

Board Summary - Awarded RFP's
Enterprise Resource Planning Solution
Awarded 09/22/2021

Current Vendor / Costs:

Infor (US), LLC

\$6,016,697.00 FY Annual Spend

\$30,083,485 / 5 years

Challenges with current services:

The current solution lacks standardization, integration and functionality needed to optimize basic ERP solution across the Health system. Constant need of additional third party systems to support the existing ERP suite.

Why RFP was issued:

To identify a single vendor that can maintain clear accountability for outcomes, better tailor its ERP solutions to our needs and establish a long-term relationship that will benefit MHS.

Committee Members:

<u>Name</u>	<u>Department</u>
David Smith	Finance
Jennifer Connelly	Finance
Veronica Budwig	Finance
Margie Vargas	Human Resource
Lorrie Jones	Human Resource
Charles Genthner	Human Resource
Jeffrey Sturman	Information Technology
Oscar Perez *	Information Technology
Samir Wadhwa	Information Technology
Saul Kredi	Supply Chain Management
Amy Chieppa	Supply Chain Management
Charles Gormley	Supply Chain Management

* No longer employed by MHS

RFP vendor response:

5 vendors responded to the RFP

- ICS, Inc.
- Infor (US), LLC
- Oracle America, Inc.
- Premier, Inc.
- Workday, Inc.

Initial Eliminations:

- ICS, Inc.
 - Vendor did not meet any proposed mandates.
 - Vendor provides only mobility cloud solution called RF-Smart which is part of Oracles proposal.
- Premier, Inc.
 - Vendor doesn't provide a HCM or Payroll solution hence has to partner with third party.
 - The solution proposed is not cost efficient.
 - Lacks Artificial Intelligence / predictive analytics capabilities in their Finance module.
 - Currently doesn't provide a mobile application.

WebEx Vendor Presentations / Demonstrations:

- Infor (US), LLC (*Vendor electively withdrew from the RFP*)
- Oracle America, Inc.
- Workday, Inc.

Vendor Selected:

- **Workday, Inc.**
 - Workday's Human Capital Management (HCM) is intuitive and has the ability to move to a self-service model for all of Memorial's users providing a better user experience
 - Top ranked overall ERP solution by Gartner and KLAS
 - ERP is Workday's only software platform.
 - After consideration Memorial identified Workday as a better strategic partner in terms of innovation, responsiveness and desired objectives

Negotiated Cost:

- Total cost of \$61,756,122 over 5 years
- Additional savings of 1,000,000 (if contract executed by end of October, 2021) bringing the Negotiated total cost to \$60, 756,122
- Final cost avoidance of \$7,707,834.