

FOR CONSIDERATION

July 27, 2022

TO: The Board of Trustees

FROM: Thomas Falcone

SUBJECT: Consideration of Approval of the Selection of a Treasury Management System and Services

Requested Action

The Board of Trustees (the “Board”) of the Long Island Power Authority is requested to approve a resolution, attached hereto as **Exhibit “A”**, authorizing the Chief Executive Officer, or his designee, to engage Kyriba Corp. to provide a Treasury Management System and Services for the Long Island Power Authority and its subsidiary, the Long Island Lighting Company d/b/a LIPA (collectively, “LIPA”) for a term not to exceed five (5) years.

Background

LIPA has recently completed the implementation of a new Enterprise Planning System (“ERP”) to support improving LIPA financial operations. LIPA also identified opportunities to modernize its Treasury Management functions during the planning phase by implementing a new Treasury Management System supported by improved business processes. The new system will help the Finance and Treasury team enhance efficiencies, collaboration, and overall business performance.

Discussion

On April 26, 2022, LIPA issued a Request for Proposals (“RFP”) for experienced firms to provide a Treasury Management System and Services. On or before May 20, 2022, LIPA received timely proposals from two firms.

Responses from the two firms were evaluated according to the criteria set forth in the RFP by LIPA’s team composed of LIPA’s Director of Finance and Treasury, LIPA’s Manager of Accounting, and LIPA’s Senior Finance Analyst. After proposal evaluation, both firms were invited to conduct solution demonstrations based upon the script created by LIPA’s evaluation team.

Technical guidance was provided by LIPA IT, while LIPA’s Procurement Department, as required by State law, ensured compliance with Minority/Women Based Enterprise (MWBE), Service-Disabled Veteran-Owned Business (SDVOB) solicitation opportunities, as well as reviewed the cost aspects of each of the proposals.

Based on the evaluation, LIPA Staff recommends that Kyriba Corp. be awarded the contract to provide a Treasury Management System and Services. Kyriba Corp. demonstrated significant

experience providing systems for other utilities and suitability of software to LIPA's needs, including its ability to interface with LIPA's ERP, Microsoft Dynamics.

LIPA Staff estimates that the cost of the contract for the new Treasury Management System will be approximately \$945,000 over the next five years. These fees were determined to be reasonable for the scope of services provided for in the RFP.

Recommendation

Based upon the foregoing, I recommend approval of the above-requested action by adoption of a resolution in the form of the attached resolution.

Attachment

Exhibit "A" Resolution

**RESOLUTION AUTHORIZING THE ENGAGEMENT OF A FIRM TO PROVIDE A
TREASURY MANAGEMENT SYSTEM AND SERVICES**

NOW, THEREFORE, BE IT RESOLVED, that consistent with the attached Memorandum, the Chief Executive Officer or his designee be, and hereby is, authorized to engage Kyriba Corp. to provide Treasury Management System and Services for the Long Island Power Authority and its subsidiary, the Long Island Lighting Company d/b/a LIPA for a term not to exceed five (5) years.

Dated: July 27, 2022