



Committee of the Whole

Debbi Mock

Council Initiated:

Yes

No

ECAF: 2026-0739

Motion: 26-145

Type:

- Contract
- Board Appt.
- Code Amendment
- Budget Action
- Other

Requested Handling:

- Normal
- Expedite
- Urgent

Fund Source:

- General Fund
- Other
- N/A

Executive Rec:

- Approve
- Do Not Approve
- N/A

Approved as to

Form:

- Yes
- No
- N/A

Subject: Agreement for Professional Services with IBM Corporation for Enterprise Resource Planning (ERP) Implementation Services

Scope: The agreement with IBM Corporation for ERP implementation services includes base implementation and design services, system configuration for financial and human capital management, data migration and integration, system testing and validation, training and project documentation, implementation support through phased system go-live, and optional services the County may authorize as needed. Additional hours are reserved for complex reporting or design work, archive and migration of historical financial and HR data, configuration of additional inventory management functions, ongoing guided application support and technical advisory services following go-live, and testing and validation support for Oracle’s quarterly software updates. Exhibit A and the appendices in the agreement contain the detailed statement of work including functional requirements per the RFP, statement of work for optional services, and the project change control process for any change orders that may be needed during the term of the agreement.

Cost of the services, including base implementation and optional services, shall not exceed \$15,066,252 plus applicable sales tax over the five-year initial term of the agreement.

Duration: Five years from date of execution.

Fiscal Impact: Current Year Multi-Year N/A

Funding is authorized in the 2025-2026 biennial budget and supplemental project funding will be included in the IT rates as a part of the 2027-2028 biennial budget request.

Expenditures	Current Year	2027	2028	2029	2030	Total
Fund 505	\$5,112,472	\$6,222,078	\$1,602,408	\$1,064,647	\$1,064,647	NTE 15,066,252 plus tax
Totals	\$5,112,472	\$6,222,078	\$1,602,408	\$1,064,647	\$1,064,647	NTE 15,066,252 plus tax

Revenue	Current Year	2027	2028	2029	2030	Total
Fund 505	\$5,112,472	\$6,222,078	\$1,602,408	\$1,064,647	\$1,064,647	NTE 15,066,252 plus tax
Totals	\$5,112,472	\$6,222,078	\$1,602,408	\$1,064,647	\$1,064,647	NTE 15,066,252 plus tax

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Authority Granted: Approve and authorize the County Executive to execute the agreement between Snohomish County and IBM Corporation. The motion also authorizes the Executive to execute associated amendments and change orders greater than that which is provided for in SCC 3.04.140 (4) and increases that authority to apply where the aggregate increase to this contract is no more than 20%.

Background:

The County acquired software licensing for the Oracle Fusion ERP platform from Oracle in 2025. Due to the complexity of the implementation, the County requires comprehensive professional services to configure, implement and operationalize Oracle Fusion to support the County's financial, human resources and related administrative functions across all County departments and Junior Taxing Districts.

The County issued RFP 25-0417BC to solicit proposals from qualified vendors to provide Oracle Fusion ERP implementation services. Consistent with procurement policy, the County entered negotiations with the highest-ranked proposer. The parties were unable to reach agreement on a contract that aligned with the County's needs and negotiations concluded without agreement. The County then initiated negotiations with the next-highest ranked proposer. The County has completed contract negotiations with IBM Corporation.

The cost for all services, including initial implementation of the system in multiple phases through go-live, and including optional services that may be added during implementation, is expected to be \$15,066,252 plus applicable sales tax over the initial five-year term of the agreement. The agreement allows for up to two (2) one-year optional extensions for ongoing services.

Expedited handling of this ECAF is requested in order for the County and IBM to proceed with immediate project kick-off and service delivery beginning April 2026.

Requested Action: For the Council to consider taking action.