

RESOLUTION NO. _____

APPROVAL OF PURCHASE OF YARDI SOFTWARE SYSTEM

Item No. 5d

WHEREAS, Louisville Metro Housing Authority (LMHA) requires an integrated computer software solution to serve the needs and requirements of our staff, residents, landlords, and governing agencies: and

WHEREAS, the current software package has been in place for over 30 years and has reached the end of its useful life; and

WHEREAS, LMHA staff prepared a Request for Proposals to provide a Housing Authority Software solution and posted the proposal on the Housing Agency Marketplace on November 3, 2020 with advertisements in the Courier-Journal and Louisville Defender the same week. Three responses were received; and

WHEREAS, a panel of staff reviewed the three proposals and determined that Yardi Systems, Inc was the most responsive to the criteria outlined in the request and the review panel recommends award contracts to Yardi Systems, Inc in the amount of \$616,400 for the initial year and an annual cost of \$389,000 for subscription and licensing in future years for Housing Authority Software.

NOW, THEREFORE, BE IT RESOLVED BY THE LOUISVILLE METRO HOUSING AUTHORITY BOARD OF COMMISSIONERS that the Executive Director and Contracting Officer, Lisa Osanka, is hereby authorized to enter into contracts with Yardi Systems Inc, in the amount of \$616,400 for one year with four \$389,000 one-year renewals.

RESOLUTION BACKGROUND STATEMENT

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I. STATEMENT OF FACTS:

LMHA is currently using an outdated and unsupported DOS based software system for property management and accounting functions along with various software for other functions. There is an urgent need to replace this software with a single, connected solution that will offer the flexibility for staff and residents to access remotely to produce real time data to meet HUD requirements for management and financial reporting.

The Request for Proposals was advertised on November 3, 2020 in the Courier Journal and on November 4, 2020 in the Louisville Defender. It was also posted on LMHA's website and the Housing Agency Marketplace (e-Procurement), reaching 962 companies and 981 individuals that we can confirm received an "invitation for bids," with the MBE/FBE/DBE breakdown as follows:

African-American Business Enterprise:	144 (15%)
Asian Indian-American Business Enterprise:	91 (9%)
Asian Pacific-American Business Enterprise:	31 (3%)
Hassidic Jew-American Business Enterprise:	2 (0%)
Hispanic-American Business Enterprise:	78 (8%)
Native American Business Enterprise:	13 (1%)
None (not Woman- or Minority-owned):	507 (52%)
Qualified Disabled Veteran Owned:	26 (3%)
Woman-owned Business Enterprise:	214 (22%)
Section 3 Business:	22 (2%)

From the companies represented above, a total of 39 companies and 44 individuals downloaded and reviewed the RFP for Housing Authority Software and are as follows:

African-American Business Enterprise:	5 (11%)
Asian Indian-American Business Enterprise:	8 (18%)
Asian Pacific-American Business Enterprise:	2 (5%)
Hispanic-American Business Enterprise:	1 (2%)
None (not Woman- or Minority-owned):	25 (57%)
Woman-owned Business Enterprise:	6 (14%)

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I. STATEMENT OF FACTS (cont'd):

The bid opening date was November 24, 2020. Three responses to the RFP were received as follows:

<u>CONTRACTOR</u>	<u>CONVERSION / ANNUAL FEE</u>
WSD Digital	\$227,660 / \$773,280
Eight Cloud	\$662,150 / \$474,461
Yardi	\$227,400 / \$389,000

In addition to the fees which were worth up to 40 out of 100 points, the responses were also evaluated based on experience and qualifications for up to 60 points.

The total scores:

<u>CONTRACTOR</u>	<u>TOTAL SCORE</u>
WSD Digital	48
Eight Cloud	57
Yardi	99

Yardi has indicated it is a minority business enterprise, however, they are not certified by LMHA and their certification has lapsed in Los Angeles County, California, and a U.S. Governmental Services Administration approved contractor. The Procurement Committee has discussed this project and recommends award of the contract to Yardi Systems, Inc in the amount of \$616,400 for the initial year and with a renewable annual fee of \$389,000 per year renewal option for four additional years.

II. ALTERNATIVES:

- A. Approve a contract with Yardi Systems, Inc.
- B. Do not award the contract at this time.

III. RECOMMENDATION:

Staff recommends Alternative "A."

