

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Ratifying and Approving Renewal of Software Service Agreement with AskReply, Inc. dba B2Gnow in the Aggregate Not-to-Exceed Amount of \$346,249.00

WHEREAS, the Ohio Turnpike and Infrastructure Commission (“Commission”) adopted its Business Inclusion program in 2016 with the purpose of increasing subcontractor and subconsultant participation on Commission contracts by small, minority, and disadvantaged businesses (hereinafter collectively “SBEs”); and

WHEREAS, accurate data tracking is essential to implementing a business inclusion program in order to measure progress and identify areas for improvement and change; and

WHEREAS, AskReply, Inc. dba B2Gnow (“B2Gnow”) is a comprehensive software program designed specifically for entities with SBE or similar programs and it provides the best means for the Commission’s SBE program data tracking; and

WHEREAS, on or about July 12, 2016, the Commission, through a former Executive Director, entered into a software service agreement with B2Gnow for a term of 1-year with automatic annual renewals and to date \$171,249.00 has been paid to the vendor, as detailed below:

- 2016 – Software implementation \$25,025.00
- 2017 – Annual renewal \$20,800.00
- 2018 – Annual renewal \$20,800.00
- 2019 – Annual renewal \$20,800.00
- 2020 – Annual renewal \$20,800.00
- 2021 – Annual renewal \$20,800.00
- 2022 – Annual renewal \$21,424.00; and

WHEREAS, due to an inadvertent payment tracking error, the Commission has paid B2Gnow \$21,249.00 above \$150,000 under the existing software service agreement and the Director of Contracts Administration respectfully recommends that the Commission ratify this expenditure; and

WHEREAS, B2Gnow remains the front runner in SBE data tracking software and has provided a user friendly and efficient way for internal and external users to input, update and track SBE program data and the Contracts Administration staff believes it is in the best interest of the Commission to continue to use B2Gnow in the future and is seeking approval to renew the B2Gnow software service agreement for up to seven (7) annual renewal terms to align with the term of the recently approved Contract Management System (CMS) in the estimated amount of \$175,000.00 (est. \$25,000.00 per year), for a not-to-exceed total contract amount of \$346,249.00; and

WHEREAS, the Commission is currently implementing a new Contract Management System (CMS) and expects to implement a new ERP in 2026 or 2027, as well as construction management software, and if Commission staff determines that the new CMS, ERP or another system provides comparable services to B2Gnow, Commission staff will consider migrating SBE data tracking to a new system, but that decision cannot be made until those systems are fully implemented; and

WHEREAS, the Executive Director has reviewed the recommendation of the Director of Contracts Administration and concurs that the Commission should ratify the amount of \$21,249 paid to B2Gnow and approve the renewal of the software service agreement with B2Gnow for up to seven (7) annual renewal terms in the estimated amount of \$175,000.00 (approx. \$25,000.00 per year), for an aggregate not-to-exceed total contract amount of \$346,249.00; and

WHEREAS, Commission action is necessary to approve the renewal of the software service agreement in accordance with Article V, Section 1.00 of the Commission’s Bylaws because the renewal exceeds the greater of \$150,000.00 or 10% of the original contract amount; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED, by the Ohio Turnpike and Infrastructure Commission that the amount of \$21,249 paid to AskReply, Inc. dba B2Gnow as described in the recitals is hereby ratified; and

FURTHER RESOLVED, by the Commission that the renewal of the software service agreement dated July 12, 2016, with AskReply, Inc. dba B2Gnow for the B2Gnow software is approved for up to seven (7) annual renewal terms in the estimated amount of \$175,000.00 (est. \$25,000.00 per year), for an aggregate total contract amount of \$346,249.00, and the Executive Director or designee may determine to renew the agreement for fewer than seven (7) annual renewal terms if the new CMS, ERP or other system provides the same level of service as B2Gnow for SBE data tracking and it is determined to be in the best interest of the Commission to migrate SBE data tracking to a new system.

(Resolution No. 85-2023 adopted September 18, 2023)