



CITY OF ORLANDO

Date: January 11, 2016

From: Brian Battles, Deputy Chief Financial Officer *BBB*

To: David Billingsley, Chief Procurement Officer

Subject: Procurement Request – Workday Contract Renewal

OBFS is requesting approval of a negotiated contract renewal with Workday. Workday will continue to provide software-as-a-service applications as described in the Documentation and subscribed to under Order Forms to the Master Subscription Agreement (“MSA”).

This request is to continue with existing services needed for November 5, 2017 through November 4, 2022. The annual amount to be paid annually is \$787,288 and will be provided through Technology Management annual budget. This will lock in the current agreement’s one year annual renewal rate. In addition, Workday has new functionality available to enhance the HCM and Financial modules that were not previously available. This renewal includes subscription fees for those additional modules (Workday Inventory, Workday Recruiting, and Workday Planning) at a substantially discounted rate. Total savings for this renewal package is estimated over a million dollars. The City has participated as Design Partners for both Inventory and Planning providing input for developing these modules from a government perspective.

As stated in the original Council Agenda, Workday has delivered and upheld its promises to the City of Orlando:

- The City has been included on Workday’s Strategic Development group which has been instrumental in determining the direction and content of the future versions of the software;
- The City has had an exclusive channel to notify Workday of City issues with the software so that any issues could either be resolved or considered for resolution at a future release;
- The City has been designated as a Process Center for Excellence which means that Workday has made Investments in the City so that other cities would routinely visit to view and evaluate the success of the implementation and how the innovation here could be adapted at their city. We have been visited by City of Jacksonville, Nevada System of Higher Education, PGA, Multnomah County Oregon, and City of Long Beach California. We have participated in conference calls with San Mateo California, Pierce County Washington, City of Rochester New York, and Sacramento City Unified School District.

Workday continues to expand its clients and improve its product to meet the needs of governmental entities.

Please let me know if you need any additional information. Thanks.