



Harris County, Texas

1001 Preston St., Suite 934
Houston, Texas 77002

Request for Court Action

Commissioners Court

File #: 21-5093

Agenda Date: 9/28/2021

Agenda #: 225.

Department: Purchasing

Department Head/Elected Official:

	YES	NO	ABSTAIN
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Judge Lina Hidalgo

Comm. Rodney Ellis

Comm. Adrian Garcia

Comm. Tom S. Ramsey

Comm. R. Jack Cagle

Regular or Supplemental RCA:

Regular RCA
 Supplemental RCA

Type of Request: Contract - Award

Project ID (if applicable):

Vendor/Entity Legal Name (if applicable):

MWDBE Participation (if applicable):

Request Summary (Agenda Caption):

Request for approval of an award on the basis of best bid to SpearMC Consulting, Inc. in the amount of \$133,780 for Oracle training for Universal Services - Technology for the period of October 1, 2021 - September 30, 2022, with four one-year renewal options (210157).

Background and Discussion:

Expected Impact:

Presented to Commissioners Court

Alternative Options:

September 28, 2021

Approve: G/E

Alignment with Goal(s):

- Justice and Safety
- Economic Opportunity
- Housing
- Public Health
- Transportation
- Flooding
- Environment
- Governance and Customer Service

Prior Court Action (if any):**Location:**

Address (if applicable list below):

Countywide
Precinct 1
Precinct 2
Precinct 3
Precinct 4

Fiscal and Personnel Summary				
Service Name	FY 21-22	Estimates		
		FY 22	Next 3 FYs	
Incremental Expenditures				
Labor Expenditures	-	-	-	-
Non-Labor Expenditures	-	-	-	-
Total Incremental Expenditures	-	-	-	-
Funding Sources (General Fund, PIC Fund, Debt or CP, Grants, or Other - Please Specify)				
Existing Budget	-	-	-	-
	-	-	-	-
	-	-	-	-
Total Current Budget	-	-	-	-
Additional Budget Requested	-	-	-	-
	-	-	-	-
	-	-	-	-
Total Additional Budget Requested	-	-	-	-
Total Funding Sources	-	-	-	-
Personnel (Fill out section only if requesting new PCNs)				
Current Position Count for Service	-	-	-	-
Additional Positions Requested	-	-	-	-
Total Personnel	-	-	-	-

Anticipated Implementation Date:

Emergency/Disaster Recovery Note:

- Not an emergency, disaster recovery, or COVID-19 related item
- Emergency Item
- COVID-19 related Item
- Disaster Recovery related Item

Contact(s) name, title, department:

Attachments (if applicable):



**DeWight Dopslauf, C.P.M., CPPO
Harris County Purchasing Agent**

September 20, 2021

Commissioners Court
Harris County, Texas

RE: Job No. 210157

Members of Commissioners Court:

Please approve the following award on the basis of best bid:

Description: Oracle Training for Harris County Universal Services - Technology

Bid(s) Received: Five (5) on June 14, 2021 (see attached)

Vendor(s): SpearMC Consulting, Inc.

Term: October 01, 2021 - September 30, 2022 with four (4) one-year renewal options

Amount: \$133,780

Evaluated By: • Harris County Purchasing • Universal Services - Technology

Purchase order(s) will be issued upon Commissioners Court approval.

Sincerely,

A handwritten signature in black ink.

DeWight Dopslauf
Purchasing Agent

LB
Attachment(s)
cc: Vendor(s)

