Dear Members of the Standardization Committee,

The Department of Administrative Services (DAS) Office of School Construction Grants and Review (OSCGR) is seeking a software application that will enable it to comprehensively collect, assess and analyze key metrics about the entirety of public school facilities in the state. The metrics are to relate to both the facility needs of current and future student populations and condition and expected major capital needs of existing facilities. This capability is needed in order to fulfill the Department's statutory responsibilities to assess and plan for the current and future school facility needs in the state.

This planning is in order to provide state administrative and legislative policy-makers with meaningful short and long term information on expected capital costs for school construction, including renovation and other major capital improvements, and, in particular, for the expected costs to the state in the School Construction Grant program. It is also to allow for fair distribution of School Construction Grant resources, based on objective measures of capacity needs and current conditions.

The state (previously under the State Department of Education) evaluated school facilities using the ED-050 survey. While this provided broad information about school facilities and districts' facilities needs, the imperative to reduce the costs under the School Construction Grant program has led to policy planning that requires considerably more in-depth data and data that meets a higher threshold of statistical continuity. Rather than rely on subjective assessments from various local and regional district facilities officials, data is required that is generated directly from the actual process of maintaining the facilities.

Through its work with school districts, OSCGR has become aware that a substantial proportion of the districts in Connecticut use at least some of the suite of software from one vendor, Dude Solutions, Inc. (DSI). Dude Solutions' software includes functionality allowing districts to generate and track work orders, plan facility maintenance and plan facility use and events. It has data analysis functionality that can allow, not only districts, but the state to analyze data generated from this work order and planning, in real time, into comprehensive modeling of facilities capabilities, facilities condition and capital needs.

In fact, the state, itself, already purchases the services of Dude Solutions. The Connecticut Technical High School System (CTHSS) uses this software for facilities management and metrics on an individual school basis. Expanding the use of this software into additional functionalities would allow both the CTHSS, as a system, and OSCGR, to use system-wide data to plan the facilities needs and future bond funding requests. In addition, the proposed upgrade in the features procured would allow CTHSS school

facilities personnel to use an automated work order system that would make building maintenance more efficient and cost effective.

The software suite from Dude Solutions also contains functionality that would fulfill OSCGR's requirements for its general SCG-050 survey of school facilities. It would include the data generated from this survey with its other data, allowing OSCGR the capability to significantly enhance the depth of analysis that can be made available to policy makers and the state and local level of government.

Dude Solutions says that it, "currently has software agreements with the 116 of the 166 school districts in CT (70%). This equals 416,000 student population or about 81% of students in CT are going to school that use DSI solutions. The ability to integrate and bring relevant data for the survey (i.e. Maintenance and preventative Maintenance) into DudeConnect or DudeIntelligence can only be done by DSI."

Dude Solutions says that, "DSI research indicates that no other company builds products which are identical to the products stated above. These products were designed exclusively for the unique needs of schools and incorporate the latest Internet design technology and remain truly unique in the market. Each product works in conjunction with the other DSI applications and are not designed to function/communicate with non-DSI based software."

While Dude Solutions says that it's "products can only be acquired through the DSI direct sales force and are not offered for resale by any other corporation," SHI, the state's software product reseller vendor, was asked to identify alternatives to the Dude Solutions software suite. However, the three software applications that they provided appear to be focused on facility event management. While Dude Solutions software does provide this functionality, it is not a functionality OSCGR requires. The three located by SHI were:

- Grenadine Event Planner, https://events.grenadine.co/
- Meeting Matrix, https://customers.meetingmatrix.com/Default.aspx
- Map Dynamics, https://www.map-dynamics.com/

In addition, a general review was done of the websites of a number of software applications obtained from a search index to identify possible competitors for the products Dude Solutions offers:

- FM: Systems, https://fmsystems.com/education/, appears focused on campuses of higher education institutions.
- SKYSITE, https://www.skysite.com/facilities/, does not appear to have the required focus on educational facilities.
- Vixxo, http://www.vixxo.com/, does not appear to have the required focus on educational facilities.
- Fiix, https://www.fiixsoftware.com/cmms/pricing/, does not appear to have the required focus on educational facilities.
- K12Tracker, http://www.k12tracker.com/tour.asp, is focused on school facilities, but appears to be focused on work orders rather the required integrated suite. It refers to itself as, "Simple School Work Order Tracking."
- Hippo, https://www.hippocmms.com/industry-solutions/school-maintenance-software, appears to provide services that may allow similar functionality, but the educational customers it offers for reference are institutions of higher education.

- Q Ware, http://www.qwarecmms.com/k-12-school-facilities.html, appears to provide services that may allow similar functionality, but its website says that it is, "utilized by more than 200 school districts." Since there are about 13,600 school districts in the U.S., it would appear unlikely that this product would be widely used in Connecticut.

While some software available appear that they may provide at least some of the functionality available through Dude Solutions' product suite, widespread utilization of Dude Solutions by Connecticut school districts, including the CTHSS, would mean that selecting any other product for the state's school facilities data and analysis needs would require re-creating a data infrastructure that is already present. This would appear prohibitively difficult for the state and an even more prohibitively difficult change for school districts.
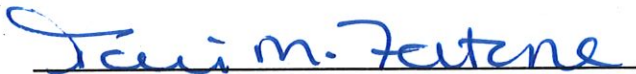
For these reasons, it appears that Dude Solutions, Inc. is, for all practical purposes, the sole source of the suite of software and data that is required by DAS in carrying out its responsibilities in analysis and planning for statewide and school district facility needs.

Sincerely,

Konstantinos Diamantis
Director
Office of School Construction Grants and Review
Department of Administrative Services

I am aware of the request to waive the competitive process and concurs with the justification.

Toni Fatone
Deputy Commissioner
Department of Administrative Services