

RESOLUTION 14-07

**A RESOLUTION TO AUTHORIZE
A CONTRACT FOR GRANT WRITING SERVICES AND SUBSCRIPTION
FOR SOFTWARE**

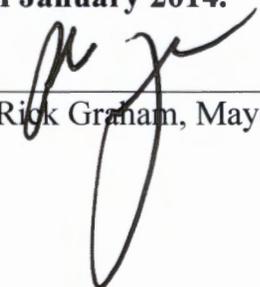
WHEREAS, the City of Spring Hill Board of Mayor and Aldermen desires to seek grant funding; and

WHEREAS, the City of Spring Hill advertised and accepted Requests for Proposals from grant software companies on January 9, 2014; and

WHEREAS, Staff has submitted a recommendation to the Budget Finance Advisory Committee;

NOW, THEREFORE BE IT RESOLVED, that the City of Spring Hill, Board of Mayor and Aldermen awards the contracting of grant writing assistance service and software subscription to eCivis, Inc. for \$18,128.00 for one year with 5 users. The contract period ends January 30, 2017.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 21st day of January 2014.



Rick Graham, Mayor

ATTEST:



April Goad, City Recorder

LEGAL FORM APPROVED:



Patrick Carter, City Attorney

eCivis Grant Writing

Pricing Matrix

| # Users | Contract Length in Years | Amount |
|---------|--------------------------|-----------|
| 10 | 3 | \$ 23,000 |
| 10 | 1 | \$ 25,300 |
| 5 | 3 | \$ 16,480 |
| 5 | 1 | \$ 18,128 |



eCIVIS

Product Sheet



Your tools for grants success.

eCivis® Grants Network™

eCivis Grants Network is the ideal platform for improving your organization's grants performance. Our patent-pending system is an enterprise-wide solution allowing grant-active organizations to drive success throughout the grants lifecycle. eCivis Grants Network is based on Software as a Service (SaaS) technology that eliminates high start-up costs and extra IT infrastructure and other IT support. The web interface reduces training needs and increases user adoption. eCivis Grants Network is a modular system that scales to fit your organization and contains fully integrated components that minimize data entry and maximize results.

eCivis Grants Network: ResearchSM

eCivis Grants Network: Research provides exactly the information you need to find and win grants that help your organization meet its goals. eCivis invests more than 40,000 hours of research each year on federal, state, and foundation grants to ensure that users will find the best grants for their projects. With our proprietary research and analyses, users enjoy longer lead times to produce better applications. Our customized search tools allow users to enjoy rapid results across any and all parameters. Rollover summaries reveal the details of a grant without opening it. With our automated search agents, updates, and daily/weekly emails, eCivis Grants Research does all the heavy lifting for you and enables your organization to become truly proactive. eCivis Grants Research provides the best grants information anywhere.

eCivis Grants Network: Tracking & ReportingSM

eCivis Grants Network: Tracking & Reporting is a web-based system designed to move your grants management process into the 21st Century by providing intelligence at every stage of the grants management lifecycle. eCivis Grants Tracking & Reporting is fully integrated with eCivis Grants Research, so once a grant is won, information is easily transferred between systems. No matter what your function, eCivis Grants Tracking & Reporting saves time and headaches, while saving your organization money, undesirable press, and nasty-grams from grantors. Grants professionals save time and frustration by automatically performing and centralizing many of the administrative functions currently done by hand, on paper, and through multiple systems. Department heads and managers can reduce the amount of time spent complying with the reporting requirements of the grants you've won. Elected/appointed officials and senior managers are finally able to account for every grant dollar and determine whether grant applications are in line with organizational priorities.

eCivis Grants Network: KnowledgeBaseSM

eCivis Grants Network: KnowledgeBase provides educational and reference resources to hone individual grant-related skills and develop a world-class grants organization. eCivis Grants Network: KnowledgeBase can dramatically change the landscape and tenor of your grants activity by raising efficiency and skill levels, resulting in greater overall satisfaction from all stakeholders and enabling you to achieve the goals set by your leadership. eCivis Grants Network: KnowledgeBase is made up of automated training courses specifically developed to meet the needs of the grants community. eCivis Grants Network: KnowledgeBase also contains easy-to-understand two- to three-paged publications written by professionals involved in all aspects of the grants process, and five key functional areas: The Collections, 2009 Stimulus Page, Project Trends, Resource Library, and The Glossary.

For more information about eCivis' products and services please e-mail Heidi Allen at hallen@ecivis.com, or call (626) 204-5388.

Zimbra

agoad@springhilltn.org

Fwd: RFP for Grant Writing Assistance Software

From : Jim Smith <jimsmith@springhilltn.org> Fri, Jan 17, 2014 03:37 PM
Subject : Fwd: RFP for Grant Writing Assistance Software 📎 1 attachment
To : April Goad <agoad@springhilltn.org>

April,

Am forwarding the response from eCivis for fewer users as well as for a one year contract for the BOMA's consideration.

Jim Smith, CMFO
Finance Director &
Assistant City Administrator
City of Spring Hill
P.O. Box 789
199 Town Center Parkway
Spring Hill, TN 37174
T: 931.486.2252 x 245
F: 931.486.0516

From: "Heidi Hillard" <hallen@ecivis.com>
To: "Jim Smith" <jimsmith@springhilltn.org>
Cc: "Jennifer Fernandez" <jfernandez@ecivis.com>
Sent: Wednesday, January 15, 2014 12:44:04 PM
Subject: RE: RFP for Grant Writing Assistance Software

Hey there Jim,

Thank you so much! I can't believe it's already here, such a nerve-wracking/exciting time!!

The pricing for 5 users would be \$16,480 per year, on a 3 year commitment. If you wanted to do a (1) year contract, there is a 10% increase-so the cost would be \$18,128 total for the one- year. Same goes for the 10 user contract you have now, increase by 10% for the total 1 year cost, which would make it \$25,300.

I am copying Jennifer Fernandez on this email, to keep her in the loop on pricing negotiations. If she needs to create a new contract for you based off what the Board of Mayor & Alderman accept, she can do that based off the initial agreement I have attached above which references 10 licenses for a total of 3 years at a cost of \$23,000 annual.

Thanks,

Heidi Hillard | Sr. Account Executive
eCivis, Inc.

o: 626.204.5388 | f: 626.628.3232
c: 606.215.1277 | e: hillard@ecivis.com

From: Jim Smith [<mailto:jimsmith@springhilltn.org>]
Sent: Wednesday, January 15, 2014 12:45 PM
To: Heidi Hillard
Subject: Re: RFP for Grant Writing Assistance Software

Heidi,

Wow! Time is almost here. Good luck while you're out.

The board of mayor and aldermen did have a question concerning the contract. Well, two questions. First, if we reduced the number of users, what would the cost be? Say, 5, just to pick a number out of the hat.

Secondly, if the City wanted to do a one year contract...to see how well (or not well) we did on applying and winning grants, what would that cost be? For all ten users? For five users?

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From: "Heidi Hillard" <hallen@ecivis.com>
To: "Jim Smith" <jimsmith@springhilltn.org>
Sent: Wednesday, January 15, 2014 11:14:42 AM