FOR INCLUSION ON COMMISSIONERS COURT AGENDA SEPTEMBER 28, 2021

Item No.	Description	CCS Learning Academy			CCS Learning Academy (Bid #2 - Onsite) ¹			CCS Learning Academy (Bid #2 - Offsite) ²			Spare MC ³			Transamerica			GPS Strategies			Vatican																			
		Est. # of Attendees	Est. # of Days	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price																		
1	Course Template Build/Rules in Time and Labor Equipment Tracking Licenses and Certifications Presentation, Demo & Discussion	5	1	\$357.00	\$1,785.00	\$537.00	\$2,685.00	\$417.00	\$2,085.00	\$1,485.00	\$7,425.00	\$800.00	\$4,000.00	\$5,400.00	\$2,000.00	\$5,400.00	\$1,485.00	\$7,425.00	\$1,485.00	\$7,500.00																			
2	Writing Queries PeopleSoft Reporting Options Public Publisher Basic query & advanced query concepts Different reporting tools provided by the application and how to identify which tool is suited depending on the requirement Table structures *Includes hands-on labs	12	4	\$567.00	\$6,804.00	\$867.00	\$10,404.00	\$657.00	\$1,384.00	\$1,190.00	\$14,280.00	\$2,000.00	\$24,000.00	\$6,084.00	\$24,000.00	\$3,200.00	\$34,000.00	\$3,200.00	\$38,400.00	\$3,200.00	\$38,400.00																		
3	Performance Management Workforce Monitoring Whole e-Performance course with emphasis on configuration + add Workforce Management topic *Includes hands-on labs	5	3	\$997.00	\$4,985.00	\$1,517.00	\$7,585.00	\$1,137.00	\$5,685.00	\$1,485.00	\$7,425.00	\$1,800.00	\$9,000.00	\$5,400.00	\$16,200.00	\$1,600.00	\$16,200.00	\$1,600.00	\$18,000.00	\$1,600.00	\$18,000.00																		
4	Fluid User Interface Integration Tools *Includes hands-on labs	4	5	\$2,087.00	\$8,208.00	\$1,117.00	\$12,468.00	\$2,317.00	\$9,288.00	\$1,785.00	\$7,160.00	\$2,400.00	\$9,500.00	\$5,400.00	\$27,000.00	\$4,200.00	\$27,000.00	\$4,200.00	\$16,800.00	\$4,200.00	\$16,800.00																		
5a	Work Center Presentation, Demo, & Discussion	10	3	\$557.00	\$5,570.00	\$827.00	\$8,270.00	\$627.00	\$6,270.00	\$1,190.00	\$11,900.00	\$1,800.00	\$18,000.00	\$6,000.00	\$18,000.00	\$2,000.00	\$18,000.00	\$2,000.00	\$29,000.00	\$2,000.00	\$29,000.00																		
5b	PeopleTools Presentation, Demo, & Discussion Refresher on topics covered in PeopleTools class	4	3	\$1,217.00	\$4,868.00	\$1,847.00	\$7,388.00	\$1,367.00	\$5,468.00	\$2,975.00	\$11,900.00	\$2,160.00	\$8,640.00	\$5,400.00	\$16,200.00	\$3,600.00	\$16,200.00	\$3,600.00	\$14,400.00	\$3,600.00	\$14,400.00																		
6a	Advanced Security (not just basics) Presentation, Demo & Discussion of Dynamic query security, Approval Framework, Business Process design *Includes hands-on labs	4	3	\$1,217.00	\$4,868.00	\$1,847.00	\$7,388.00	\$1,367.00	\$5,468.00	\$1,785.00	\$7,140.00	\$2,160.00	\$8,640.00	\$5,400.00	\$16,200.00	\$3,500.00	\$16,200.00	\$3,500.00	\$14,000.00	\$3,500.00	\$14,000.00																		
6b	Workflow Presentation, Demo & Discussion of Dynamic query security, Approval Framework, Business process design *Includes hands-on labs	9	3	\$697.00	\$5,443.00	\$907.00	\$8,163.00	\$687.00	\$6,163.00	\$1,190.00	\$10,710.00	\$1,800.00	\$16,200.00	\$6,000.00	\$18,000.00	\$3,200.00	\$18,000.00	\$3,200.00	\$28,000.00	\$3,200.00	\$28,000.00																		
7	Module Training - Commitment Control Module Training - AR Functional - Supplier Portal Functional - Purchasing Functional - Asset Management Presentations, Demo & Discussion How to Support the system, Batch processing sequence Reporting Help with configuration and knowing how to determine authorizations made	7	8	\$2,007.00	\$14,049.00	\$2,567.00	\$20,769.00	\$2,227.00	\$15,589.00	\$990.00	\$6,930.00	\$5,590.00	\$6,930.00	\$990.00	\$39,130.00	\$5,400.00	\$43,200.00	\$6,800.00	\$47,600.00	\$6,800.00	\$47,600.00																		
				\$56,660.00		\$85,120.00		\$63,190.00		\$133,780.00		\$137,210.00		\$178,000.00		\$143,040.00		\$214,500.00																					

¹Award Recommendation - Best Bid
²None of the references provided were for PeopleSoft training, only one (1) team member with PeopleSoft experience, and did not possess the expertise needed for this scale of a project.

Cover Sheet



HARRIS COUNTY BID COVER SHEET

Job No.
21/0157

BID FOR: Oracle Training for Harris County Universal Services - Technology (For one (1) year beginning approximately July 1, 2021)

DUE DATE: Monday, June 14, 2021 Ref. to Pur. Agt.

Due no later than 2:00 P.M. local time in Houston, Texas. Bids received later than the date and time above will not be considered.

OFFERORS NOTE: Carefully read all instructions, requirements and specifications. Fill out all forms properly and completely. Submit your bid with all appropriate supplements and/or samples in an appropriately sized envelope or box. PACKAGE MUST SHOW THE JOB NUMBER, DESCRIPTION AND BE MARKED "SEALED BID".

RETURN BID TO: HARRIS COUNTY PURCHASING AGENT
1001 PRESTON, SUITE 670
HOUSTON, TEXAS 77002

Buyer: Lytrina Bob at 713-274-4483 or lytrina.bob@pur.hctx.net

Total Amount of Bid: \$ 133,780

Company Name: SpearMC Consulting

Company Address: 5900 Balcones Drive, Suite 4000

City, State, Zip Code: Austin, TX, 78731

Taxpayer Identification Number (T.I.N.): 47-0937480

Telephone: 813-466-4888 Fax: n/a e-mail: susan.caranante@spearmc.com

Do you carry Health Insurance on your employees? Yes No If yes, what % of employees: 75 %

Signature: Susan Caranante Print Name Susan Caranante

[Your signature attests to your offer to provide the goods and/or services in this bid according to the published provisions of this Job and certifies that all statements made by you are true, complete and correct. All prices and signatures must be typewritten or written in ink. When an award letter is issued, it becomes a part of this contract. Contract is not valid until Purchase Order is issued.]

Accepted by: Lina Hidalgo Date: 7 October 2021

Revised 08/19

by LHM

Lytrina Bob
HARRIS COUNTY PURCHASING AGENT
1001 PRESTON, SUITE 670
HOUSTON, TEXAS 77002

Dear Lytrina Bob,

We are pleased to present our response to Harris County Universal Services – Technology Response to Job No. 21/0157. With 17 years as an Oracle Partner, PeopleSoft Expert and Oracle University Authorized Partner, we have the demonstrated experience to fulfill all requirements with regards to the delivery of PeopleSoft Training in PeopleSoft.

SpearMC is a leader in PeopleSoft training services for Public Sector. We have a vast library of pre-developed training content and a large stable of certified PeopleSoft technical instructors who are not just trainers but are also consultants who actually design, develop and install PeopleSoft.

In the following pages, we have presented our proposal and look forward to your response.

