



**FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: January 11, 2022

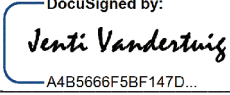
To: Jim Mercurio  
Executive Vice President & General Manager

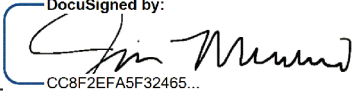
From: Jenti Vandertuig  
Procurement Director

Subject: Recommendation for Award for Miscellaneous Goods and Services

Recommend approval of the following acquisitions. An explanation and supporting documentation for each request has been provided with the recommendation.

1. eSourcing Platform Subscription Services (\$39,000)
2. Arata Compactor Replacement Parts and Repair (\$4,092.89)

Submitted By:  Date: 1/11/2022  
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Jenti Vandertuig, Procurement Director

Approved By:  Date: 1/11/2022  
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Jim Mercurio, Executive Vice President & General Manager

## 1. eSourcing Platform Subscription Services

Stadium Manager procures a variety of supplies and services to support the management and operation of Levi's Stadium on behalf of the SCSA and StadCo. Stadium Manager's goal is to solicit bids and proposals in accordance with local and State laws and policies, ensure full and open competition, facilitate outreach to small business enterprises, and obtain best value for the acquisition of goods and services for Levi's Stadium. It is critical that these solicitations are conducted in a secure, transparent, and accessible manner that will support our best interests. To improve the efficiency and accessibility of our solicitations, Stadium Manager determined it was best to optimize our operations by engaging third party hosted procurement software services.

On December 13, 2021, Stadium Manager issued a Request for Quotation (RFQ 10101) for Software as a Service (SaaS) subscription services for an eSourcing Platform for Levi's Stadium. The requirement was for a system that was commercially available in the market place with the functionality referenced below. The project required software subscription services for an estimate of three user licenses, implementation, training and support services for a three-year period.

1. Able to develop and publish solicitations, and receive electronic sealed bids and proposals.
2. Facilitate outreach and communicate with prospective bidders.
3. Promote the participation of small business enterprises.
4. Enable Stadium Manager to reach a broad pool of prospective bidders and proposers.
5. Invite suppliers to view, download and respond to solicitations.
6. Access to commodity codes for different business industries at no additional cost. Examples are NIGP or UNSPSC codes.
7. Unlimited projects, evaluators, and suppliers.
8. Ability to review and approve solicitations.

The RFQ required specific details on the following features for review and consideration:

- Solicitation process management
- Supplier management
- Sharing (template creation, replication and sharing)
- Implementation, training and technical support
- Technical capabilities
- Onboarding and support for suppliers

The RFQ closed on December 20, 2021 and two responses were received on or before the due date and time from the following firms:

1. Bonfire Interactive Ltd. (\$39,000 for the three-year term)
2. Purchase Technology Corp (Biddingo) (\$41,000 for the three-year term)

Offers were evaluated and clarification meetings conducted to address training, terms and conditions, and pricing with both firms. Biddingo's corrected total cost proposal was \$41,000 based on the line item calculations in their cost proposal. Bonfire Interactive's offer was deemed most advantageous to the Stadium Manager taking into consideration the cost, capabilities and expertise of ongoing training during the term, and the ability to prorate the seat licenses based on actual needs during the annual period. Stadium Manager engaged legal support to negotiate mutually agreed upon terms and conditions with Bonfire Interactive Ltd.

The annual subscription cost for three seat licenses from Bonfire inclusive of implementation, training, unlimited projects, support, submissions, and cloud storage is \$13,000. This includes all internal users including suppliers, data analysts, managers, administrators, evaluators and advisor/client roles for the organization. The total not to exceed amount for a three-year agreement is \$39,000.

Therefore, approval is sought to enter into an agreement with Bonfire Interactive Ltd. for a SaaS eSourcing Platform Subscription Services for a three-year period for a total not to exceed amount of \$39,000. Stadium Manager will be invoiced annually. Since the term extends beyond a single fiscal year, the term for subsequent fiscal years shall be conditioned upon approval of the Santa Clara Stadium Authority budget for the applicable fiscal year that includes the amounts under the agreement.

The Bonfire system will be used for a variety of suppliers and solicitations for Levi's Stadium, including those charged to Shared Stadium Expense and Stadium Authority Capital Expenditures. Given the relatively low annual cost of this service, and the fact that there is no limit on the number of solicitations, there is no value in allocating the \$13,000 per year to multiple cost centers, so 100% of the cost will be charged to Shared Stadium Expense which is shared 50/50 between the SCSA and StadCo.

The cost for this purchase is covered in the FY21/22 SCSA Budget, Stadium Operations.

## **2. Arata Compactor Replacement Parts and Repair**

Arata services all Mission Trails Waste Systems (MTWS). MTWS is the exclusive debris box service provided for the City of Santa Clara, to include Levi's Stadium. The

Stadium Manager coordinated with MTWS for the installation of the compactors at the stadium during construction. Three compactors need replacement components including installation for missing or damaged parts such as the Auger nozzle seal, bin hole diaphragm and lower and upper dump door and retainer. The Arata equipment is proprietary and replacement parts can be obtained from Arata Equipment Company as a single source. Stadium Manager requested and received a quotation from Arata Equipment Company to procure the replacement parts and have it installed for a total amount of \$4,092.89 inclusive of sales tax.

Approval is sought to issue a Purchase Order to Arata Equipment Company in the amount of \$4,092.89.

The cost for this purchase is covered in the FY21/22 SCSA Budget, Engineering Department.