To: Albuquerque Housing Authority Board of Housing Commissioners

From: Linda Bridge, Executive Director

Date: September 18, 2024

Re: Executive Communication 2024-04 – Initial Contract - Cooperative Agreement with Yardi Systems Inc. – GSA Contract #GS-35F-0731P, approval to exceed $500K during 2nd Year term.

Subject
The Albuquerque Housing Authority (AHA) has entered into an Intergovernmental Purchasing Agreement #2509 with Yardi Systems, Inc. for purposes of providing a cloud based enterprise "Software As A Service" (SAAS) Solution that includes, full implementation, training and professional services to meet essential business functions.

AHA requires a software system that integrates public housing and voucher management, complies with federal regulations, and includes tax credit, accounting and property management functions. Yardi's proprietary software will cover all housing programs managed by AHA at its main office and other properties. This purchase is based on General Services Administration (GSA) Contract #GS-35F-0731P and Modification PA-0035. The implementation of Yardi solution will support the on-going business operations as well as future development at Albuquerque Housing Authority.

Background
AHA current development activities have required the reprogramming of our current MRI (Tenmast) software that has created ongoing demand of staff resources and vendor programming hours. The housing software would require extensive reprogramming to address the fundamental operational and data reporting deficiencies. Due to the challenges with our current software provider, AHA began the process of selecting a housing software vendor that has delivered functional solutions for all housing programs within the public housing authority, property management and tax credit fields.

Over the last year, market analysis of other housing authority software conversions were conducted and the top two solutions and providers, Yardi Voyager and Emphasis were identified. After further review of the services, Yardi was the top provider with the functionality and capabilities needed to meet AHA scope of services.

Concluding in July of 2024, five rounds of demos of the Yardi system were done with program managers and supervisors. The open dialogue meetings with Yardi focused on the potential use of their software to address current reporting and operational gaps. Additionally, recommendations from the federal GSA and similar-sized housing authorities supported the decision to move forward with Yardi.

Discussion
Consistent with AHA Procurement Policy, AHA proposes to use the pre-negotiated US Federal GSA.

AHA entered the GSA cooperative pricing agreement on September 9, 2024, for one year, with the following costs:

- SaaS licensing: $120,221
- Professional IT implementation and training services: $206,550
- Total initial cost: $326,771

Additionally, Yardi will provide tenant background screening services after full conversion to software. The estimated spend for services is at $60,000 to $80,000 per year, based on AHA historical usage. The contract includes four optional years, extending through September 8, 2029.

AHA is requesting to establish the Blanket Purchase Order ceiling to $1,700,000 to meet the agency's enterprise software and tenant screening services needs for the next 5 years.

Description	Annual Fee-Year 1	Annual Fee-Year 2	Annual Fee-Year 3	Annual Fee-Year 4	Annual Fee-Year 5	Estimated 5 Year Cost
GSA: Voyager Property Management, PHA	**$70,224.00**	$70,224.00	$70,224.00	$70,224.00	$70,224.00	
GSA: Affordable	**$1,012.92**	$1,012.92	$1,012.92	$1,012.92	$1,012.92	
GSA: PHA Budgeting & Forecasting	**$15,414.00**	$15,414.00	$15,414.00	$15,414.00	$15,414.00	
Inspections IQ	**$9,378.60**	$9,378.60	$9,378.60	$9,378.60	$9,378.60	
Maintenance IQ	**$5,602.80**	$5,602.80	$5,602.80	$5,602.80	$5,602.80	
Procure to Pay	**$7,245.00**	$7,245.00	$7,245.00	$7,245.00	$7,245.00	
RentCafe PHA Portal Package	**$64,680.00**	$64,680.00	$64,680.00	$64,680.00	$64,680.00	
Yardi Aspire Premium	**$0.00**	$25,200.00	$25,200.00	$25,200.00	$25,200.00	
Annual Fees Subtotal	**$173,557.32**	$198,757.32	$198,757.32	$198,757.32	$198,757.32	
Concessions	**($104,134.39)**	($56,162.20)				
One Time Fees	**$50,798.80**					
Estimated Total Licensing Fees	**$120,221**	$142,595.12	$198,757.32	$198,757.32	$198,757.32	$859,088.01
PSG-Full Service Implementation / Training	**$206,550**					
Estimated Background Screening Fees	**Commences at the time of full conversion to**	$88,000.00	$88,000.00	$88,000.00	$88,000.00	$325,000.00

(based on historical spend, fees are invoiced monthly based on actuals	**new software (around 1 year)**					
Future Development Licensing Fees and Services			$37,400.00	$40,000.00	$40,000.00	$117,400.00
Total						$1,535,038.01

Recommendation
AHA has substantial needs for application software for real property asset management, data and records management and for financial systems, to better serve its low and moderate-income housing community. The current software systems are in need of redevelopment and replacement.

AHA has undertaken a multi-year effort to identify and procure necessary system software, cloud services, support and training. This effort includes evaluating various vendors and government service providers under federal and local programs, with input from personnel across the Authority.

AHA is requesting to establish a funding ceiling of $1,700,000 under Intergovernmental Purchasing Agreement #2509, processed through GSA Contract #GS-35F-0731P. This will cover the costs of software licenses, software maintenance, and IT professional services necessary to meet AHA's housing software needs.

PASSED this 18th day of September 2024

BY A VOTE OF 5 FOR, AND 0 AGAINST.

Members Absent:

Members voting against:

ALBUQUERQUE HOUSING AUTHORITY
BOARD OF HOUSING COMMISSIONERS

By: /s/ Rayellen Smith
Rayellen Smith, Chairperson of the Board

ATTEST:
/s/ Linda Bridge
Linda Bridge, Secretary to the Board and Executive Director