



Water & Wastewater Commission Review and Recommendation

Commission Meeting Date:	April 7, 2021	COA Strategic Direction:	Government that Works for All
Council Meeting Date:	May 6, 2021		
Department:	Purchasing		
Client:	Joseph Gonzales		
Agenda Item			
Recommend approval to negotiate and execute a contract with PFM Solutions LLC, to provide software licenses, maintenance, and services, for a financial forecasting solution for a term of five years in the amount not to exceed \$727,500.			
Amount and Source of Funding			
Funding in the amount of \$145,500 is available in the Fiscal Year 2020-2021 Operating Budget of Austin Water. Funding for the remaining contract term is contingent upon available funding in future budgets.			
Purchasing Language:	Sole Source.		
Prior Council Action:	N/A		
Boards and Commission Action:	April 7, 2021 – To be reviewed by the Water and Wastewater Commission.		
MBE/WBE:	Sole source contracts are exempt from the City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program; therefore, no subcontracting goals were established.		

The contract will provide software licenses, maintenance, and services of the Synario Forecast Model for annual forecasting and future scenario modeling currently utilized by Austin Water (AW).

Synario is a financial forecasting model that offers a full-field view of financial and strategic scenarios inside a cloud-based platform and allows for improved, effective financial forecasting and analysis. AW and Synario have been working on model implementation since May 2020. Customization features consisted of AW goals, areas of sensitivity/projection/use cases, and target report/outputs. This included creating key metrics and reporting necessary in decision making based on AW data that is input into the model. AW will have the flexibility to adjust line items, assumptions, and formulas in the model, long-term projections for future revenue, expenses and budgetary needs, and the flexibility of dashboard presentations of information.

This is a new sole source contract. PFM Solutions LLC is the sole manufacturer and distributor of Synario software, and they retain proprietary intellectual property rights. In addition, the system offers multiple features and functionality that is based on patented technology.

PRICE ANALYSIS

- a) Cost Analysis: The proposed contract pricing is unchanged from previous contract.