for the next two years (see three-year summary quote from ESO Solutions attached hereto as Exhibit A).

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF NORTH LITTLE ROCK, ARKANSAS:

SECTION 1: That formal bidding is hereby waived in connection with the purchase of the emergency medical services software subscription for the North Little Rock Fire Department, contract subject to approval of City Attorney prior to purchase.

SECTION 2: That payment to ESO Solutions, Inc. is hereby authorized in the amount of $41,551.50, and the cost of subscription shall be paid from the IT Department's 2021 Budget.

SECTION 3: That all ordinances or parts of ordinances in conflict herewith are hereby repealed to the extent of the conflict.

SECTION 4: That the provisions of this Ordinance are hereby declared to be severable, and if any section, phrase or provision shall be declared or held invalid, such invalidity shall not affect the remainder of the sections, phrases or provisions.

SECTION 5: It is hereby found and determined that it is in the best interest of the City of North Little Rock to purchase an ESO Solutions, Inc. subscription for the North Little Rock Fire Department, and is necessary to ensure continued uninterrupted operations of the NLRFD and is necessary for the immediate preservation of the public health, safety and welfare; THEREFORE, an emergency is hereby declared to exist, and this Ordinance shall be in full force and effect from and after its passage and approval.

PASSED:

APPROVED:

Mayor Terry C. Hartwick

SPONSOR:

Terry C. Hartwick

Mayor Terry C. Hartwick

ATTEST:

Diane Whitbey, City Clerk

APPROVED AS TO FORM:

Amy Beckman Fields, City Attorney

PREPARED BY THE OFFICE OF THE CITY ATTORNEY/kt

FILED 10:50 A.M. _____ P.M.
By A. Fields
DATE 4.20.21
Diane Whitbey, City Clerk and Collector
North Little Rock, Arkansas
RECEIVED BY S. Ussery

EXHIBIT
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A

CUSTOMER CONTACT

End User	North Little Rock Fire Department
Name	Ricky Cranford
Email	rcranford@nlr.ar.gov
Phone	501-340-5410

BILLING CONTACT

Payor	North Little Rock Fire Department	Address	Gerald Tucker
Name	Cindy Yancey		North Little Rock AR. 72114
Email	cyancey@nlr.ar.gov	Billing Frequency	Annual
Phone	(501) 340-5410	Initial Term	12 months

Fire RMS Bundle

Product	Price	Discount	Total	Fee Type
FIRE RMS Bundle RMS Bundle - ESO Fire Incidents RMS Bundle - ESO Inspections RMS Bundle - ESO Properties RMS Bundle - Personnel Management RMS Bundle - ESO Hydrants RMS Bundle - ESO Activities	$28,200.00	($11,280.00)	$16,920.00	Recurring

Fire

Product	Volume	Price	Discount	Total	Fee Type
Fire Incidents CAD Integration	8000 Incidents	$2,495.00	($2,495.00)	$0.00	Recurring
Fire Incidents NFIRS Data Import	8000 Incidents	$4,995.00	($4,995.00)	$0.00	One-time
Properties/Inspections Data Import	11 Stations	$2,945.00	($2,945.00)	$0.00	One-time
Fire Setup & Online Training	5 Sessions	$2,975.00	($2,975.00)	$0.00	One-time

Scheduling

Product	Volume	Price	Discount	Total	Fee Type
ESO Scheduling	163 Employees	$5,495.00	($549.50)	$4,945.50	Recurring
ESO Scheduling - Setup & Online Training	1 Sessions	$595.00	($0.00)	$595.00	One-time

EHR

Product	Volume	Price	Discount	Total	Fee Type
EHR - Handtevy Integration	8000 Incidents	$595.00	($0.00)	$595.00	Recurring
EHR CAD Integration	8000 Incidents	$2,495.00	($0.00)	$2,495.00	Recurring
EHR Cardiac Monitor Integration	8000 Incidents	$995.00	($0.00)	$995.00	Recurring
ESO EHR	8000 Incidents	$14,690.00	($1,469.00)	$13,221.00	Recurring
EHR Setup & Online Training	3 Sessions	$1,785.00	($0.00)	$1,785.00	One-time

*Additional fees may be applied by Customer's billing or CAD vendor for certain integrations or interfaces, and Customer is encouraged to discuss this with the applicable vendor.