Sincerely,



Susan Caranante, Training Coordinator
SpearMC Consulting
susan.caranante@spearmc.com
813.466.4888

TALEO, ORACLE UPK, PEOPLESOFT ELM

Taleo Foundations - Recruiting and Onboarding

The five-day Taleo Foundation for Human Capital Management (HCM) Recruiting course introduces participants to basic concepts used in the Taleo Recruiting and Onboarding modules. Participants will learn about the foundation of Taleo Recruiting, how to recruit for talent and fill requisitions based on industry best practices

Suggested Duration: 4 Days

\$1,980 per Student | 4 Day Course

PeopleSoft v9.2 Enterprise Learning Management (ELM)

The PeopleSoft v9.2 Enterprise Learning Management course introduces participants to the functionality and key concepts of this stand-alone, internet-based solution that enables enterprises to deliver courses and content to learners—whether they are customers, partners, suppliers, or employees—from a variety of sources.

- High-level overview of configuration, set-up and business process aspects of PeopleSoft ELM 9.2 Application.
- How administrators set up and maintain catalog information, perform learner related tasks and track enrollment information; how a learner would search, enroll and attend learning; and how a manager would perform team related learning tasks.

Suggested Duration: 4 Days

\$1,980 per Student | Four Day Course

Oracle User Productivity Kit (UPK) Version 12.1

This User Productivity Kit training will teach you how to use the User Productivity Kit Developer version 11 or 12 to build an outline, prepare for and record content, along with using the Topic Editor to customize recorded content.

Suggested Duration: 3 Day

\$1,485 per Student | 3 Day Course

PeopleSoft v9.2 Base Compensation

Developed for implementation team members and functional end users, PeopleSoft Base Compensation and Budgeting v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Base Compensation and Budgeting module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 1 Day

\$495 per Student | 1 Day Course

PeopleSoft v9.2 Base Benefits

Course Agenda - | View a Sample

Suggested Duration: 2 Days

\$990 per Student | 2 Day Course

PeopleSoft v9.2 Benefits Administration

Developed for implementation team members and functional end users, PeopleSoft Benefits Administration v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Benefits Administration module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 4 Days

\$1,980 per Student | 4 Day Course

PeopleSoft v9.2 Foundations (HCM)

This two-day PeopleSoft v9.2 Foundations for Human Capital Management (HCM) course introduces participants to basic concepts used in the PeopleSoft HCM modules. Participants will learn about the foundation of PeopleSoft applications, how to navigate the menu structure and personalize content, how data tables are structured and explore various methods of navigating through PeopleSoft HCM applications. Exercises in scheduling and running reports and processes enhance the learn experience and familiarize participants with the Process Monitor.

Suggested Duration: 1 Day

\$495 per Student | 1 Day Course

PeopleSoft v9.2 Recruiting, Talent Acquisition, Candidate Gateway

Developed for implementation team members and functional end users, PeopleSoft Recruiting (Talent Acquisition Manager) and Candidate Gateway for v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Recruiting module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 4 Days

\$1,980 per Student | 4 Day Course

PeopleSoft v9.2 Introduction to HCM

PeopleSoft v9.2 HCM Introductory course will introduce students to the basics and core functionality of PeopleSoft HCM v9.2. Participants will walk away from the course with detailed knowledge of the common elements used in PeopleSoft HCM applications and an understanding of how HR information is structured within PeopleSoft.

Suggested Duration: 1 Days

\$495 per Student | 1 Day Course

PeopleSoft v9.2 Strategic Sourcing

Developed for implementation team members and functional end users, PeopleSoft Strategic Sourcing v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Strategic Sourcing module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 2 Days

\$990 per Student | 2 Day Course

PeopleSoft v9.2 Asset Management

Developed for implementation team members and functional end users, PeopleSoft Asset Management v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the AM module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 2 Days

\$990 per Student | 2 Day Course

PeopleSoft v9.2 Maintenance Management

Developed specifically for implementation team members and functional end users of PeopleSoft v9.2 Maintenance Management. This training workshop quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Asset Maintenance Management (ALM) modules. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish processes and report on transactions.

Suggested Duration: 3 Days

\$1,485 per Student | 3 Day Course

PeopleSoft v9.2 Cash Management

Developed for implementation team members and functional end users, PeopleSoft Cash Management v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Cash Management and Deal Management modules.

Suggested Duration: 3 Days

\$1,485 per Student | 3 Day Course

PeopleSoft v9.2 Expenses

Developed for implementation team members and functional end users, PeopleSoft Expenses v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Expenses module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 2 Days

\$990 per Student | 2 Day Course

PEOPLESOF^T FINANCIALS, PROJECT COSTING AND GRANTS

PeopleSoft v9.2 Foundations (FSCM)

The one-day PeopleSoft v9.2 Foundations for Financials and Supply Chain Management (FSCM) course introduces participants to basic concepts used in the PeopleSoft FSCM modules.

Participants will learn about the foundation of PeopleSoft applications, how to navigate the menu structure and personalize content, how data tables are structured and explore various methods of navigating through PeopleSoft FSCM applications. Exercises in scheduling and running reports and processes enhance the learn experience and familiarize participants with the Process Monitor.

Suggested Duration: 1 Day

\$495 per Student | 1 Day Course

PeopleSoft v9.2 Introduction to Financials (FSCM)

PeopleSoft v9.2 Financials Introduction course is a one-day overview that will introduce students to the basics and core functionality of PeopleSoft Financials v9.2. Participants will walk away from the course with detailed knowledge of the common elements used in PeopleSoft Financials applications and an understanding of how financial information is structured within PeopleSoft.

- This course presents and demonstrates selected PeopleSoft v9.2 Financials modules and concepts.

- This class is not required but is recommended for anyone who is completely new to using PeopleSoft.

Suggested Duration: 1 Day

\$495 per Student | 1 Day Course

PeopleSoft v9.2 Project Costing

Developed for implementation team members and functional end users, PeopleSoft Project Costing v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Project Costing module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 3 Days

\$1,485 per Student | 3 Day Course

PeopleSoft v9.2 Customer Contracts

Developed for implementation team members and functional end users, PeopleSoft Contracts v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Contracts module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 2 Days

\$990 per Student | 2 Day Course

PeopleSoft v9.2 Grants Management

Developed for implementation team members and functional end users, PeopleSoft Grants Management v9.2 training quickly introduces students to the set-up considerations, configuration, and transactional processing components of the Grants module. Through scenarios, real-world experiences from implementers, and hands-on activities, students gain an understanding of how to establish process and report on transactions.

Suggested Duration: 4 Days

\$1,980 per Student | 4 Day Course

PeopleTools 8.56-8.58 Security Technical and Functional

PeopleSoft Security: Technical Course

Developed for PeopleTools Developers, Analysts and System Administrators, PeopleSoft PeopleTools 8.56-8.58 Security training quickly introduces students to the PeopleSoft application security. Through scenarios, real-world experiences from implementers, and hands-on activities, students learn how to define, administer, and maintain security for PeopleSoft applications.

PeopleSoft Security: Functional Course

Developed specifically for PeopleSoft v9.2 HCM functional end users, HCM Security training quickly introduces students to the building blocks of PeopleSoft security. The goals of this class are achieved through a mixture of live PeopleSoft Security component walk-throughs and a hands-on exercise that allows students to apply security to a PeopleSoft HCM module as transactions are entered and processed.

Suggested Duration: 3 days

\$1,785 per Student | 3 Day Course

PeopleTools 8.56-8.58 Deployment Packages (DPK)

The PeopleSoft Deployment Packages training will teach you how to install and maintain PeopleSoft applications using PeopleSoft Deployment Packages (DPKs). The course covers using DPKs for fresh installations, PeopleSoft Update Manager Image (PUM) installation, PeopleTools Patches, PeopleTools Upgrade and Elasticsearch. You will learn how to create customization files that allow you to set up environments that are unique with respect to topology as well as configuration settings.

Skills gained: Install PeopleSoft Applications using DPKs, Deploy PeopleTools Deployment Packages, Customize a PeopleSoft environment, Apply PeopleTools patches using DPKs, Install Elasticsearch and Configure Elasticsearch.

Suggested Duration: 2 Days

\$1,190 per Student | 2 Day Course

PeopleTools 8.56-8.58 PeopleSoft on Oracle Cloud Infrastructure (OCI)

Suggested Duration: 5 Days

\$2,975 per Student | 5 Day Course

PeopleTools 8.56-8.58 WorkCenter Administration

PeopleSoft WorkCenter Administrations will teach the core concepts and mechanics of how WorkCenters are designed for specific roles and provide a central area for users to access key components within the PeopleSoft Applications. During the workshop through hands-on activities we will review the most important considerations and methodology for designing a new WorkCenter and the implication of design decisions as well as learn how to configure a WorkCenter using system defined links and the Filter Builder.

WorkCenters are a type of configurable PeopleSoft page that enable you to offer access to related transactions, analytics data, query results, and other PeopleSoft resources from one central location. Learn to organize the elements on WorkCenter pages based on processes, procedures, roles, or other business requirements that are specific to your organization.

Suggested Duration: 2 Days

\$1,190 per Student | 2 Day Course

PeopleTools 8.56-8.58 Fluid UI Development

PeopleTools 8.58 Fluid User Interface Development course is geared for developers, architects, portal designers and business systems analysts interested in learning the building blocks of developing fluid applications for PeopleSoft. Expert instructors will cover Fluid UI overview, discuss why Fluid UI is the future, and convey a deep understanding of Fluid UI via hands-on exercises and workshop-based lecture.

Suggested Duration: 3 Days

\$1,785 per Student | 3 Day Course

PeopleTools 8.56-8.58 PeopleCode I & II

Developed for developers, technical analysts and system administrators, PeopleTools 8.56 PeopleCode training quickly introduces students to the PeopleSoft application development leveraging PeopleCode. Through scenarios, real-world experiences from implementers, and hands-on activities, students learn how to develop new and modify existing PeopleSoft applications.

Suggested Duration: 5 Days

\$2,975 per Student | 5 day Course

PeopleTools 8.56-8.58 Application Engine

Developed for developers, analysts and system admins, PeopleSoft PeopleTools v8.56 Application Engine training quickly introduces students to the PeopleSoft application development leveraging The Application Engine tool. Through scenarios, real-world experiences from implementers, and hands-on activities, students learn how to develop new and modify existing PeopleSoft Application Engine programs.

Suggested Duration: 3 Days

\$1,785 per Student | 3 Day Course

PeopleTools 8.56-8.58 Integration Broker

Developed for developers, analysts and system administrators, PeopleSoft PeopleTools v8.58 Integration Broker training introduces students to Integration Broker Tool used to integrate PeopleSoft Application with other PeopleSoft Applications and third-party systems. Through scenarios, real-world experiences from implementers, and hands-on activities, students learn how to develop new and modify existing PeopleSoft integrations.

Suggested Duration: 4 days

\$2,380 per Student | 4 Day Course

PeopleTools 8.56-8.58 Web Services

Developed for developers, analysts and system administrators, PeopleSoft PeopleTools 8.56 Web Services training expands on the skills acquired in Integration Broker. Through scenarios, real-world experiences from implementers and hands-on activities, students learn how to integrate with third-party systems by providing and consuming web services as well as to create and implement REST web services.

Suggested Duration: 3 Days

\$1,785 per Student | 3 Day Course

Subcontractor Listing Form – Attachment j

Attachment j.

