

IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI

A RESOLUTION awarding a twelve-month contract for the furnishing of the Legislative Management Suite software system for use by the Clerk of the Legislature to Granicus, Inc., of San Francisco, CA, as a sole source purchase, at an actual cost to the County not to exceed \$66,629.00.

RESOLUTION #17803, January 30, 2012

INTRODUCED BY Scott Burnett, County Legislator

WHEREAS, section 1030.1 of the Jackson County Code, 1984, eliminates the requirement for competitive bidding when items to be purchased can be obtained from only one source and requires notification of and approval by the Legislature on such sole source purchases exceeding \$25,000.00; and,

WHEREAS, the Clerk of the Legislature recommends a contract with Granicus, Inc., of San Francisco, CA, for the furnishing of the Legislative Management Suite software system, at a cost to the County not to exceed \$66,629.02; and,

WHEREAS, Granicus, the current provider of streaming video software for the County, has merged with Daystar Computer Systems, the provider of Legistar, the current legislative tracking software in use in the County; and,

WHEREAS, the new Legislative Management Suite software will migrate the current Legistar system from in-house servers to a hosted environment, enabling the County to make legislative item approvals automatically; and,

WHEREAS, the Director of Finance and Purchasing further recommends that he not take competitive bids with regard to said contract for the reason that Granicus, Inc., is the only company that provides the proprietary Legislative Management Suite software system; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that the Director of Finance and Purchasing be, and hereby is, authorized to execute for the County a contract with Granicus, Inc., of San Francisco, CA, in a form to be approved by the County Counselor, for the furnishing of Legislative Management Suite software services for the Clerk of the Legislature; and,

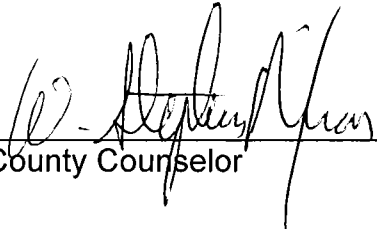
BE IT FURTHER RESOLVED that Director of Finance and Purchasing is authorized to make all payments, including final payment, on the contract.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:



Chief Deputy County Counselor



County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution # 17803 of January 30, 2012 was duly passed on January 30, 2012 by the Jackson County Legislature. The votes thereon were as follows:

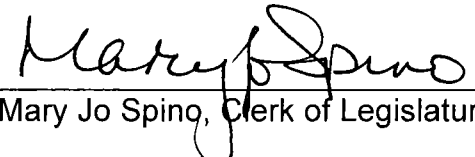
Yeas 9

Nays 0

Abstaining 0

Absent 0

1/30/12
Date



Mary Jo Spino, Clerk of Legislature

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

ACCOUNT NUMBER: 001 5101 56661
ACCOUNT TITLE: General Fund
Non-Departmental
Software Purchases
NOT TO EXCEED: \$29,200.00

ACCOUNT NUMBER: 001 1221 56662
ACCOUNT TITLE: General Fund
Communications
Software Maintenance
NOT TO EXCEED: \$25,000.00

ACCOUNT NUMBER: 001 1305 56662
ACCOUNT TITLE: General Fund
Information Technologies
Software Maintenance
NOT TO EXCEED: \$12,429.00

September 14, 2012
Date

[Signature]
Director of Finance and Purchasing

REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office:

Res/Ord No.: 17803

Sponsor(s): Scott Burnett

Date: January 30, 2012

SUBJECT	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Authorizing a Contract for Legislative Management Software Services for the Clerk of the County Legislature to Granicus of San Francisco, California as a Sole Source in the amount of \$66,629.02.</u></p>																		
BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$66,629.02</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$66,629.02</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td></td> </tr> <tr> <td>001-5101-56661 General Fund, Non-Department, Software Purchases</td> <td>\$29,200.00</td> </tr> <tr> <td>001-1221-56662 General Fund, Communications, Software Maintenance</td> <td>\$25,000.00</td> </tr> <tr> <td>001-1305-56662 General Fund, IT, Software Maintenance</td> <td>\$12,429.02</td> </tr> <tr> <td>Total</td> <td>\$66,629.02</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required) <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: Estimated Use: \$</p> <p>Prior Year Budget (if applicable): Prior Year Actual Amount Spent (if applicable):</p>	Amount authorized by this legislation this fiscal year:	\$66,629.02	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$66,629.02	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number:		001-5101-56661 General Fund, Non-Department, Software Purchases	\$29,200.00	001-1221-56662 General Fund, Communications, Software Maintenance	\$25,000.00	001-1305-56662 General Fund, IT, Software Maintenance	\$12,429.02	Total	\$66,629.02
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001-1305-56662 General Fund, IT, Software Maintenance	\$12,429.02																		
Total	\$66,629.02																		
PRIOR LEGISLATION	<p>Prior ordinances and (date): Prior resolutions and (date): N/A</p>																		
CONTACT INFORMATION	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>																		
REQUEST SUMMARY	<p>The Clerk of the Legislature currently utilizes Daystar Computer Systems, which supports their Legistar, (Legislative Tracking Software) and Granicus, which supports the Live Streaming Video Software (also used by the Department of Communications). The two companies have merged and are operating under the name of Granicus. The Clerk of the Legislature would like to update their software and migrate the current Legistar system from an in-house system to a hosted system with Granicus providing the maintenance and updates. This would allow greater accessibility to the system and enable the County to make legislative item approvals automatically. This will require an upfront cost of \$29,200.00 and the monthly fees that are now \$2,630.00 would increase to \$3,608.17 in July of 2012.</p> <p>Pursuant to Section 1030.1 of the Jackson County Code, the Director of Finance and Purchasing recommends the approval of the Contract for Legislative Management Software Services for the Clerk of the Legislature from Granicus of San Francisco, California as a Sole Source. As Granicus is the owner of both software systems, it would be considered a Sole Source.</p>																		
CLEARANCE	<p><input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)</p>																		
ATTACHMENTS	<p>A Memorandum from Mary Jo Spino, Clerk of the County Legislature and the proposal by Granicus.</p>																		

REVIEW	Department Director: <i>Mary Spino</i>	Date: <i>1/24/12</i>
	Finance (Budget/Approval): <i>If applicable Attach A Ball</i>	Date: <i>1-24-12</i>
	Division Manager:	Date:
	County Counselor's Office:	Date:

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the _____ Fund in _____.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



Proposal for Jackson County

Legislative Management Suite & L5 Upgrade

Proposal presented to:
Mary Jo Spino
Jackson County
10/18/2011



Proposal

Budgetary Impact

Your Granicus solution was based on Jackson County's specific government transparency and public meeting efficiency needs. Our pricing reflects our commitment to supply customers with the highest value and quality software and support.

Item	Upfront	Monthly	Total
Legislative Management Suite & L5 Upgrade Configuration and Project Management Data Migration from 4.8 to L5 Migration to the Hosted solution 8500+6800 InSite Configuration Four days of On-site training	\$27,800.00	\$175.00	
Total Upfront Costs	\$27,800.00		
Total MMS (Monthly Managed Services)		\$175.00	
TOTAL FIRST YEAR INVESTMENT			\$29,900.00
INVESTMENT AFTER YEAR ONE		175 x 12 =	\$2,100.00

- All suites require the Granicus Open Platform
- Sales tax may apply depending on your organization's tax status and the tax laws unique to your state, county and/or municipality

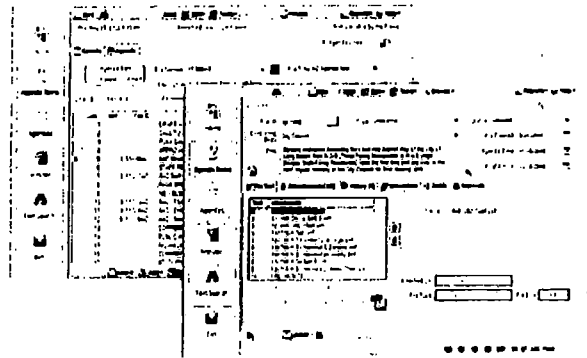
This proposal expires on 1/31/2011

Proposed Solution

Legislative Management Suite and L5 Upgrade

The Legislative Management Suite offers a complete and automated agenda workflow solution. Create agenda items and assign them to the appropriate agenda, making agenda creation seamless. Item approvals are done automatically – approvers are notified when it's their turn to review. Once the agenda is generated, a minutes report is automatically created with the same data. All attendance, actions, movers/seconders, votes and notes can be captured for the public record. This Suite also allows you to track legislation from inception through approvals and actions taken. [Click here](#) for more information on the Legislative Management Suite.

- Agenda item drafting
- Electronic approval process
- Agenda packet generation and publication
- Meeting minutes
- Track and search legislative data



Granicus Differentiators

- World's most experienced provider of government transparency, citizen participation, meeting efficiency, legislative management, and training management solutions with:
 - Over 900 clients in all 50 states, at every level of government
 - Over 31 million government webcasts viewed
 - More than 265,350 government meetings online
- First fully integrated legislative workflow management system for local government
- Open API architecture and SDK allow for seamless integrations with systems already in place
- Certified integrations provide flexibility and choice of agenda workflow solutions
- Only government webcasting service to provide encoding, minutes annotation, transcription, and closed captioning services
- Truly unlimited storage and distribution for all meeting bodies and non-meeting content
- Indefinite retention schedules for all archived meeting and non-meeting content
- Only provider of both government webcasting and citizen participation services

- Only provider of both government webcasting and training management services
- Access a library of peer-created government media content from over 900 Granicus users
- 24/7/365 customer service and support
- 97% customer satisfaction rating, 99% client retention rating
- Ranked 185 on Deloitte 500 fastest growing companies
- Ranked 419 on Inc 500 fastest growing companies
- Client Success stories are available here: <http://www.granicus.com/Clients/Case-Studies.aspx>

Proposal for Jackson County

Open Platform and Government Transparency Solutions



Proposal presented to:

Mary Jo Spino
Jackson County

8/20/2011

Budgetary Impact

Your Granicus solution was based on Jackson County's specific government transparency and public meeting efficiency needs. Our pricing reflects our commitment to supply customers with the highest value and quality software and support.

Item	Units	Upfront	Monthly	Total
Managed Hardware (includes 2 Granicus Encoding Appliances)	2	\$0.00	\$550.00	
Open Platform and Government Transparency Suite		\$400.00	\$280.00	
Shipping		\$300.00	\$0.00	
Total Upfront Costs	1	\$700.00		
Total MMS (Monthly Managed Services)	1		\$830.00	
TOTAL FIRST YEAR INVESTMENT				\$10,660

- All suites require the Granicus Open Platform
- iLegislate, included in the Government Transparency Suite, does not include the purchase of ipads
- Open Platform and Government Transparency Suite can be purchased without managed hardware, however Live H.264 streaming will not be available without the Granicus encoding appliance
- The two Granicus Encoding Appliances will replace your two existing encoders and will be fully managed by Granicus and replaced by Granicus when necessary to run our software
- Sales tax may apply depending on your organization's tax status and the tax laws unique to your state, county and/or municipality

This proposal expires on 12/31/2011

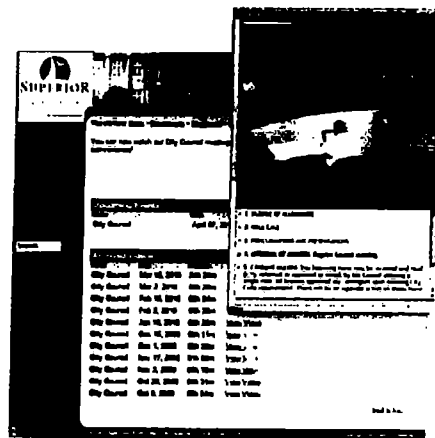
Proposed Solution

Granicus® Open Platform

The Granicus® Open Platform allows you to stream an unlimited number of meetings and events online and over mobile devices – **play video in H.264*** and Silverlight. Publish all of your content online with indefinite retention schedules. **Granicus Encoding Appliance gives you unlimited bandwidth and storage as well as local live and on-demand streaming for up to 50 concurrent viewers.** You can also access a library of community content and start publishing videos immediately. Finally, leverage an open architecture and connect in-house or third-party solutions to Granicus. [Click here](#) for more information on the Granicus Open Platform.

