



City of Boynton Beach Agenda Item Request Form

Meeting Date: 07/15/2025

Proposed Resolution No. R25-198- Authorize the City Manager to enter into final negotiations with Iron Brick Associates, LLC and authorize the Mayor to sign the final piggyback agreement between the City of Boynton Beach and Iron Brick Associates, LLC, and related orders, utilizing an existing competitively solicited contract to implement the City's new Enterprise Resource Planning (ERP) system, Workday, and asset management system, SpryPoint for the amount of \$11,372,348.24 plus an allowance of \$733,595.25 for a total of \$12,105,943.49 over a ten-year term.

Requested Action: Staff recommends approval of Proposed Resolution No. R25-198.

Explanation of Request: The City's current enterprise system, Naviline HTE, is now over 25 years old and no longer meets the demands of a modern, efficient government operation. What was once a cutting-edge solution in 1999 has become a costly liability, impeding our ability to serve residents in a timely, transparent, and effective manner.

Naviline's outdated architecture forces staff into inefficient workarounds, duplicate data entry, and manual processes that modern systems automate. This creates service delays, wastes staff resources, and increases security vulnerabilities and maintenance costs annually. These inefficiencies not only slow down service delivery but also consume valuable staff time that could otherwise be focused on higher-priority initiatives, providing more value for the residents of the City of Boynton Beach.

Moreover, the ongoing use of an outdated system places the City at risk in terms of data integrity, system security, and compatibility with newer technologies. Each year that we continue to rely on Naviline, the cost to taxpayers grows—not just in dollars spent on maintenance and patchwork fixes, but in the form of delayed services, reporting challenges, and missed opportunities to innovate.

To move forward, we must invest in a modern, integrated Enterprise Resource Planning (ERP) solution that streamlines operations, improves data accuracy, enhances cybersecurity, and empowers staff to provide the level of service our residents expect and deserve.

Staff performed months of research and due diligence, engaging with internal stakeholders, peer municipalities, and technology consultants to evaluate viable alternatives. After extensive analysis, it was determined that the most advantageous ERP solution for the City is a combined implementation of Workday—to handle finance, human resources, and payroll—and SpryPoint, which specializes in utility billing and customer service functionality tailored to the

needs of public utilities.

This dual-platform approach offers the City a modern, cloud-based, scalable solution that promotes operational efficiency, improves cross-departmental integration, enhances service delivery to residents, and future-proofs the City's technology infrastructure for the next several decades.

Therefore, staff requests approval of a Piggyback Agreement between the City of Boynton Beach and Iron Brick Associates, LLC, for the implementation of the City's new Enterprise Resource Planning (ERP) system, Workday, and asset management system, SpryPoint.

The implementation of the City's new ERP system is projected to span approximately two years, with a contract amount of \$11,372,348.24, plus an allowance of \$733,595.25. This brings the total contract value to \$12,105,943.49 over a ten-year term. Staff has provided a complete breakdown of all pricing for the implementation and Software as a Service (SaaS) over the next ten years.

To procure the ERP Workday platform, the City will utilize the piggyback exception under its Procurement Policy by leveraging Contract No. 159124 – Cloud Solutions for HR, Finance, and Planning, awarded through OMNIA Partners and Region 14 Education Service Center (ESC). This cooperative purchasing agreement was competitively solicited and publicly awarded, ensuring compliance with the procurement policy and standards while expediting the acquisition process and securing favorable pricing and terms.

It should be noted to the Commission that, through extensive negotiations, the City was able to secure an approximate 60% discount off the list price for each Workday module, significantly exceeding the 2% discount typically offered under the cooperative contract. This substantial cost reduction reflects the City's commitment to responsible fiscal stewardship and demonstrates the value of leveraging strong vendor partnerships and thorough negotiation to maximize taxpayer dollars.

How will this affect city programs or services? The transition to Workday ERP will improve internal operations, increase data accuracy, and make financial and human resources management more efficient. Over time, this will help the City provide better services, respond more quickly, and operate with greater transparency.

Budgeted Item: Yes

Account Line Item and Description: 302-4101-5XX-XX.XX - Workday
403-5000-536-XX.XX - SpryPoint

Fiscal Impact: This is a budgeted item FY25-26.

Attachments:

[R25-198 Agenda_Item_3332-2025_Resolution_for_Iron_Brick_-_ERP_System__2_.docx](#)
[Exhibit A.pdf](#)

[IronBrick_Boynton Beach Prime Agreement 7.7.2025 - Proposed Edits.docx](#)
[Sunbiz.pdf](#)

EXHIBIT C SpryPoint 07072025.docx
Attachment 1 - SpryPoint Subscription Order Form 07072025.docx
Attachment A-2 SpryPoint SOW (WAMS) Final 07072025.docx
Attachment A-1 SpryPoint SOW (CIS) Final 07072025.docx
analytics-reporting-product-terms.pdf
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EXHIBIT A WD Subscription and Training Order Forms 6.26.2025.docx
EXHIBIT B WD Implementation Order Form 6.26.2025.docx