



COBB COUNTY  
PURCHASING DEPARTMENT

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William J. Tommie, Jr., CPPO  
Purchasing Director

January 28, 2019

Mr. Brian Coopman  
Director of Contracts and Procurement – Public Sector  
Kronos Incorporated  
900 Chelmsford Street  
Lowell, MA 01851

Dear Mr. Coopman:

Please accept this letter as notification of Cobb County Government's intent to award the contract for Workforce Management Systems and Related Products, Services and Solutions to Kronos Incorporated. The award is being made on behalf of the County and will be made available to participating public agencies through the US Communities Government Purchasing Alliance.

Products and services to be provided under this contract will be in accordance with specifications, terms, and conditions set forth in RFP 18-6390. The initial term of the contract will be for three (3) years with the option to extend the contract for three periods of one (1) year each. The contract will commence on the date of contract execution. A Master Agreement outlining the scope of the agreement will be sent to you shortly for your signature.

Cobb County Government and US Communities look forward to a mutually rewarding business arrangement.

Sincerely,

Joe Tommie  
Purchasing Director

cc: Paul Tarragno, US Communities  
File



## **Purchasing**

Joe Tommie, Purchasing Director

Districts All

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**Item No. 15.**

*Cobb County...Expect the Best!*

**TO:** Rob Hosack, County Manager  
**FROM:** Joe Tommie, Purchasing Director  
**DATE:** February 12, 2019

### **PURPOSE**

To approve the award of a contract with Kronos Incorporated and KronoSaaS<sup>HR</sup> for workforce management systems and related products, services and solutions.

### **BACKGROUND**

Cobb County Government participates in programs of the US Communities (USC) Purchasing Alliance and acts as a lead agency for three current contracts available under US Communities. US Communities is a government purchasing cooperative that assists public agencies in reducing the cost of purchased goods and services through pooling the purchasing power of public agencies nationwide. The cooperative was founded jointly by the National Association of County Officials, U.S. Conference of Mayors, National League of Cities, Association of School Business Officials and the National Institute of Governmental Purchasing.

With input from participating public agencies, products and services are identified to be competitively solicited on behalf of USC by a jurisdiction serving as the "lead agency." Cobb County offered to serve as the lead agency in developing a competitive solicitation for the specified services.

In compliance with Cobb County purchasing policies, the Purchasing Department publicly advertised and issued the national solicitation. The solicitation required detailed pricing for several different categories and levels of service, and responses to questions to determine nationwide servicing and delivery capability.

Five vendors expressed interest by attending the pre-proposal conference. Eight proposals were received and evaluated by an evaluation team comprised of public purchasing officials who are currently active participating public agencies with US Communities.

The term of the contract is for three years with three one year extension options. Prices are fixed for the first year. Subsequent price adjustments are subject to Cobb County's response to requests based upon producer/consumer market indexes and/or documented manufacturer price adjustments. The awarded firms are also subject to periodic audits conducted by USC representatives.