



CITY OF BANNING STAFF REPORT

TO: CITY COUNCIL

FROM: Douglas Schulze, City Manager

PREPARED BY: Lincoln Bogard, Administrative Services Director

MEETING DATE: January 9, 2024

SUBJECT: Consideration of Resolution 2024-09, Approving a Three (3) Year Master Services Agreement with IGM Technology Corp. for Software Services Platform Modules (SaaS): IGM Gravity Budgeting, Reporting, Transparency, Business Intelligence, Annual Comprehensive Financial Report, Popular Annual Financial Report, Monthly/Quarterly Reporting, ADA Compliance, and Pension and Other Post Employment Benefits Disclosures with a Not-To-Exceed Amount of \$170,558 After a \$30,000 Discount

RECOMMENDATION:

Adopt Resolution 2024-09:

1. Approving a Three (3) year Master Services Agreement with IGM Technology Corp. for Software Services Platform Modules (SaaS): IGM Gravity Budgeting, Reporting, Transparency, Business Intelligence, Annual Comprehensive Financial Report, Popular Annual Financial Report, Monthly/Quarterly Reporting, ADA Compliance, and Pension and Other Post Employment Benefits Disclosures with a Not-To-Exceed Amount of \$170,558 After a \$30,000 Discount.
2. Authorizing the City Manager to sign the agreement, make non-substantive changes to contract language.
3. Authorizing the City Clerk certify the adoption of this resolution and cause a certified resolution to be filed in the book of original resolutions.

BACKGROUND:

On February 12, 2019, the City approved Resolution 2019-15 approving the OpenGov Budgeting & Transparency module. The Budgeting & Transparency module continues to be utilized by all Departments in preparing budgeting documents and promoting transparency. On August 22, 2023, the City extended this contract for five (5) years, which also included the Procurement and Cartegraph Enterprise Asset Management modules.

Over 50 government entities use IGM Gravity, including counties in California, which confirmed the automation and reduced duplication of inputs and potential for errors significantly. The product suite also includes multiple uses that currently exceed those available from OpenGov.

Staff obtained three quotes for the IGM Gravity solution: (1) Direct Vendor Quote; (2) SHI Purchasing Cooperative; and (3) Insight Purchasing Cooperative. The Direct Vendor Quote was the best priced option due to a Holiday promotion by the vendor.

JUSTIFICATION:

The City has experienced several issues with the OpenGov Budgeting & Transparency module and has

identified an alternative solution called IGM Gravity, which includes Budgeting, Budget Book creation, Capital Improvement Planning and Reporting, Project and Priority Based Budgeting, Annual Comprehensive Financial Report (ACFR) creation, and a Transparency solution called OpenData. IGM Gravity even includes the creation of a Popular Annual Financial Report, Monthly/Quarterly Reporting, Business Intelligence, and other solutions which the City has never had previously.

FISCAL IMPACT:

Implementing IGM Gravity will save an average of \$3,800 per year in annual service fees versus OpenGov Budgeting & Planning, plus the cost of paying our External Auditors to compile our ACFR (approximately \$2,500 per year), and the cost of ResourceX for Priority Based Budgeting (if IGM performs as well) which will save \$32,500 per year. Staff plans to cancel all redundant contracts and services.

Year	Estimated Amount
2023/2024	\$35,000 (Implementation Cost - Includes \$20,000 Discount)
2023/2024	\$43,000 (Annual Service Fee - Includes \$10,000 Discount)
2024/2025	\$45,130
2025/2026	\$47,408

Total Not-To-Exceed Amount of \$170,558.

OpenGov contractual savings \$146,091 for three years.

ACFR compilation savings approximately \$7,500 for three years.

ResourceX savings \$97,500 for three years.

Total savings of approximately \$80,533, or \$45,533 including one-time implementation costs.

All items discussed currently budgeted in Central Services Contractual Services general ledger account 705-4500-412.33-11. The \$35,000 implementation costs will be funded from the ARPA grant and Annual Service costs will be funded from the account identified above.

ALTERNATIVES:

1. Adopt Resolution 2024-09 as recommended.
2. Adopt Resolution 2024-09 with modifications.
3. Do not adopt Resolution 2024-09 and provide staff with alternative direction.

ATTACHMENTS:

1. [Resolution_2024-09__IGM_Gravity.pdf](#)
1. [IGM Technology SaaS Agreement - City of Banning CA_TKF 11.7.23 \(002\).pdf](#)