



New Jersey Schools Insurance Group
6000 Midlantic Drive, Suite 300 North
Mount Laurel, New Jersey 08054
www.njsig.org

Board of Trustees Meeting of June 17, 2020
Action Item
PeopleSoft migration services

As a part of NJSIG's efforts to maintain compliance with the PSCL, NJSIG issued a request for proposals for PeopleSoft migration services (I-2020-0002). As a result of this open and fair process, NJSIG received seven proposals. These proposals were evaluated using weighted evaluation criteria, and the results of that evaluation are attached. Thus, it is proposed that the contract for PeopleSoft migration services be awarded to SpearMC Consulting, Inc. based on the results of the committee's evaluation.

Recommended Resolution: to adopt the contract for PeopleSoft migration services be awarded to SpearMC Consulting, Inc. based on based on the results of the committee's evaluation.

Jeff Cook
Information Technology Manager

**NEW JERSEY SCHOOLS INSURANCE GROUP
MEMORANDUM**

Date: June 15, 2020

To: Board of Trustees
New Jersey Schools Insurance Group

From: Evaluation Committee for I-2020-0002

Subject: PeopleSoft migration services (I-2020-0002) competitive contracting narrative summary report and recommendations

The New Jersey Schools Insurance Group (“NJSIG”) is a school board insurance group, also known as a governmental risk pool, established in accordance with P.L. 1983, c. 108, that provides insurance coverage and risk management services to member school districts.

The concept of pooling is one whereby public entities can join together to provide protection from risks on a group basis. As a school board insurance group, NJSIG is governed by a Board of Trustees which is comprised of school board members, superintendents and business administrators from NJSIG member districts.

By joining NJSIG, members collectively attain benefits not possible individually and pool their premiums into a common fund to be used for the benefit of all member districts. NJSIG is comprised of approximately four hundred boards of education and charter school districts, and offers members a cost-effective method of obtaining coverage for all property and casualty lines, including but not limited to: workers’ compensation, general liability, automobile liability, excess liability, property, error and omissions, bonds, crime, electronic data processing, environmental liability, equipment breakdown, and auto physical damage coverage. NJSIG provides claims administration, underwriting and loss control services for members.

NJSIG is currently running PeopleSoft version 9.2 and PeopleTools 8.53 that resides on a Windows Server 2008 R2. NJSIG is looking to move PeopleSoft version 9.2 to a Windows Server 2016 and upgrade the PeopleTools to version 8.57. This RFP does not include the installation of Windows Server 2016, or Microsoft SQL 2012.

NJSIG sought proposals from qualified organizations to provide PeopleSoft migration services. NJSIG’s objective with this RFP was to identify a consulting firm to upgrade the current PeopleSoft PeopleTools environment to a vendor-supported platform and version with the goal of modernizing the existing hardware infrastructure

and migrating to currently supported tools version and operating. A full copy of the scope of work is contained within the request for proposals for PeopleSoft migration services (I-2020-0002). This solicitation was conducted in a fair and open process in accordance with the requirements for competitive contracting under the Public School Contracts Law, N.J.S.A. 18A:18A-1, et seq. Proposers were invited to submit proposals to provide PeopleSoft migration services via a fair and open competitive contracting process. As a result of this solicitation, NJSIG received seven proposals in total.

An evaluation committee was convened to evaluate and summarize the proposals based on weighted evaluation criteria. These weighted evaluation criteria were designed to fairly evaluate all proposals, and are based on the model evaluation criteria set forth by the State of New Jersey, Department of Community Affairs, Division of Local Government Services as codified at N.J.A.C. 5:34-4.2. This evaluation methodology is designed to fairly evaluate the responsiveness of each proposal, and the responsibility of each proposer, based on the technical criteria, management criteria and cost criteria. A complete copy of the evaluation criteria, the relative weights assigned to the evaluation criteria and an explanation of the factors each criteria are intended to evaluate is included in the request for proposals for PeopleSoft migration services (I-2020-0002).

The results of the evaluation committee are summarized below:

1. Beacon Application Services Corporation had a 76.50% mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends rejecting his proposal.
2. Belmero, Inc. had a 66.67% mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends rejecting this proposal.
3. ERP Analysis, Inc. had a 59.17% mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be not responsive as to management and technical criteria. The evaluation committee recommends rejecting this proposal.
4. GNC Consulting, Inc. had a 30.50% mean composite score. The evaluation committee found this proposal not reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and

technical criteria. The evaluation committee recommends rejecting this proposal.

5. HyperGen, Inc. had a 61.50% mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends rejecting this proposal.
6. Kastech Solutions, LLC had a 43.33% mean composite score. The evaluation committee found this proposal not reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends rejecting this proposal.
7. SpearMC Consulting, Inc. had a 84.00% mean composite score. The evaluation committee found this proposal reasonable as to cost. The evaluation committee found the proposal to be responsive as to management and technical criteria. The evaluation committee recommends accepting this proposal.



