

**Agenda Item No. 1**
February 5, 2014 Meeting**DATE:** January 24, 2014**TO:** Children and Families Commission of Orange County**FROM:** Christina Altmayer, Executive Director **SUBJECT:** Notification of Award for Performance Management System and Schedule for Implementation**SUMMARY:**

Proposition 10 mandates that each county commission develop a strategic plan and evaluate the effectiveness of programs and activities funded in accordance with the strategic plan. One effective method of collecting countywide data for numerous providers is through an internet based data collection system. This agenda item is a follow up to the December Commission action authorizing the Executive Director to enter into an agreement with one of the three final providers in an amount not to exceed \$150,000 annually. The selection process has been completed and negotiations with Persimmony International, Inc., the selected vendor are underway. This agenda item provides an update on the contract terms and conditions, annual amount, and implementation plan.

DISCUSSION:

Since 2000, the Commission has contracted with a database vendor to provide a secure, Internet-based data collection system for contracted providers to report on their progress in providing services to children and in furtherance of the goals, outcomes, indicators, and objectives in the Commission's Strategic Plan. The data collected through this system informs Commission program improvements, renewal decisions, as well as provides data reporting to First 5 California, per statutory requirements. An electronic data system is critical given the number and diversity of providers and insuring a robust data set for needs assessment, planning, and evaluation. In addition, the real-time data is valuable for contract management, invoicing, and performance management.

Five County Commission Collaborative

Representatives from First 5 Commissions in Riverside, Santa Barbara, Ventura, and Los Angeles as well as the Children and Families Commission of Orange County have been meeting over the last year to discuss the potential of a common data reporting system. The objectives of the proposed multi-county system are to achieve cost savings and efficiencies and to improve reporting of the outcomes achieved by the Southern California region. The Commission, on behalf of the five-county collaborative, released a Request for Proposals (RFP) on November 1, 2013 seeking proposals for a software system for data collection and reporting. Six proposals were received by the November 18, 2013 submittal deadline. A review panel, consisting of representatives of the five-county collaborative, met and reviewed the proposals based on established criteria related to the proposal budget and cost, system

functionality/system requirements, support functions, reasonableness of achievement by the July 1, 2014 implementation date and criteria related to the vendor such as experience and strong customer support. The highest rated element in the selection criteria was cost savings. The final decision to enter into a multi-Commission agreement with the selected vendor will remain a decision of each individual county commission.

Persimmony International, Inc.

At the December 2013 Commission meeting, authority was given to the Executive Director to negotiate and enter into a contract with one of three finalists. Based on the review process, Persimmony International, Inc. is the selected vendor. Persimmony is able to meet the system requirements as specified in the Software System for Data Collection and Reporting RFP and will enter into a 41-month agreement, for the period of February 1, 2014 through June 30, 2017. The new agreement will represent an annual savings of between \$41,000 to \$63,000 depending on the number of participating counties.

The Commission is working towards full implementation of the new system by April 1, 2014. First 5 LA has also confirmed selection of Persimmony and has targeted implementation within FY 2013/14. The First 5 Riverside and Ventura Commissions will begin the system design and contract negotiation in FY 2013/14 but have targeted implementation of the system in FY 2014/15. The table below summarizes the annual cost to the Commission, including the discount to be applied for each fiscal period based on the number of additional counties executing new contracts with Persimmony.

Description (Orange County Only)	2/1/14-6/30/14	7/1/14-6/30/15	7/1/15-6/30/16	7/1/16-6/30/17
Licensing and Ongoing System Maintenance	Prorated 3-months (April-June) \$34,031	\$136,125	\$133,403	\$130,734
Training – Initial and Ongoing Technical Support – Implementation and Ongoing	Prorated 5-months (Feb-June) \$1,458	\$3,500	\$3,500	\$3,500
Data Migration and System Modification – One-Time Flat Fee	\$12,000	\$0	\$0	\$0
TOTAL FEES: Plus discount below based on number of additional counties that contract with Persimmony through RFP by July 1, 2014.	\$47,490	\$139,625	\$136,903	\$134,234
Discount if 2 Counties award contract through RFP	Prorated 5-months (Feb-June) (\$3,025)	(\$7,260)	(\$7,115)	(\$7,024)
Discount if 3 Counties award contract through RFP	Prorated 5-months (Feb-June) (\$5,294)	(\$12,705)	(\$12,451)	(\$12,251)

Discount if 4 Counties award contract through RFP	Prorated 5-months (Feb-June)	(\$6,806)	(\$16,335)	(\$16,008)	(\$15,736)
Discount if 5 Counties award contract through RFP	Prorated 5-months (Feb-June)	(\$7,563)	(\$18,150)	(\$17,787)	(\$17,478)

Next Steps

After the Commission meeting, and a finalized contract with Persimmony, staff will notify program contractors of the selection the new database vendor. Notification will include information related to the transition timeline, training schedule, and other strategies to support a smooth transition by the April 1, 2014 targeted “go live” date. Commission staff will notify the current vendor informing them of a termination date on or about April 1, 2014. This will result in approximately \$45,000 of unspent funds for FY 2013/14 which will cover the majority of initial implementing cost for the new system in FY 2013/14.

Commission staff will also continue to meet with other First 5 Commissions who use Persimmony to ensure joint planning in relation to developing common data for evaluation and communicating regional results. In addition to First 5 LA, Riverside and Ventura, First 5 San Diego and San Bernardino also have current contracts with Persimmony and have been a valuable resource in transition planning.

STRATEGIC PLAN & FISCAL SUMMARY:

The proposed actions have been reviewed and are consistent with the Commission’s Strategic Plan, and Capacity Building goal. The funding request of up to \$150,000 per year for the term of the agreement, including implementation across three fiscal years, would be proposed for inclusion in the FY 2014/15, 2015/16 and 2016/17 proposed budgets.

PRIOR COMMISSION ACTIONS:

- December 2013–Authorized Executive Director to enter into an agreement with one of three finalist
- November and September 2013–Received update on multi-Commission performance management system vendor selection process
- October 2011–Approved current performance management system

RECOMMENDED ACTIONS:

Receive update on multi-county Commission performance management system vendor selection process.

Contact: Kim Goll/Alyce Mastrianni