



Legislation Details (With Text)

File #: 20-0026 **Version:** 1

Type: Resolution **Status:** Adopted

File created: 12/30/2019 **In control:** Finance & Governance Committee

On agenda: 1/21/2020 **Final action:** 1/21/2020

Title: A resolution approving a proposed Amendment to On Call Technology Services Agreement between the City and County of Denver and Groundfloor Media, Inc. to extend the term and increase the maximum contract liability to provide marketing services.
Amends a contract with Ground Floor Media by adding \$1,400,000 for a new total of \$1,750,000 and two years for a new end date of 12-1-22 for on-call consulting services related to planning, managing, facilitating, and implementing marketing and branding initiatives for City departments, citywide (TECHS-201738498). The last regularly scheduled Council meeting within the 30-day review period is on 2-10-20. The Committee approved filing this item at its meeting on 1-7-20.

Sponsors:

Indexes: Jonathan Griffin

Code sections:

Attachments: 1. RR20 0026 TS Ground Floor Media, 2. 20-0026 Filed Resolution_GroundfloorMedia_201738498-01-201952365-01(JAG).pdf, 3. 20-0026 AmendTechServAgr_GroundfloorMedia_201738498-01-201952365(JAG).pdf, 4. 20-0026 Filed Resolution_GroundfloorMedia, 5. 20-0026 - signed

Date	Ver.	Action By	Action	Result
1/22/2020	1	Council President	signed	
1/21/2020	1	City Council	adopted	Pass
1/7/2020	1	Finance & Governance Committee	approved by consent	

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 12-30-19

Requesting Agency: Technology Services
Division:

Subject Matter Expert Name:

Name: Joe Saporito

Email: joseph.saporito@denvergov.org

Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Amendment to On Call Technology Services Agreement between the City and County of Denver and Groundfloor Media, Inc. to extend the term and increase the maximum contract liability to provide marketing services.

Amends a contract with Ground Floor Media by adding \$1,400,000 for a new total of \$1,750,000 and two years for a new end date of 12-1-22 for on-call consulting services related to planning, managing, facilitating, and implementing marketing and branding initiatives for City departments, citywide (TECHS-201738498). The last regularly scheduled Council meeting within the 30-day review period is on 2-10-20. The Committee approved filing this item at its meeting on 1-7-20.

Affected Council District(s) or citywide? Citywide

Contract Control Number: TECHS-201738498

Vendor/Contractor Name (including any "DBA"): Ground Floor Media

Type and Scope of services to be performed:

Denver Marketing and Media Services (DMMS) conducted an RFP process in 2017 to establish multiple contracts with suppliers that will provide consulting services related to planning, managing, facilitating, and implementing marketing and branding initiatives for all City Department's programs, projects, events, and Citywide priorities. As this was the first time DMMS facilitated a procurement process of this nature, there was limited information available to establish individual contract maximums. Due to multiple City Agency requests as well as complex, multiyear marketing projects and campaigns, the current contract maximum is insufficient. The additional \$1,400,000 is estimated to be sufficient to be able to complete any future marketing projects throughout the duration of the contract.

Some examples of completed projects and/or projects in the queue:

- Denver Parks & Recreation - Game plan for 2A Funds
Develop and execute a strategic marketing, communications and outreach plan to let Denver residents know how 2A funds will be used to invest in city parks and report back to residents on the accomplishments.
- Denver Public Works, Solid Waste Management (Denver Recycles)
Created a strategic marketing campaign to educate Denver residents to recycle more, thereby reducing the amount of waste that goes to the landfill with the overarching goal of increasing waste diversion to 34%.

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment?

Was this contractor selected by competitive process or sole source?

Competitive process

For New contracts

Term of initial contract:

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term:

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

\$350,000

What is the length of the extension/renewal?

\$1,400,000

What is the revised total term of the contract?

\$1,750,000

If cost changing

What was the original value of the entire contract prior to this proposed change?

Three years

What is the value of the proposed change?

Two years

What is the new/revised total value including change?

Five years

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)