

**CITY OF SAN ANTONIO  
INTERDEPARTMENTAL MEMORANDUM**

**TO:** Mayor and City Council

**FROM:** Michael Abington, Director, Alamodome

**THROUGH:** Terry M. Brechtel, City Manager

**COPIES:** Roland Lozano, Assistant to the City Manager; File

**SUBJECT:** Ungerboeck Agreement Amendment

**DATE:** March 11, 2004

**SUMMARY AND RECOMMENDATION**

This ordinance provides for the authorization of an amendment to the agreement with Ungerboeck Systems, Inc., ordinance # 90078 dated July 22, 1999, for the purchase of eight (8) additional concurrent user licenses of the Event Business Management Software (EBMS) and one year of maintenance and support in the amount of \$31,995.00 for the Alamodome. EBMS is database management software that currently provides Convention Facilities and the Convention and Visitor's Bureau (CVB) with unified customer information. With the purchase of these additional licenses Alamodome staff will be able to consolidate management of the facility and events and share booking and other information with Convention Facilities and the CVB.

Staff recommends approval.

**BACKGROUND**

In July 1999 City Council authorized an agreement to provide the Convention and Visitors Bureau and Convention Facilities with industry-based software to allow simultaneous access for booking space in the H.B.G. Convention Center, Lila Cockrell Theater, and Municipal Auditorium that would aid in the following areas:

Event Sales & Marketing	Personnel Management
Facility Booking	Facility Maintenance
Contract Administration	Accounts Receivable
Event Management & Coordination	Event Accounting & Analysis
Inventory Management	

Ungerboeck was originally selected in 1999 from among four bidders who responded to a Request For Proposal (RFP). A selection committee consisting of representatives

from Convention Facilities, CVB, ITSD, City Attorney's Office, Asset Management, and Economic Development chose two bidders, one of which was Ungerboeck, who met the RFP specifications. Presentations were given by the two bidders and a final choice was made based on designated criteria as developed by the selection committee, including the fact that at the time Ungerboeck had the only proven unified database linked between a convention center and a convention and visitors bureau.

## **POLICY ANALYSIS**

Currently the Alamodome is managed and booked utilizing several different systems including a proprietary City mainframe system as well as stand alone spreadsheets, databases and electronic calendars. As a result of some booking issues it was determined during the FY 03-04 budget process that the Alamodome budget funds to purchase additional licenses of the EBMS software that Convention Facilities and the CVB were already utilizing in order to share booking information across all three departments, in addition to the other functions that can be managed with the EBMS software.

The existing agreement with Ungerboeck provides for the purchase and installation assistance of user licenses for Convention Facilities and the CVB, conversion services of existing City data into the format used by the EBMS, training, and on-going maintenance. The existing agreement, however, is being amended only to purchase additional licenses and on-going maintenance for Alamodome staff. Conversion services and training are not included in this amendment. Conversion services are not required as no existing data for the Alamodome needs to be converted and training will be provided via a train-the-trainer agreement between Convention Facilities and the Alamodome.

## **FINANCIAL IMPACT**

In 1999 Convention Facilities and the CVB paid \$111,400, or approximately \$1,741 per license, to Ungerboeck for (64) licenses of the EBMS. Under this amendment to the agreement the Alamodome will purchase (8) additional licenses for \$26,040, or \$3,255 per license. The increase in the per license price from the original contract to this proposed amendment is attributable to overall inflationary increases in technology as well as the exclusion of bulk purchase license discounts included in the original contract.

With respect to on-going maintenance, the Alamodome will pay \$5,955 for the first year of maintenance and support, which is 15% of the list price of \$39,700 for the EBMS. This maintenance support rate is the same as in the original agreement.

The total cost of the eight (8) additional licenses of EBMS and one-year of maintenance and support is \$31,995.00. Funds in the amount of \$32,000 are budgeted in the Convention and Visitor Facilities Fund/Alamodome Fund.

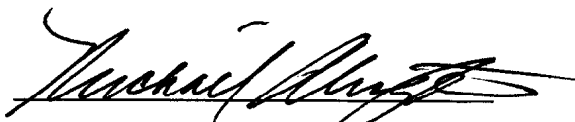
Funds for subsequent years maintenance and support will have to be appropriated each fiscal year.

There is no General Fund impact.

### **COORDINATION**

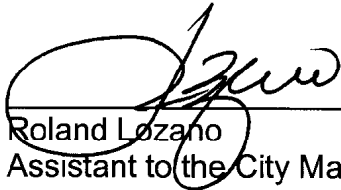
This item has been coordinated with the City Attorney's Office and Convention Facilities.

### **SIGNATURES**

A handwritten signature in black ink, appearing to read "Michael Abington", written over a horizontal line.

Michael Abington, Director  
Alamodome

### **APPROVED**

A handwritten signature in black ink, appearing to read "Roland Lozano", written over a horizontal line.

Roland Lozano  
Assistant to the City Manager

A handwritten signature in black ink, appearing to read "Terry M. Brechtel", written over a horizontal line.

Terry M. Brechtel  
City Manager