SUBCONTRACTOR LISTING FORM

Contractor must provide information below for any potential subcontractors or subconsultants, professionals, suppliers, and vendors used in connection with the project. The County reserves the right to reject proposed subcontractors or subconsultants on any reasonable basis. Harris County must approve the actual subcontractors prior to their use (add additional pages if necessary):

Company Name:	Industry:
DUNS #:	Name of Principal:
Approximate Contract Value \$	Start & End of Contract
Certified HUB / MWBE: <input type="checkbox"/> Yes <input type="checkbox"/> No	Certified Section 3: <input type="checkbox"/> Yes <input type="checkbox"/> No
Description of Work to be performed:	
<hr/> <hr/> <hr/>	

Company Name:	Industry:
DUNS #:	Name of Principal:
Approximate Contract Value \$	Start & End of Contract
Certified HUB / MWBE: <input type="checkbox"/> Yes <input type="checkbox"/> No	Certified Section 3: <input type="checkbox"/> Yes <input type="checkbox"/> No
Description of Work to be performed:	
<hr/> <hr/> <hr/>	

Company Name:	Industry:
DUNS #:	Name of Principal:
Approximate Contract Value \$	Start & End of Contract
Certified HUB / MWBE: <input type="checkbox"/> Yes <input type="checkbox"/> No	Certified Section 3: <input type="checkbox"/> Yes <input type="checkbox"/> No
Description of Work to be performed:	
<hr/> <hr/> <hr/>	

Contractor shall be responsible for ensuring any Subcontractors used are properly licensed, insured, and authorized to work under government contracts by checking state, local, and federal debarment lists and shall obtain and submit licenses for any subcontractors if the work being performed requires licensing in accordance with state or federal law. A final Subcontractor Listing Form will be required prior to contract award. If any of the required information changes throughout the term of the contract, Contractor must submit a revision to the County for approval.

I will not be subcontracting any portion of the contract and will be fulfilling the entire contract with my own resources.

Signature of Contractor: Susan Caranante

Print Name: Susan Caranante

Reference Sheet – Attachment h

Attachment h.

REFERENCES

Vendor must provide a minimum of three (3) references or letters of reference from companies for whom vendor has provided similar services to in the past five (5) years as demonstration of vendor's prior experience. References from large government entities or projects of similar size and scope are preferred. Letters must include the following information:

- Organization/client name/address
- Name of contact person
- Telephone number and email address for contact
- Vendor products/services provided to this client
- Professional relationship with the organization/client
- Whether the organization/client would recommend vendor

References provided must be current and verifiable. Harris County may conduct reference checks to verify and validate vendor's past performance. Reference checks indicating poor or failed performance by vendor will be cause for rejection of the response submitted. In addition, failure to provide verifiable letters of reference or attachment h., References, will be cause for rejection of the response submitted.

Reference #1

Organization Name: **Clark County School District**

Contact Name/Telephone No.: Andre Yates, IT Director / 702-799-0265

Email: yatesad@nv.ccsd.net

Address: 5100 W Sahara Ave, Las Vegas, NV

Products/Services provided: PeopleSoft Human Capital Management Training, PeopleSoft Test

Framework Training, PeopleTools Bootcamp Training, PeopleTools Development Training, PeopleSoft BI

Publisher, PeopleSoft Kibana, PeopleSoft Query, PeopleSoft Security, Taleo Recruiting

Reference #2

Organization Name: **RWJBarnabas Health**

Contact Name/Telephone No.: Pavan Vallakavi, IT Manager / 732.923.8748

Email: Pavan.Vallakavi@rwjbh.org

Address: 95 Old Short Hills Road, West Orange, NJ

Products/Services provided: PeopleSoft Financials and Supply Chain Training, PeopleSoft Test

Framework Training, PeopleTools Fluid UI and Retrofitting Training, PeopleTools Bootcamp Training,

PeopleTools Development Training

Attachments

Tax Form/deb/Residence Certification – Attachment a

Job No.: 21/0157

Attachment a.

TAX FORM/DEBT/RESIDENCE CERTIFICATION (for Advertised Projects)

Taxpayer Identification Number (T.I.N.): 47-0937480Company Name submitting Bid/Proposal: SpearMC ConsultingMailing Address: 5020 Franklin Drive, Suite 100, Pleasanton, CA 94588Are you registered to do business in the State of Texas? Yes No

If you are an individual, list the names and addresses of any partnership of which you are a general partner or any assumed name(s) under which you operate your business

I. **Property:** List all taxable property in Harris County owned by you or above partnerships as well as any d/b/a names. (Use a second sheet of paper if necessary.)

Harris County Tax Acct. No.*Property address or location**

* This is the property account identification number assigned by the Harris County Appraisal District.

** For real property, specify the property address or legal description. For business personal property, specify the address where the property is located. For example, office equipment will normally be at your office, but inventory may be stored at a warehouse or other location.

II. **Harris County Debt** - Do you owe any debts to Harris County (taxes on properties listed in I above, tickets, fines, tolls, court judgments, etc.)?

Yes No If yes, attach a separate page explaining the debt.

III. **Residence Certification** - Pursuant to Texas Government Code §2252.001 *et seq.*, as amended, Harris County requests Residence Certification. §2252.001 *et seq.* of the Government Code provides some restrictions on the awarding of governmental contracts; pertinent provisions of §2252.001 are stated below:

(3) "Nonresident bidder" refers to a person who is not a resident.

(4) "Resident bidder" refers to a person whose principal place of business is in this state, including a contractor whose ultimate parent company or majority owner has its principal place of business in this state.

I certify that _____ is a Resident Bidder of Texas as defined in Government Code §2252.001. [Company Name]

I certify that SpearMC Consulting is a Nonresident Bidder as defined in Government Code §2252.001 and our principal place of business is Pleasanton, CA. [City and State]

Item #	Description	Live Virtual Course Name	Est. # of Attendees	Est. # of Days	Unit Price	Total Price
4	Fluid User Interface Integration Tools	PeopleTools 8.56-8.58 Fluid UI Development	4	3	\$1,785	\$7,140
*Includes hands-on labs						
5a.	Work Center	PeopleTools 8.56-8.58 WorkCenter Administration	10	2	\$1,190	\$11,900
Presentation, Demo, & Discussion						
5b.	PeopleTools	PeopleTools 8.56-8.58 I & II Accelerated	4	5	\$2,975	\$11,900
Presentation, Demo & Discussion Refresher on topics covered in PeopleTools class						
6a.	Advanced Security (not just basics)	PeopleTools 8.56-8.58 Security Technical and Functional	4	3	\$1,785	\$7,140
Presentation, Demo & Discussion of Dynamic query security, Approval Framework, Business process design						
*Includes hands-on labs						
6b.	WorkFlow	PeopleTools 8.56-8.58 Workflow	9	2	\$1,190	\$10,710
Presentation, Demo & Discussion of Dynamic query security, Approval Framework, Business process design						
*Includes hands-on labs						

Additional Qualifications (Public Sector Training)

PeopleSoft and PeopleTools Training for City of Seattle

City of Seattle selected SpearMC, the PeopleSoft training vendor, to provide an approach for training core project team members on the relevant PeopleSoft and PeopleTools skills at an appropriate time during the project. The approach addressed the following topics.

With over 11,000 employees and over 30 departments designed to service the citizens of Seattle, the city's financial systems had become fragmented and inconsistent. They needed a new, streamlined system to support growth. The City of Seattle required PeopleSoft 9.2 training for FSCM modules in the Financials and Supply Chain suite and PeopleTools training to begin a complex city-wide project. In order for the city's core project and support team members to make informed design decisions, they first needed to become proficient in new functionality available in their PeopleSoft modules.

Instructor John Beretz from SpearMC led PeopleTools Training for classes below:

- *PeopleTools Bootcamp 8.57*
- *Fluid Development 8.57*
- *Application Engine 8.57*
- *Integration Broker 8.57*
- *Web Services 8.57*
- *Bi Publisher for PeopleTools 8.57*
- *PeopleSoft Integration Tools 8.57*
- *PeopleTools Interaction Hub 8.57*



FEATURED CLIENT

 City of Seattle

"SpearMC's knowledge and expertise in PeopleSoft financials, general accounting and government business practices was crucial to completing our project within our tight schedule."

SpearMC

SUCCESS STORY

**STREAMLINING
SOLUTIONS FOR
THE CITY OF SEATTLE**

Training Materials and Delivery

SpearMC has an existing library of pre-developed training materials. Harris County will be provided Copies of all content delivered during the live training. Also, whether the course is delivered in person or virtual a copy of a recorded class will be provided for virtual classes.

Delivery Methods

In Person - It is SpearMC's preference to always deliver training in live, instructor-led classes. Live classes present the best opportunity for student interaction with the instructor as well as with other Students.

Live Virtual - SpearMC utilizes Go-To-Webinar to facilitate all virtual classes and we always perform live demonstrations using a SpearMC PeopleSoft Training environment.

Recorded Sessions - Finally, SpearMC offers all of our clients the option to record and playback any of their live class events. These recordings become the property of our clients and can be used on an unlimited basis.

Class Size and Agendas

Class Size – Typically we recommend maximum class sizes of up to 16 students for courses with hands on activities. Class sizes can increase to much more for live webinar training and lecture/demo style courses.

Custom Agendas – We understand that time is valuable, and we will tailor our vanilla training agendas to remove topics not pertinent to a client's business and often add additional topics as required for non-standard business processes.

Training Qualifications

Recent Clients (2 years)

SpearMC has provided PeopleSoft Training services since our inception in 2004. Our experience spans all PeopleSoft product suites and modules within those product categories. Below is a list of many of our recent Training customers.

SpearMC PeopleSoft Project Summary - Prior 2 Years

Client Name	Project Description	Pillar	PeopleSoft Version	Industry
Safeway-Albertson's (Phoenix)	Training	HCM	v9.2	Consumer Products
AXA Assistance USA	Training	FSCM	v9.2	Financial Services
Progressive Insurance	Training			Financial Services
Beaumont Health	Training	FSCM	v9.2	Healthcare
Boston Children's Hospital	Training & Support	FSCM & HCM	v9.2	Healthcare
CareFirst	Training	PeopleTools	v9.2 (Tools 8.55)	Healthcare
Centene Corporation	Training & Support	FSCM	v9.2	Healthcare
Children's Hospital and Health System, Inc.	Training & PTF Build	FSCM & HCM	v9.2	Healthcare
HM Health Solutions	Training	PeopleTools	Tools 8.56-8.57	Healthcare
Integris Health	Training & PTF Build	FSCM	Tools 8.55	Healthcare
Queens Hospital	Training	FSCM	v9.2	Healthcare
RWJBarnabas Health	Training	FSCM	v9.2 (Tools 8.57)	Healthcare
J. Paul Getty Trust	Training / Development	FSCM	v9.2	Higher Education
LSU Health Science Center	Training	FSCM	v9.2	Higher Education
Northeast Wisconsin Technical College	Training	FSCM	v9.2	Higher Education
Pennsylvania Higher Education Assistance Agency	Training - Lease Admin	FSCM	v9.2	Higher Education
School District of Lee County	Training	HCM	Tools 8.55	Higher Education
St. Lawrence College	Training	PeopleTools	v9.2 (Tools 8.58)	Higher Education
Texas Christian University	Training	FSCM	v9.2	Higher Education
University of Adelaide	Training	PeopleTools	v9.2 (Tools 8.55)	Higher Education
University of Alberta	Training	FSCM	v9.2	Higher Education
University of California (Berkeley)	Training	PeopleTools	v9.2 (Tools 8.55)	Higher Education
University of California (Santa Barbara)	Training	PeopleTools	v9.1 (Tools 8.55)	Higher Education
University of Houston Downtown	Training	PeopleTools	v9.2 (Tools 8.55)	Higher Education
University of Minnesota	Training	HCM	v9.2	Higher Education
University of Queensland	Training	PeopleTools	Tools 8.56	Higher Education
University of Texas (Arlington)	Training	FSCM	v9.2	Higher Education
University of Texas (Austin)	Training	FSCM	v9.2	Higher Education
University of Texas (Dallas)	Training	FSCM	v9.2	Higher Education
University of Texas (Permian Basin)	Training	FSCM	v9.2	Higher Education
University of Texas (San Antonio)	Training	FSCM	v9.2	Higher Education

About SpearMC

Company Information

Company Name:	SpearMC Management Consulting, Inc.
Address	5900 Balcones Drive, Suite 4000 Austin, TX, 78731
Phone	866-SPEARMC
Website	www.spearmc.com
Primary Contact	Susan Caranante, Training Coordinator
Phone	813-466-4888
Email	susan.caranante@spearmc.com
Years in Business	17 Years
Major Services Provided	Oracle PeopleSoft Consulting, Managed Services, Training and Data Analytics

Our Organization and Our People

SpearMC is an S-Corporation with corporate headquarters based in Pleasanton, California. We are an active employer and corporate taxpayer in California. SpearMC has eighty professionals on-staff and a dedicated team devoted to serving PeopleSoft Training and Learning Management.