6/15/2020

New Jersey Schools Insurance Group - RFP Evaluation - I-2020-0002

Organization Name	Average				
Beacon Application Services Corporation	76.50				
Belmero, Inc.	66.67				
ERP Analysts, Inc.	59.17				
GNC Consulting, Inc.	30.50				
HyperGen, Inc.	61.50				
Kastech Solutions, LLC	43.33				
SpearMC Consulting, Inc.	84.00				

New Jersey Schools Insurance Group - RFP Evaluation - I-2020-0002

Organization Name	Technical Criteria (25)	Management Criteria (30)	Cost Criteria (45)	Total	
Beacon Application Services Corporation	90	90	60	76.5	
Belmero, Inc.	90	60	60	67.5	
ERP Analysts, Inc.	20	30	100	59	
GNC Consulting, Inc.	40	50	10	29.5	
HyperGen, Inc.	60	80	50	61.5	
Kastech Solutions, LLC	50	70	20	42.5	
SpearMC Consulting, Inc.	90	100	70	84	

[Handwritten Signature]
6/15/2020

New Jersey Schools Insurance Group - RFP Evaluation - I-2020-0002

Organization Name	Technical Criteria (25)	Management Criteria (30)	Cost Criteria (45)	Total	
Beacon Application Services Corporation	90	90	60	76.5	
Belmero, Inc.	90	60	60	67.5	
ERP Analysts, Inc.	20	40	100	62	
GNC Consulting, Inc.	40	50	10	29.5	
HyperGen, Inc.	60	80	50	61.5	
Kastech Solutions, LLC	50	70	20	42.5	
SpearMC Consulting, Inc.	90	100	70	84	

Chris Cozine
06/15/2020

New Jersey Schools Insurance Group - RFP Evaluation - I-2020-0002

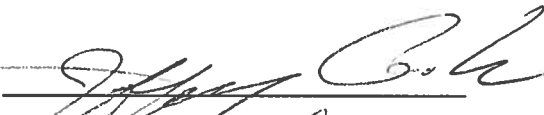
Organization Name	Technical Criteria (25)	Management Criteria (30)	Cost Criteria (45)	Total	
Beacon Application Services Corporation	90	90	60	76.5	
Belmero, Inc.	80	60	60	65	
ERP Analysts, Inc.	10	30	100	56.5	
GNC Consulting, Inc.	40	60	10	32.5	
HyperGen, Inc.	60	80	50	61.5	
Kastech Solutions, LLC	60	70	20	45	
SpearMC Consulting, Inc.	90	100	70	84	

Mike Carosi
6/15/2020

New Jersey Schools Insurance Group
Competitive Contracting Conflict of Interest Certification

RFQ Number: I-2020-0002

1. Before reviewing any proposals, each person evaluating a proposal shall assess their own affiliations and financial interest and those of their families that relate to their duties as someone evaluating a proposal to ensure they do not have a conflict of interest. For these purposes, a person has a conflict of interest with a proposal if that person or spouse, parent, or child would be in violation of the Local Government Ethics Law, N.J.S.A. 40A:9-22.1, et seq., or the School Ethics Act, N.J.S.A. 18A:12-21, et seq. as appropriate. **Any person with a conflict of interest related to the competitive contracting proposal shall not participate in the evaluation process. See N.J.A.C. 5:34-4.3(e)-(f).**
2. I hereby certify that I have reviewed the conflict of interest standards in the Local Government Ethics Law or the School Ethics Act, as appropriate, and that I do not have a conflict of interest with respect to the evaluation of this proposal. I further certify that I am not engaged in any negotiations or arrangements for prospective employment or association with any of those submitting proposals or their parent or subsidiary organization.

Signed: 
Print Name: Jeffrey Code
Date: 6/15/2020

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Competitive Contracting Conflict of Interest Certification

RFQ Number: I-2020-0002

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Signed:



Print Name:

CHRISTOPHER R COZINE

Date:

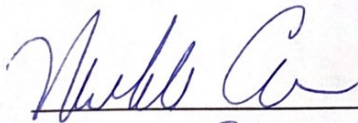
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Signed: _____



Print Name: _____

Michele Canisi

Date: _____

6/15/2020



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**Resolution Authorizing the Execution of
Contracts Pursuant to the Public School Contracts Law**

WHEREAS, the New Jersey Schools Insurance Group (“NJSIG”) is authorized by N.J.S.A. 18A:18B-1, et seq. to provide risk transfer mechanisms for its members;

WHEREAS, NJSIG requires PeopleSoft migration services;

WHEREAS, NJSIG has engaged in an open and fair process for the procurement of PeopleSoft migration services, pursuant to which proposals were solicited; and,

WHEREAS, an evaluation committee was convened by NJSIG and has evaluated all proposals submitted.

NOW THEREFORE, BE IT RESOLVED, that:

- 1) NJSIG awards the contract for PeopleSoft migration services to:
 - a. SpearMC Consulting, Inc.
- 2) NJSIG awards the contract for PeopleSoft migration services to this provider based on technical criteria, management criteria and cost criteria;
- 3) The Executive Director is hereby authorized to execute a contract with the above-referenced provider;
- 4) This designation is in accordance with the Public School Contracts Law, N.J.S.A. 18A:18A-1, et seq.;
- 5) A notice of this action shall be published once in the official newspaper designated by NJSIG, and is on file and available for public inspection at the office of NJSIG.

I certify that the foregoing is a true copy of a Resolution passed by the New Jersey Schools Insurance Group at the meeting duly held on the 17th day of June, 2020.



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**Resolution Authorizing the Execution of
Contracts Pursuant to the Public School Contracts Law**

New Jersey Schools Insurance Group

By: _____

Irene Le Febvre, Chairperson

Board Secretary
Use Only

DATE:

MOVED BY:

SECONDED BY:

VOTE: