

1
2
3 From the Director, Milwaukee County Zoo (the Zoo), requesting authorization to execute
4 a Support and Maintenance Agreement with KMIT Solutions, LLC, in an amount not-to-
5 exceed \$299,846 for support and maintenance services of a point of sale system
6 (FocusPoint 360), as well as the Zoo's eCommerce web hosting and secured socket
7 layer for the period effective 2018 through 2022, by recommending adoption of the
8 following:

9
10 **A RESOLUTION**

11
12 WHEREAS, in October 2015, the Zoological Department (the Zoo) issued a
13 Request for Proposals (RFP) to provide a point of sale system and related support and
14 maintenance services, and KMIT Solutions, LLC (KMIT), submitted a written proposal
15 response to the RFP, meeting the Zoo's terms and conditions; and
16

17 WHEREAS, pursuant to the RFP, on October 10, 2016, KMIT and the Zoo
18 entered into a software purchase contract governing the implementation and licensing
19 of KMIT's point of sale system (FocusPoint 360) as well as the initial year of support
20 and maintenance services; and
21

22 WHEREAS, the Zoological Society of Milwaukee (ZSM) manages the
23 membership and education operations of the Zoo using a software product known as
24 Tessitura, effective January 2018; and
25

26 WHEREAS, KMIT and ZSM have entered into a separate software development
27 and services agreement whereby KMIT will develop and supply an interface between
28 Tessitura and FocusPoint 360 for use at the Zoo (the Interface Product); and
29

30 WHEREAS, KMIT provides support and maintenance services for the Interface
31 Product and FocusPoint 360 in the Support and Maintenance Agreement (the
32 Agreement); and
33

34 WHEREAS, KMIT provides eCommerce web hosting and secured socket layer
35 (SSL) services for the Zoo in the Agreement; and
36

37 WHEREAS, for FocusPoint 360 support and maintenance, the Agreement
38 compensates KMIT at a rate of \$44,124 during 2018 and 2019, and \$48,536 during
39 2020, 2021, and 2022; and
40

41 WHEREAS, for Interface Product support and maintenance, the Agreement
42 compensates KMIT at a rate not-to-exceed \$10,000 for each year of the term of the
43 Agreement; and

44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66

WHEREAS, for KMIT’s eCommerce web hosting and SSL services, the Agreement compensates KMIT at a rate of \$3,200 for each year of the term of the Agreement; and

WHEREAS, the Zoo requests to enter into a five-year Agreement with KMIT in which KMIT provides the Zoo’s support and maintenance services for FocusPoint 360 and the Interface Product as well as the Zoo’s eCommerce web hosting and SSL services; and

WHEREAS, the Committee on Finance and Audit, at its meeting of January 25, 2018, recommended adoption of File No. 18-51 (vote 7-0); now, therefore,

BE IT RESOLVED, the Milwaukee County Board of Supervisors hereby authorizes the Director, Milwaukee County Zoo, to enter into a Support and Maintenance Agreement (the Agreement) with KMIT Solutions, LLC, for a total amount not-to-exceed \$299,856 throughout the term of the Agreement, or \$57,324 during 2018 and 2019, and \$61,736 during 2020, 2021, and 2022.

jmj
01/25/18
S:\Committees\2018\Jan\F&A\Resolutions\18-51.doc