SpearMC's consulting specialists and vast network of business analysts, technical leads and project managers average 20+ years of experience and combine technical expertise, industry competence and operations improvement best practices that SpearMC leverages to custom-tailor solutions for each client.

All SpearMC consultants and partners regularly attend various ERP conferences to remain well-informed and stay ahead of trends in the marketplace. With SpearMC as a Certified Platinum Partner, they are connected to Oracle's latest strategies and current with the PeopleSoft application evolution.

SpearMC consultants have also been selected to give various presentations at Oracle's OpenWorld and Quest's Collaborate and Reconnect, HIUG Interact and HEUG Alliance conferences.

Customer Support Structure

SpearMC supports each of our major accounts with a dedicated engagement manager who is separate from the SpearMC Project Manager. The Engagement Manager is responsible for continuous client interaction with regards to managing the following aspects of our client relationship.

- *Resource Management and Performance Reviews*
- *Recruiting Assistance and Placement of SpearMC team*
- *Quality Assurance*
- *Contracts and Billing Administration*
- *Executive Relationships & Communications*

We also regularly provide service agreements for on-call support services utilizing a tiered rate structure based on the severity of a client's issue. These agreements can be written as 'Not to Exceed' to enable control over support budget.

SpearMC abides by a strict set of QA procedures to ensure that all SpearMC resources presented to clients and potential clients meet and exceed expectations. Due diligence is performed by our resource management team that includes background checks, reference calls, functional skills and technical skills testing.



801 Louisiana St
Houston, TX 77002
Tel: (713) 224-6111

Order Date: 06/14/2021 Branch: 1266
Order Time: 07:48:46 Register: 6
Pickup Date: 06/14/2021
Pickup Time: 17:00
Team Member: Irwin C.



126600S161

Customer: Susan Caranante

Ship To:
BID 21/0157-OracleTrain Harris County Univ.Srvc-Te
1001 Preston, Suite 670
Houston, TX 77002

Total-Shippments 1

Project Name:
0157 (Harris County) FINAL.pdf 30.83
1 @ 30.83
CLR 2S on 32# Wht 17 @ 1.52
Coil Mixed Covers 1 @ 4.99
Order Delivery 19.99

Deposit 0.00

Sub-Total 50.82
Discount 0.00

Tax 4.19

Total Amount 55.01



126600S161

This is not a receipt
All prices shown are estimates

Thank you for visiting

FedEx Office
Make It. Print It. Pack It. Ship It.
fedex.com/office

Customer: Caranante,Susan
Account:
Phone: (813) 466-4888

Order Summary



1266-00S16-1

FedExOffice.®
Center 1266
Houston TX Louisiana

Proof Due Date:

Order Due Date: 06/14/2021

Proof Due Time:

Order Due Time: 17:00

"I have reviewed any proofs, either physical or digital, or waived reviewing a proof, for all projects in this order. By signing and dating here, I approve this order to be produced by FedEx Office."

E-Corpus

Customer Signature

Date

Project Name	2	Project Management	3	Production Ready	4	Auxiliary	Proof Method
0157 (Harris County) FINAL.pdf				Color Pages		Binding	Digital Review

Order Notes:

6	Delivery Options	FedExOffice.®
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Total Projects: 1

Order Taker:

Modified by:

Page: 1 of 3

Order Date: 06/14/2021

Modified Date:

Order Shared: NO

Order Time: 07:48

Modified Time:

Customer: Caranante,Susan
Account:
Phone: (813) 466-4888

Project Details



1266-00S16-1

FedExOffice.®
Center 1266
Houston TX Louisiana

Proof Due Date:

Order Due Date: 06/14/2021

Proof Due Time:

Order Due Time: 17:00

DIGITAL REVIEW

Project: 0157 (Harris County) FINAL.pdf

Quantity: 1



Color Pages

Source:0157 (Harris
County)
FINAL.pdf

Color Type :Color

Paper Type:Executive

Service Type:Full Service.

Number of Originals :34

Head/Toe:Head to Head

Sides:1:2

Size :8.5x11

Paper Code:E32 32lb

Laser

Orientation:Portrait

Original Count :Actual

Completed By: IC



Binding

Source:0157 (Harris
County)
FINAL.pdf

Spine Color :Black

Front Cover Color:Clear

Back Cover :Vinyl Cover

Back Cover Color :Black Vinyl

Front Cover:Vinyl Cover

Size:8.5x11

Binding Width :Less than
one

Location:Left Portrait.

Binding Type:Coil

Completed By: IC

Total Projects: 1

Order Taker:

Modified by:

Page: 2 of 3

Order Date: 06/14/2021

Modified Date:

Project Shared: NO

Order Time: 07:48

Modified Time:

Customer: Caranante,Susan
Account:
Phone: (813) 466-4888

Delivery Details



1266-00S16-1

FedExOffice. 
Center 1266
Houston TX Louisiana

Proof Due Date:

Proof Due Time:

Order Due Date: 06/14/2021

Order Due Time: 17:00

Deliver to:

BID Univ.Srvc-Te
1001 Preston, Suite 670
Houston, TX 77002

Delivery Notes: lytrina.bob@pur.hctx.net
7132744483

Project: 0157 (Harris County) FINAL.pdf

Delivery Quantity: 1 of 1

FedExOffice. 

Setup by:

IC

Total Projects: 1

Page: 3 of 3

Order Shared: NO

Order Taker:

Order Date: 06/14/2021

Order Time: 07:48

Modified by:

Modified Date:

Modified Time:

FedEx Office® Print Online

Packing Slip

Job GTN: 1013545184357125

Account Name: Fedex Office

FedEx Office Local Delivery Information

Name	SEALED BID 21/0157-OracleTrain Harris County Univ.Srv-Tech
Company	Harris County Purchasing Agent
Address	1001 Preston, Suite 670 HOUSTON, TX 77002 UNITED STATES
Phone	(713) 274-4483 ext.

FedEx Office Local Delivery

Production Due Date/Time	06/14/21 11:00 AM CDT
Customer Delivery Due Date/Time	06/14/21 05:00 PM CDT

Additional Information

Document Information

Document Name	Quantity
SpearMC Response to Job No. 21-0157 (Harris County) FINAL.pdf	1

Delivery Information

Delivery Type	Ship/Deliver To
<input type="checkbox"/> Customer Pick-up at Store	SEALED BID 21/0157- OracleTrain Harris County Univ.Srv-Tech
<input checked="" type="checkbox"/> FedEx Office Pick-up & Delivery (PUD)	Harris County Purchasing Agent
<input type="checkbox"/> FedEx Ground	1001 Preston, Suite 670
<input type="checkbox"/> FedEx Express	HOUSTON, TX 77002
<input type="checkbox"/> USPS	UNITED STATES



FedEx Office® Print Online Job Instructions

Customer Information

Job GTN: 1013545184357125

Customer Information

Susan Caranante
PHONE: (813) 466-4888
EMAIL: susan.caranante@spearmc.com

Production Due Date/Time
06/14/21 11:00 AM CDT
Customer Delivery Due Date/Time
06/14/21 05:00 PM CDT

Review Method: Proof Accepted

Order Instructions:

FedEx Office Local Delivery

(see packing slip for more details)

For questions concerning your order, contact FedEx Office at 1.800.GoFedEx or 1.800.463.3339.

This job has been paid by the customer. Do not request payment from customer. Ensure order status is updated appropriately in the center system.

PAID Page 1 of 3

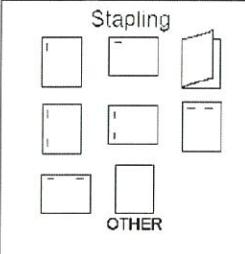
FedEx Office® Print Online Job Instructions Production Instruction

[Download all files](#)

Document Summary

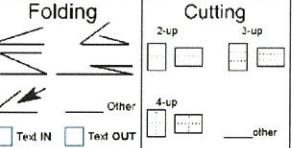
Quantity	Document Name	Document Type
1	SpearMC Response to Job No. 21-0157 (Harris County) FINAL.pdf[...]	Adhoc

Document Name: SpearMC Response to Job No. 21-0157 (Harris County) FINAL.pdf

Copies <input checked="" type="checkbox"/>	Collation <input checked="" type="checkbox"/> OTHER	Stapling  OTHER	Drilling <input type="checkbox"/>	Binding <input checked="" type="checkbox"/> COIL <input type="checkbox"/> COMB <input type="checkbox"/> TAPE <input type="checkbox"/> VELO WB BINDER OTHER	Cover Paper Codes <input checked="" type="checkbox"/> Front <input checked="" type="checkbox"/> Back	Separators <input type="checkbox"/> Slip Sheets <input type="checkbox"/> Interleaves	<input type="checkbox"/> Print 1st Pg as Cover
1 collated (sets)				coil binding			Front: VC7 - Clear Cover Back: VC3 - Black Vinyl

Document Instructions:

File 1 of 1: SpearMC Response to Job No. 21-0157 (Harris County) FINAL.pdf click the blue hyperlink to download files

BLACK & WHITE <input checked="" type="checkbox"/> OTHER <input type="checkbox"/>	Page Size <input type="checkbox"/> 8 1/2 X 11 <input type="checkbox"/> 8 1/2 X 14 <input type="checkbox"/> 11 X 17 <input type="checkbox"/> OTHER	Sides <input type="checkbox"/> 1 = 1 <input type="checkbox"/> 2 = 2 <input type="checkbox"/> OTHER	Paper Type <input checked="" type="checkbox"/> E32 - Signature Laser White (32 lb)	Folding  2-up 3-up 4-up Other Text IN Text OUT	Cutting <input type="checkbox"/> 2-up <input type="checkbox"/> 3-up <input type="checkbox"/> 4-up <input type="checkbox"/> other	Lamination <input type="checkbox"/> None	Tabs <input type="checkbox"/>	N-Up <input type="checkbox"/>	Inserts <input type="checkbox"/>	<input type="checkbox"/> Print 1st Pg in Color
Color	8.5 x 11 (letter)	double-sided print head-to-head								

Customer Entered Special Instructions:

For questions concerning your order, contact FedEx Office at 1.800.GoFedEx or 1.800.463.3339.

This job has been paid by the customer. Do not request payment from customer. Ensure order status is updated appropriately in the center system.

PAID

Page 2 of 3

FedEx Office® Print Online Job Instructions

Payment Information

Payment Method: PAID ONLINE \$46.92

Pricing Information

PAID

This job has been paid by the customer, including any applicable: sales tax, discounts and/or shipping fees. Do not request payment. Ensure order status is updated appropriately in the center system.

For questions concerning your order, contact FedEx Office at 1.800.GoFedEx or 1.800.463.3339.

This job has been paid by the customer. Do not request payment from customer. Ensure order status is updated appropriately in the center system.