

**CITY OF NORTH LAS VEGAS MEETING  
AGENDA ITEM**

NUMBER: 6.

**SUBJECT:**  
For Possible Action to Approve an Enterprise Asset Management Project in an Amount Not to Exceed \$3,276,490.80, Primarily Consisting of a 5-Year Agreement Totaling \$3,025,296.00 with Aquitas Solutions, LLC, Using the Competitive Bidding Exception Per NRS 332 Local Government Purchasing Act and Authorize the City Manager at His Sole Discretion to Execute Up To \$251,194.80 in Corresponding Purchases and Agreements in a Form Approved by the City Attorney’s Office in Support of the Project. (Citywide)

**REQUESTED BY:**  
Dennis Moriarity, Information Technology Director

**WARD:**  
Citywide

**RECOMMENDATION OR RECOMMEND MOTION:**  
For Possible Action to Approve an Enterprise Asset Management Project in an Amount Not to Exceed \$3,276,490.80, Primarily Consisting of a 5 Year Agreement Totaling \$3,025,296 with Aquitas Solutions, LLC, \$1,248,805.20 for Year 1, Annual Support, Software and Hosting Subscriptions, and Maintenance \$429,605.20 for Year 2, \$438,980.20 for Year 3, \$448,804.20 for Year 4, \$459,101.20 for Year 5, Using the Competitive Bidding Exception Per NRS 332 Local Government Purchasing Act and Authorize the City Manager at His Sole Discretion to Execute Up To \$251,194.80 in Corresponding Purchases and Agreements in a Form Approved by the City Attorney’s Office in Support of the Project. (Citywide)

**FISCAL IMPACT:**  
**AMOUNT:** \$3,276,490.80  
**EXPLANATION:**  
This project is funded through a City Council approved CIP project including budget augmentation to the Information Technology operating budget commencing year 2 of the project.  
\$1,248,805.20 for Year 1, Annual Support, Software and Hosting Subscriptions, and Maintenance \$429,605.20 for Year 2, \$438,980.20 for Year 3, \$448,804.20 for Year 4, \$459,101.20 for Year 5.

**ACCOUNT NUMBER:**  
Year 1: \$1,500,000 CIP23036  
Years 2 through 5:  
\$1,776,490.80 Combined 100-180165-430626

**STAFF COMMENTS AND BACKGROUND INFORMATION:**

Enterprise Asset Management (EAM) systems are large software packages that make asset management more efficient and standardized throughout an entire organization. Core functionality includes work orders, inventory, maintenance scheduling, remote field access, reporting, and systems integrations.

Presently the City uses a combination of manual processes, point systems, and legacy applications to manage assets including but not limited to water lines, traffic signals, air conditioners, medical supplies, and vehicles. The need for an EAM system was identified by multiple departments and an EAM CIP was subsequently submitted and approved.

CIP No. CIP23036	Related Item:	
LIST CITY COUNCIL GOAL(S): Well - Planned Quality Growth; Quality Municipal Services		
<b>PREPARED BY:</b>  Dennis Moriarity Information Technology Director	Respectfully Submitted  Ryann Juden City Manager	<b>MEETING DATE:</b>  5/18/2022

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An internal EAM committee was established to further detail the City's needs, review products, and recommend a selection. The committee ultimately consisted of staff representation from Public Works, Utilities, Parks & Recreation, Fire, Land Development & Community Services, and Information Technology.

A survey was done to better understand what systems were in place and further detail the City's requirements. The results were analyzed and the committee decided to review three vendors based on industry analyst recommendations, compatibility with existing systems, and committee member recommendations. Proposals were submitted and demonstrations held and scored after which the committee selected Aquitas Solutions, LLC ("Aqitas") with IBM Maximo as the preferred vendor.

Aqitas was founded in 2005 and is dedicated to enterprise asset management solutions. They have implemented solutions for Fort Collins, Clark County Water Reclamation District, UCLA, NASA, and the Venetian among many other customers.

Aqitas is an IBM Gold Level Business Partner that both resells and implements IBM Maximo EAM systems ("Maximo"). Maximo is regarded as one of the best EAM systems in the industry and is widely used by Nevada public agencies including the NVDOT and the City of Henderson. The Maximo software will be hosted by IBM on their cloud servers and securely accessible by City staff in Southern Nevada.

City staff performed a lengthy review to ensure that the statement of work and software fees met the city's core requirements. There were several meetings with various City staff on use cases, user counts, module selection, and integrations.

Substantial effort was put into securing competitive pricing for the City. Initially, three vendors competed for the City's business in an effort to keep their proposal pricing in check.

Once Aquitas was selected as the preferred vendor, City staff negotiated a five-year software and hosting commitment that caps annual price increases saving an estimated \$250,000 over the agreement period. City staff also negotiated that on the sixth year the annual cost would increase at 5% instead of the normal 10%.

The first year of costs are estimated at \$1.5 million to be paid fully by the CIP project as follows:

Year 1:

- Aquitas Statement of Work for Implementation Professional Services Including Year 1 of Aquitas Gold Level Plan Maximo Managed Services: \$857,912.00
- Year 1 of IBM Maximo Application Suite Managed Service Capacity Unit, Data Gigabyte, Virtual Processor Core (Annual Fee): \$166,984.00
- Year 1 of IBM Maximo Application Suite per AppPoint Subscription Term License (Annual Fee): \$223,909.20
- Estimated cost for equipment, software, and services purchases potentially including tablets for field staff: \$100,000.00
- Project contingency for additional professional services, licenses, and/or equipment: \$151,194.80

Year 2:

\$429,605.20 to be paid by the IT operating fund 100-180165-430626 broken down as follows:

- Year 2 of Aquitas Gold Level Plan Maximo Managed Services (Optional): \$30,363.00

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- Year 2 of IBM Maximo Application Suite Managed Service Capacity Unit, Data Gigabyte, Virtual Processor Core (Annual Fee): \$175,333.00
  - Year 2 of IBM Maximo Application Suite per AppPoint Subscription Term License (Annual Fee): \$223,909.20

Year 3:

\$438,980.20 to be paid by the IT operating fund 100-180165-430626 broken down as follows:

- Year 3 of Aquitas Gold Level Plan Maximo Managed Services (Optional): \$30,971.00
- Year 3 of IBM Maximo Application Suite Managed Service Capacity Unit, Data Gigabyte, Virtual Processor Core (Annual Fee): \$184,100.00
- Year 3 of IBM Maximo Application Suite per AppPoint Subscription Term License (Annual Fee): \$223,909.20

Year 4:

\$448,804.20 to be paid by the IT operating fund 100-180165-430626 broken down as follows:

- Year 4 of Aquitas Gold Level Plan Maximo Managed Services (Optional): \$31,590.00
- Year 4 of IBM Maximo Application Suite Managed Service Capacity Unit, Data Gigabyte, Virtual Processor Core (Annual Fee): \$193,305.00
- Year 4 of IBM Maximo Application Suite per AppPoint Subscription Term License (Annual Fee): \$223,909.20

Year 5:

\$459,101.20 to be paid by the IT operating fund 100-180165-430626 broken down as follows:

- Year 5 of Aquitas Gold Level Plan Maximo Managed Services (Optional): \$32,222.00
- Year 5 of IBM Maximo Application Suite Managed Service Capacity Unit, Data Gigabyte, Virtual Processor Core (Annual Fee): \$202,970.00
- Year 5 of IBM Maximo Application Suite per AppPoint Subscription Term License (Annual Fee): \$223,909.20