Quote Date:	04/01/2021
Customer Name:	North Little Rock Fire Department
Quote #:	Q-34972
Quote valid until:	12/14/2020
ESO Account Manager:	Travis Winzeler

Total Recurring	$	54,965.00
Total One-Time	$	13,295.00
Discounts	$	(26,708.50)
TOTAL	$	41,551.50

During the second Term, if any, Customer hereby agrees to timely pay for the following products according to the schedule below:

CUSTOMER CONTACT		BILLING CONTACT			
End User	North Little Rock Fire Department	Payor	North Little Rock Fire Department	Address	Gerald Tucker
Name	Ricky Cranford	Name	Cindy Yancey		North Little Rock AR. 72114
Email	rcranford@nlr.ar.gov	Email	cyancey@nlr.ar.gov	Billing Frequency	Annual
Phone	501-340-5410	Phone	(501) 340-5410	Initial Term	12 months

Fire RMS Bundle

Product	Price	Discount	Total	Fee Type
FIRE RMS Bundle RMS Bundle - ESO Fire Incidents RMS Bundle - ESO Inspections RMS Bundle - ESO Properties RMS Bundle - Personnel Management RMS Bundle - ESO Hydrants RMS Bundle - ESO Activities	$28,200.00	($5,640.00)	$22,560.00	Recurring

Fire

Product	Volume	Price	Discount	Total	Fee Type
Fire Incidents CAD Integration	8000 Incidents	$2,495.00	($2,495.00)	$0.00	Recurring

EHR

Product	Volume	Price	Discount	Total	Fee Type
ESO EHR	8000 Incidents	$14,690.00	($2,938.00)	$11,752.00	Recurring
EHR CAD Integration	8000 Incidents	$2,495.00	($499.00)	$1,996.00	Recurring
EHR - Handtevy Integration	8000 Incidents	$595.00	($0.00)	$595.00	Recurring
EHR Cardiac Monitor Integration	8000 Incidents	$995.00	($199.00)	$796.00	Recurring

Scheduling

Product	Volume	Price	Discount	Total	Fee Type
ESO Scheduling	163 Employees	$5,495.00	($274.75)	$5,220.25	Recurring

*Additional fees may be applied by Customer's billing or CAD vendor for certain integrations or interfaces, and Customer is encouraged to discuss this with the applicable vendor.

Quote Date:	04/01/2021
Customer Name:	North Little Rock Fire Department
Quote #:	Q-35001
Quote valid until:	12/14/2020
ESO Account Manager:	Travis Winzeler

Total Recurring	$	54,965.00
Total One-Time	$	0.00
Discounts	$	(12,045.75)
TOTAL	$	42,919.25

During the Third Term, if any, Customer hereby agrees to timely pay for the following products according to the schedule below:

CUSTOMER CONTACT		BILLING CONTACT			
End User	North Little Rock Fire Department	Payor	North Little Rock Fire Department	Address	Gerald Tucker
Name	Ricky Cranford	Name	Cindy Yancey		North Little Rock AR, 72114
Email	rcranford@nlr.ar.gov	Email	cyancey@nlr.ar.gov	Billing Frequency	Annual
Phone	501-340-5410	Phone	(501) 340-5410	Initial Term	12 months

Fire RMS Bundle

Product	Price	Discount	Total	Fee Type
FIRE RMS Bundle RMS Bundle - ESO Fire Incidents RMS Bundle - ESO Inspections RMS Bundle - ESO Properties RMS Bundle - Personnel Management RMS Bundle - ESO Hydrants RMS Bundle - ESO Activities	$28,200.00	($5,640.00)	$22,560.00	Recurring

Fire

Product	Volume	Price	Discount	Total	Fee Type
Fire Incidents CAD Integration	8000 Incidents	$2,495.00	($2,495.00)	$0.00	Recurring

EHR

Product	Volume	Price	Discount	Total	Fee Type
ESO EHR	8000 Incidents	$14,690.00	($2,938.00)	$11,752.00	Recurring
EHR CAD Integration	8000 Incidents	$2,495.00	($499.00)	$1,996.00	Recurring
EHR - Handtevy Integration	8000 Incidents	$595.00	($0.00)	$595.00	Recurring
EHR Cardiac Monitor Integration	8000 Incidents	$995.00	($199.00)	$796.00	Recurring

Scheduling

Product	Volume	Price	Discount	Total	Fee Type
ESO Scheduling	163 Employees	$5,495.00	($274.75)	$5,220.25	Recurring

*Additional fees may be applied by Customer's billing or CAD vendor for certain integrations or interfaces, and Customer is encouraged to discuss this with the applicable vendor.

Quote Date:	04/01/2021
Customer Name:	North Little Rock Fire Department
Quote #:	Q-35001
Quote valid until:	12/14/2020
ESO Account Manager:	Travis Winzeler

Total Recurring	$	54,965.00
Total One-Time	$	0.00
Discounts	$	(12,045.75)
TOTAL	$	42,919.25

6. All the Fees above will be invoiced by ESO as follows:

   6.1. Training and Training Travel Fees shall be invoiced on the Effective Date.

   6.2. During the first year, 100% of the remaining Fees shall be invoiced on the SaaS Subscription Start Date.

   6.3. During the second year and any renewal years thereafter, 100% of the recurring Fees shall be due on the anniversary of the SaaS Subscription Start Date.