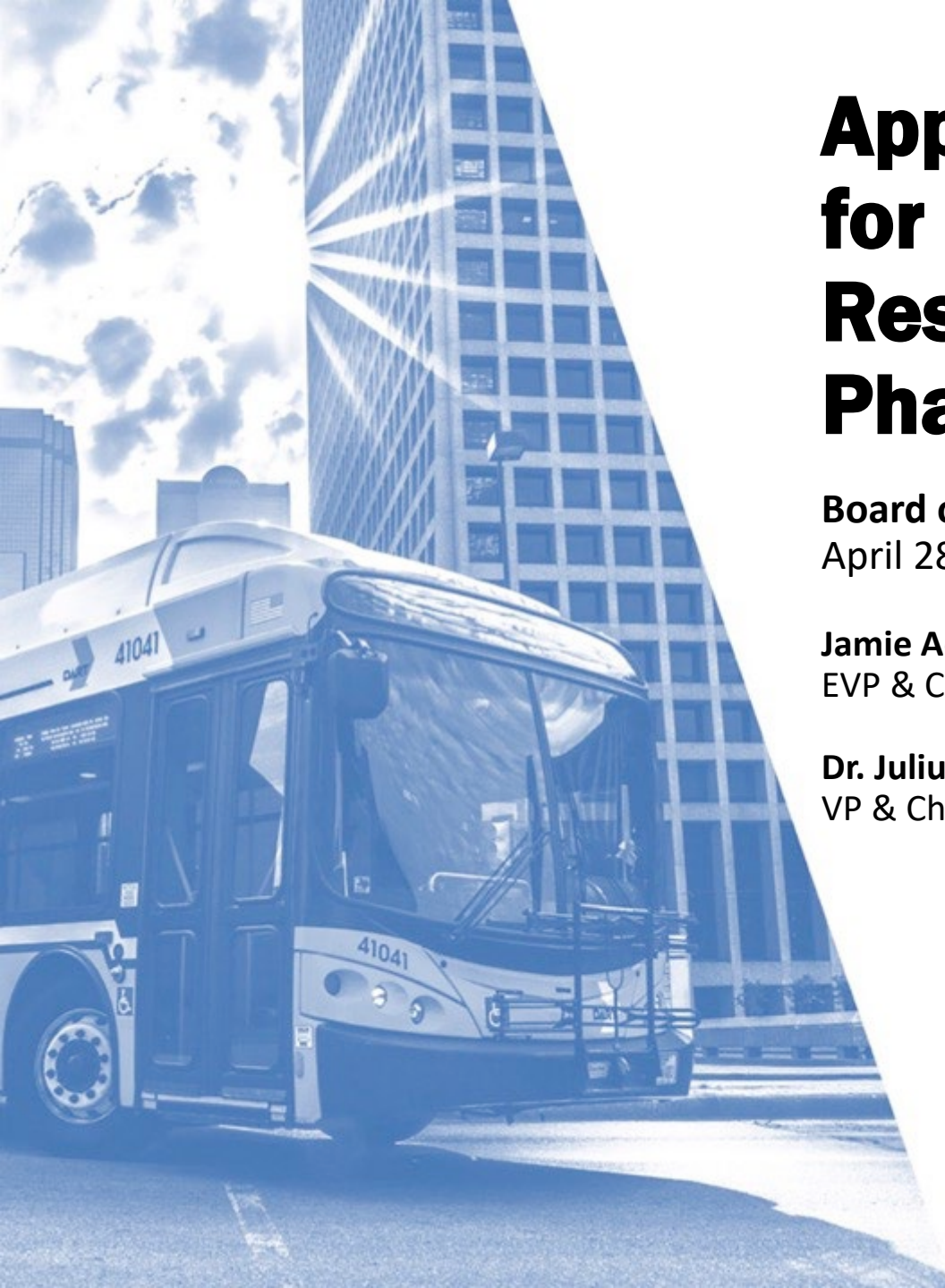




Approval of Contracts for Enterprise Resource Planning Phase 2 Software

Board of Directors
April 28, 2026

Jamie Adelman
EVP & Chief Financial Officer

Dr. Julius Smith
VP & Chief Information Officer



Today's Consideration

- Approval of a resolution authorizing the Acting President & Chief Executive Officer or his designee to award:
 - a five-year contract to DLT Solutions, LLC (Infor) for an Enterprise Resource Planning (ERP) Software Subscription for Financial and Procurement Modules [Contract No. C-2087804-01], for a total authorized amount not to exceed \$3,274,909
 - a five-year contract to Infor for ERP Phase 2 Software Implementation and Support Services [Contract No. C-2095626-01], for a total authorized amount not to exceed \$2,798,669

Procurement Process

Infor selected via fair & open competition

- Originally solicited via Request for Proposals (RFP)
 - Unable to come to terms
 - Ended negotiations and canceled solicitation in compliance with DPR
- Changed strategy to use Texas Department of Information Resources (DIR) contracts for software and implementation services
 - Obtained quotes from 2 vendors (both given the same response timeframe)
 - Same scope of work from RFP

