

## City of Corpus Christi ERP Selection Summary

1. The City embarked on an eight-month process in August 2012 to select a new enterprise resource planning (ERP) solution to replace the existing legacy financial and human resource information systems (PeopleSoft). As a result, the City issued an RFP for a new ERP.
2. Proposals were received from three qualified vendors through an RFP process. Of the three, Infor and Tyler Technologies were selected as semi-finalists based on the following evaluation scoring by the City Selection Committee:

Round 2 Evaluation Criteria	Weight	Infor (US), Inc., Alpharetta, GA	Tyler Technologies, Inc. Yarmouth, ME	SunGard Public Sector, Inc. Lake Mary, FL
Functional Requirements	30	24.43	25.71	18.00
Implementation Requirements, Plan and Timeline	30	24.00	24.86	19.71
Cost including both one-time and on-going	20	16.00	10.67	14.67
Technical Requirements	10	8.29	8.29	6.86
General Vendor Requirements	10	8.71	9.14	7.43
<b>Weighted Score:</b>	<b>100</b>	<b>81.43</b>	<b>78.67</b>	<b>66.67</b>
<b>Rank:</b>		<b>1</b>	<b>2</b>	<b>3</b>

3. The City then conducted due diligence of the two semi-finalist vendors, Infor and Tyler Technologies, using the following methods and tools:
  - a. Vendor demonstrations
  - b. Reference checking
  - c. Best and final offer (BAFO)
4. As a result of due diligence, Infor was chosen as the preferred vendor based on:
  - a. Infor's overall software demonstration was scored higher in 17 of 24 areas by City staff, especially in areas deemed highly critical such as activity-based budgeting.
  - b. Generally, references for both Infor and Tyler were positive and suggested that both vendors have the capability to deliver their respective solutions.
  - c. 10-year total cost of ownership (TCO) comparison was in favor of Infor; Infor's 10-year TCO was 22% lower than Tyler's based on the BAFO.