- Stream unlimited meeting bodies and events
- Indefinite retention schedules
- Intelligent media routing
- Community content library
- Open architecture and SDK

* In pilot, will be available to all customers upon release



Government Transparency Suite

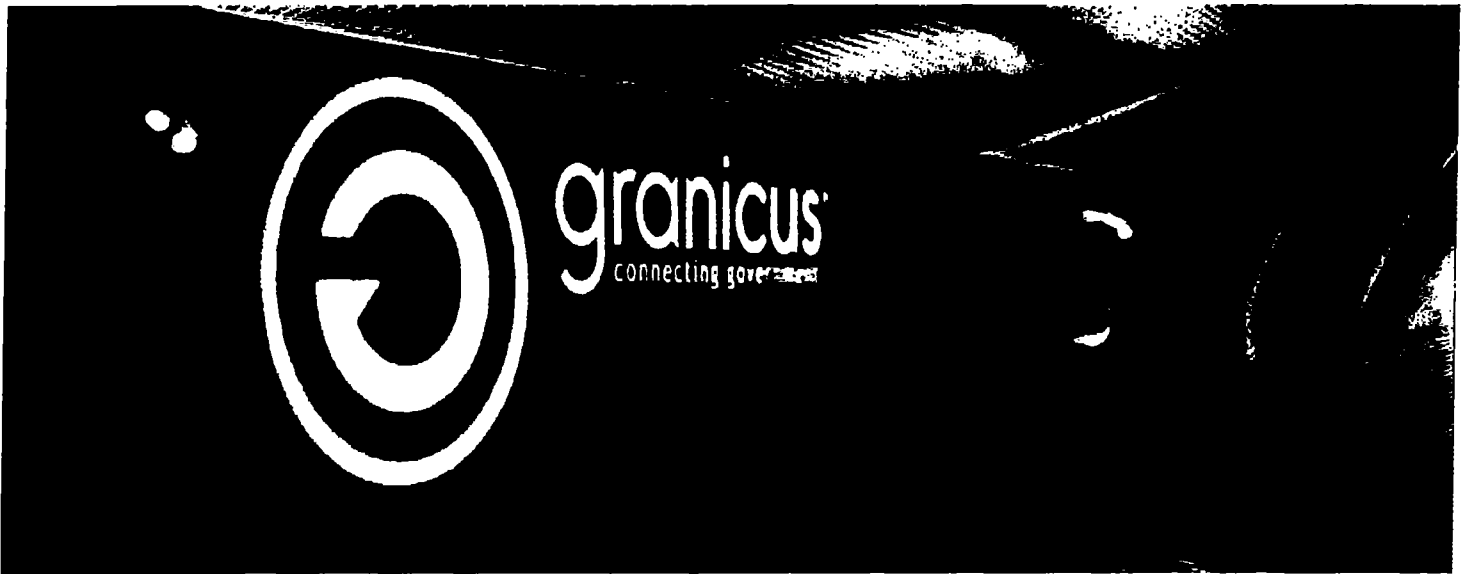
The Government Transparency Suite gives your citizens greater access to public meetings and records online. Take the next step towards greater transparency and link related documents to your video, offer your full agenda packet, and provide advanced searching of archives. **Connect agenda data to the iPad to review agendas and support documents, take notes and more.** Reach a broader audience with podcasting - download media in MP3 and MP4 formats and view video offline. Granicus' reporting tools give you a detailed analysis of visitor statistics to help you better understand viewership trends. [Click here](#) for a blog post written by our CTO and developer of the native iPad app, iLegislate.

- Publish agenda packets with video
- Link relevant materials
- Build reports and analytics
- Index videos live
- Offer downloadable formats (MP3 & MP4)

Granicus Differentiators

- World's most experienced provider of government transparency, citizen participation, meeting efficiency, legislative management, and training management solutions with:
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Granicus® Encoding Appliance



Optimized Streaming Platform

The Granicus Encoding Appliance is designed and built for our platform and streaming protocols to provide government organizations with a complete streaming solution. Each pre-configured appliance is delivered ready to stream. Simply connect power, network and an audio/video source. Full appliance control is available through a web browser or locally installed client application.

This appliance is a foundation component of the Granicus platform which allows customers to add applications and suites to meet future enterprise needs.

Hardware as a Service for Government Webcasting

Proactive Management

The Granicus Encoding Appliance supports Granicus' current and future software platforms and encoding formats. It has been rigorously tested and certified to work with Granicus technology. Device pre-configurations allow customers to get up and running quickly while maintaining the highest level of service at a low monthly cost.

The Granicus Customer Care team leverages a suite of tools that allow us to proactively monitor, maintain and support the appliance. Full patch management of Granicus software, the operating system and anti-virus solution eliminates any maintenance burden placed on government IT staff, including contacting multiple vendors for support.

As a fully-managed solution, Granicus will provide customers with all necessary upgrades, repairs or replacements to ensure that the appliance works effectively on the Granicus platform.

To help maintain ADA compliance, the Granicus Encoding Appliance supports extraction and display of embedded closed captions.

Local Distribution and Storage

The Encoding Appliance can be configured to support local live and on-demand streaming for up to 50 concurrent users. For organizations that require enterprise-class distribution, Granicus' Performance Accelerator distributes hundreds of simultaneous local streams with minimal network impact.

Each device is equipped with 500GBs of local storage, or roughly 3,250 hours at standard bit rates. Granicus provides unlimited cloud content storage and retention.

The Granicus Encoding Appliance is lightweight and small enough to fit in any server rack. Encoder noise has been addressed as well. With a sound output less than 40db, the Granicus Encoding Appliance is considerably quieter than standard off the shelf encoding hardware.

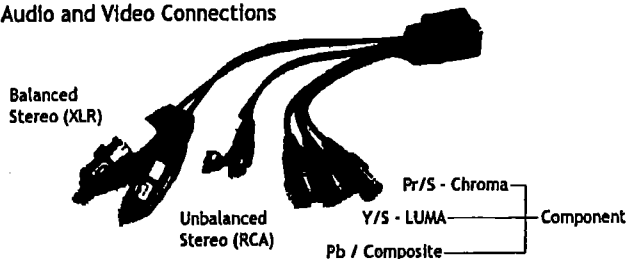
Front View



Rear View



Audio and Video Connections



Hardware Specifications				
Dimensions	<ul style="list-style-type: none"> • 13.9"D x 19"W x 3.5"H • 2U rack mountable chassis 			
Weight	• 25 lbs			
Video One Channel Switchable Input	<ul style="list-style-type: none"> • Composite (BNC x1) • S-Video (Includes BNC to mini-DIN adapter) • Component (BNC x 3) • NTSC & PAL supported 			
Audio Inputs	<ul style="list-style-type: none"> • Balanced stereo (XLR x 2) • Unbalanced stereo (RCA x 2) • Stereo & mono supported 			
Power	Watts	Idle	Load	Startup
	Amps	0.441	1.393	0.85
	kVA	0.529	0.167	0.102
	BTU/hr	181	570	348
Connectivity	• Ethernet: 2 auto-detecting x 1 Gbit ports			
Storage	<ul style="list-style-type: none"> • 500GB capacity • 3250 hours at standard bit rates 			
Hardware Warranty	• Granicus customer lifetime			
Optional Components	<ul style="list-style-type: none"> • Rail kit * • Tower conversion kit * • SDI inputs * 			
Management	• Full remote management, monitoring patching & reporting			

Streaming Specifications	
Live Streaming	<ul style="list-style-type: none"> • Static public IP address • Inbound pull over TCP Port 8080 (port changed upon request) • 300 Kbps upstream ** • Unlimited viewers
Encoding Formats	<ul style="list-style-type: none"> • Microsoft® Windows Media® (Silverlight®) • Apple® HTTP live streaming *** • Adobe® Flash® H.264 *** • Android H.264 ***
Local Distribution	<ul style="list-style-type: none"> • Live and on-demand (directly from Granicus Encoding Appliance) • 50 maximum concurrent streams • Unicast

* Additional charges may apply
 ** Higher bitrates available, requires additional bandwidth
 *** In beta



Mary Jo Spino

From: Bobbi Jo Price [BobbiJo@granicus.com]
Sent: Friday, August 19, 2011 10:00 AM
To: Mary Jo Spino
Subject: Granicus - iLegislate

Hello Mary Jo,

I am sorry I keep missing you, but I understand you need pricing this week for iLegislate. iLegislate comes with our Suites package, Open Platform and Government Transparency. I am not sure whether you and Brett had a conversation about that or not. This conversion to the Suites may or may not include hardware, depending on the age of your current encoders and whether you having live streaming to mobile devices is a priority for Jackson County.

I can give you the figures in this email, but please let me know if you need a formal proposal. I will be able to send that to you if you request. The Open Platform and Government Transparency Suite without managed hardware includes a new encoding format, H.264, for your on-demand videos, making them available on mobile devices. It also includes unlimited meeting bodies for streaming and non-meeting content. The Government Transparency Suite includes podcasting, iTunes integration, Advanced Search and iLegislate.

The investment to move to the Suites without hardware would be \$280/month. We can definitely talk about the pricing if you want.

Please let me know how I can help.

Bobbi Jo

Bobbi Jo Price | Manager, Account Management | Granicus Inc.

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San Francisco, CA 94107
work: 415.357.3618 x1756



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2012 Improved Package (Revised 10/28/11)

0201 – Clerk of the County Legislature

UPFRONT COST: \$28,500.00(Software) +
\$ 5,000.00 (I-pads)

Monthly increase: \$ 1,005.00

Granicus Open Platform and Government Transparency Suite including hardware (leasing of two encoders)

The Granicus Open Platform allows clients to stream an unlimited number of meetings and events online and over mobile devices and publish all content online with indefinite retention schedules. The Encoding appliance gives unlimited bandwidth and storage as well as local live and on-demand streaming for up to 50 concurrent viewers.

The Government Transparency Suite allows clients to connect agenda data to the iPad to review agendas and support documents, take notes, etc.

Upfront Cost: \$ 700.00
*Monthly fee: \$ 830.00

I-Pads (10 @ \$500) \$5,000.00

General Fund

Legislative Management Suite and L5 Upgrade

The Legislative Management Suite will migrate our current Legistar system from in-house servers to a hosted environment and Granicus will manage the system providing any updates as well as maintenance.

The L5 Upgrade is an improvement over the 4.8 version that we currently use. This system tracks legislation from inception through approvals and final actions taken. The biggest difference is that this upgrade will enable us to make legislative item approvals automatically using electronic signatures and approvers will be notified when it is their turn to review/approve. There are also other enhancements to simplify the way we transport data from the County Counselor's office to the County Clerk's office. Additionally, this upgrade has capabilities to serve as a data base for Boards and Commissions.

Upfront Cost: \$27,800.00
*Monthly fee: \$ 175.00

General Fund

*We currently pay a monthly fee to Granicus for our streaming video in the amount of \$1700.00 which comes out of the Communications Dept. budget. We pay an annual fee to Legistar in the amount of \$11,164.00 (\$930.00 per month) which comes out of the IT Dept. budget.

Legistar and Granicus have merged and do business as Granicus. Therefore, we would no longer pay two separate bills but instead there would be an increase in the monthly fee payable to Granicus.

Our current monthly fee totals \$2,630.00
The new monthly fee totals \$3,635.00