What We're Buying

ERP unifies & automates core functions

- Enterprise Resource Planning (ERP) software improves efficiency and transparency by integrating multiple core business functions in one platform

Modules include (not exhaustive):

- General ledger/chart of accounts
- Accounts payable & receivable
- Budgeting & financial planning
- Grant accounting
- Procurement portal
- Expense management
- Enhanced workflow processes
- Enhanced business intelligence tools & reporting

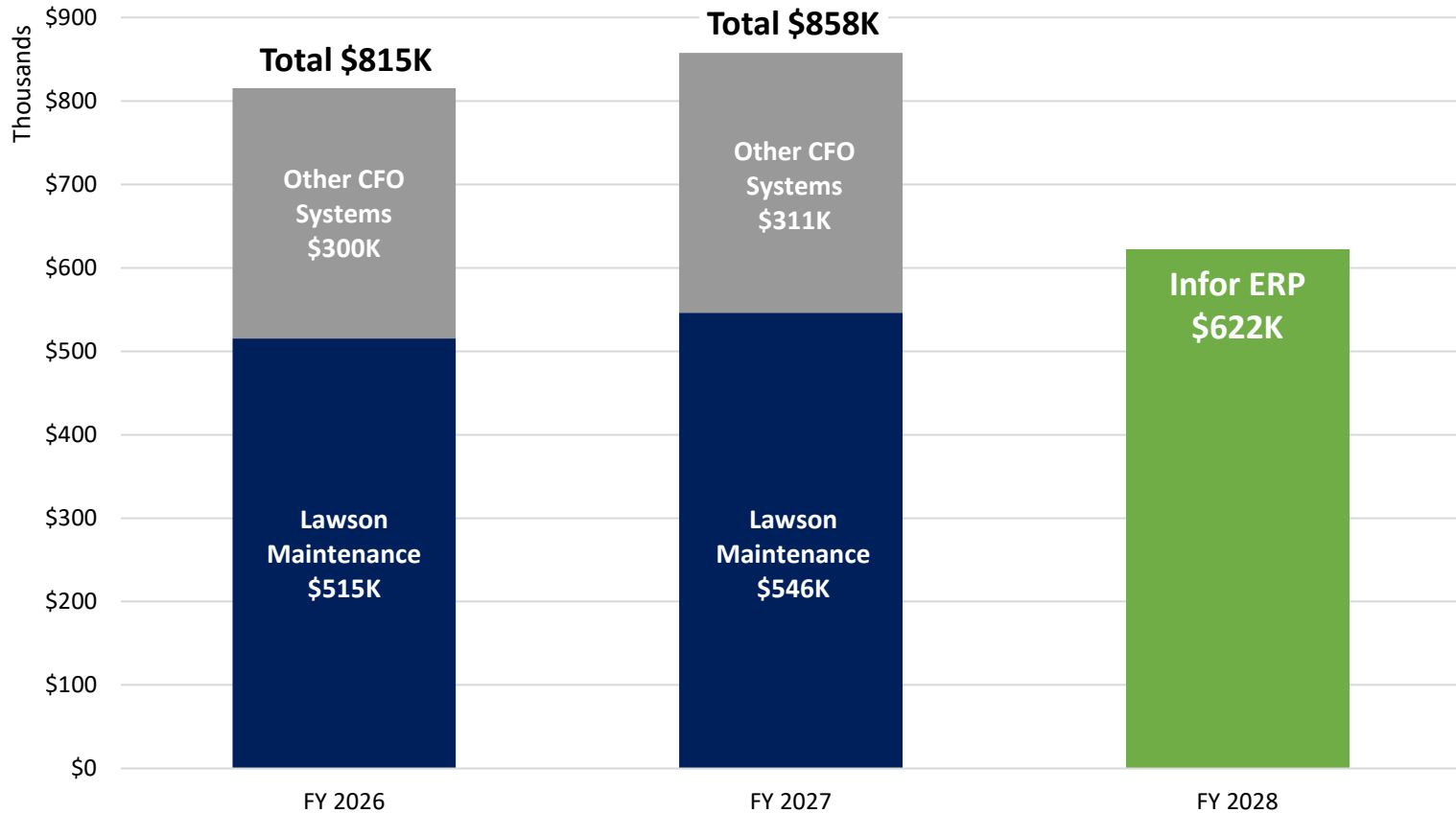
Selected Vendor

Infor best meets current & future needs

- DART management determined Infor is the best solution based on capabilities and pricing
- Infor has been in business for 50 years
 - DART has been a customer for 40 years
 - New ERP is the cloud-based version of Lawson (existing ERP)
- Flat rate for each of five years, with no annual increases
- Implementation and post-go-live services provided entirely by **U.S.-based employees**

Hard Cost Benefits

Infor ERP cuts product costs by 27%



Soft Cost Benefits



Modernized System

Secure cloud-based platform that integrates Finance and Procurement will streamline workflows



Standardization & Compliance

Consistent processes will improve compliance with internal policies and external regulations



Efficiency & Effectiveness

Secure self-service access and automated workflows will reduce manual errors, enhance reporting, and better allocate staff resources



System Touchpoints

Integrate or replace dozens of applications

- Workday (HR & Payroll)
- IBM Maximo (asset inventory)
- IBM FileNet (records retention)
- IBM TM1 (budget/financial planning)
- Arigo Masterworks
- Central Real Estate
- LaborTrack
- LeaseController/LeaseAccelerator (GASB requirements)
- Riskonnect (claims management)
- AVAAP Security Reporting
- MHC Document Express (taxes)
- Phreesia Access eForms (checks)
- Bonfire (procurement portal)
- DART Police citation system
- Banking systems
- Enterprise data warehouse
- InfoStation workflows & applications, including:
 - AP invoices
 - Procurement requisitions
 - DART Access (Tap cards)
 - DARTSpace (ROW access)

Recommendation

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Appendix

Software-as-a-Service Market

- Forrester Research:
 - “...global SaaS spending is projected to rise from \$318 billion (2025) to \$512B (2028) and \$576B (2029), underscoring that **the enterprise core isn’t vanishing**, even as it transforms.”
- Ayo Odusote, Principal, Deloitte (via CIO.com)
 - “It’s important to avoid overgeneralizing SaaS... Dev tools, cybersecurity, productivity platforms, and industry-specific systems will not all move at the same pace. Buyers should **avoid one-size-fits-all assumptions** about disruption.”
 - “For most enterprises, **core enterprise resource planning (ERP)** and customer relationship management (CRM) systems **won’t go away**; they’ll evolve with added agentic capabilities...”
- Shane Collins, AI startup founder:
 - “Enterprise software’s value isn’t in code complexity — **it’s in solving the complete problem**, including all the invisible but mission-critical stuff: governance, compliance, change management, vendor accountability, and long-term maintenance.”

Background

- DART decided to replace its legacy ERP in March 2019
 - Split project into phases because of COVID
 - Phase 1 replaced core HR and Payroll systems and went live in December 2022
- Phase 2 will replace Lawson Finance and Procurement systems (in use since the mid-80s), including accounting, grant reporting, and budget management
 - Staff briefed COTW on Phase 2 in June 2023, July 2024, January 2025, and August 2025

Background, cont.

- Agency-wide impact beyond Finance and Procurement staff
 - Multiple applications, reports, and existing integrations with major systems, including Workday, InfoStation, Maximo, and Trapeze
 - Corporate card and travel workflows
 - Accounts payable processes for contract owners

Procurement

Scope & Request for Proposals

- DART performed extensive scope development for Phase 2 of the ERP system replacement
 - Supported by InfoTech, which specializes in ERP replacements
 - Included 3-day workshop with subject matter experts from Accounting, Grants, Financial Planning & Analysis, Real Estate, Technology, and Procurement
- DART released a Request for Proposals (RFP) for ERP Financial and Procurement Modules on January 17, 2025
 - Proposals due February 27, 2025

Procurement Proposal Evaluation

- DART received five proposals, which the Source Evaluation Committee (SEC) scored on technical criteria included in the RFP
 - SEC included representatives from Technology, Accounting, Grants, Revenue, FP&A, and Procurement
- Based on the technical scores, two proposers were competitive and advanced to oral presentations in July 2025
 - DART created a detailed script to follow to ensure consistent information was presented
 - Both firms had two days to work through the script and present all required information

Procurement Negotiations

- Both proposers are registered vendors with the Texas Department of Information Resources (DIR)
 - During negotiations, both firms requested DART use DIR contracting methodology, which would require material changes to RFP requirements
- After several rounds and in consultation with counsel, DART determined we could not agree on terms and conditions established in RFP and by DART Procurement Regulations (DPR)
- In January 2026, DART formally ended negotiations and notified all proposers that the solicitation was canceled, per DPR Sec. 3-300

Procurement

Texas DIR Selection

- Texas Government Code specifically grants purchasing authority to the Texas DIR
- “All master contracts established by DIR within the Cooperative Contracts Program are awarded through an open and competitive procurement process, beginning with a formal and public Request for Offers.” (*State of Texas Procurement and Contract Management Guide*)
- All Texas public entities, including DART, may purchase IT goods and services directly through any DIR contracts without following additional competitive bidding procedures or securing an interlocal agreement with the DIR

Procurement

Texas DIR Selection, cont.

- DART has used the Texas DIR for years as an appropriate replacement for the agency's procurement process
 - Recent examples: Workday HRIS, Microsoft, Oracle, enterprise camera replacement
- DART solicited two quotes through the DIR and selected Infor as the recommended vendor

Other Transit Agency Users

- VIA Metro (San Antonio)
- Central Ohio Transit Authority
- RTA (Chicago)
- SEPTA



DART.org