

**From:** Jeremiah Johnson <[jeremiah.johnson@dlt.com](mailto:jeremiah.johnson@dlt.com)>  
**To:** "paul.leger@pittsburghpa.gov" <[paul.leger@pittsburghpa.gov](mailto:paul.leger@pittsburghpa.gov)>  
**Cc:** Daryl Savage <[daryl.savage@dlt.com](mailto:daryl.savage@dlt.com)>, "lourdes.sanchezridge@pittsburghpa.gov" <[lourdes.sanchezridge@pittsburghpa.gov](mailto:lourdes.sanchezridge@pittsburghpa.gov)>  
**Subject:** FW: DLT Contract Position

Hi Paul-

I hope all is well. Please find the correspondence between our VP of Contracts and Gwen Moorner concerning the language of the 5 year contract between DLT, City of Pittsburg and Allegheny County. The City of Pittsburg annual amount is the \$459,499.14.

Please let me know if you have any more questions.

Thanks,

Jeremiah Johnson | Team Lead, Renewals  
Direct 703-708-9122 | Fax 866-419-7926  
[www.dlt.com](http://www.dlt.com)<[www.dlt.com](http://www.dlt.com)>

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[cid:image008.jpg@01CFAB11.7C56A2C0] <<http://www.youtube.com/user/DLTSolutionsVideos>>

**From:** Daryl Savage  
**Sent:** Tuesday, May 06, 2014 4:00 PM  
**To:** Jeremiah Johnson  
**Cc:** [gwen.moorner@pittsburghpa.gov](mailto:gwen.moorner@pittsburghpa.gov)  
**Subject:** RE: DLT Contract Position

Jeremiah

As you know I represented DLT in its negotiations with Pittsburgh and Allegheny County on the contract. It was always understood that the deal was for a 5 year term and the language in Section B. 1 of the contract makes that clear. You may not be aware but at the time that this deal was signed, Pittsburgh was emerging from bankruptcy and one of the conditions set by the Bankruptcy court was that Pittsburgh have in place a viable accounting system. The City simply did not have the resources to fully fund the deal and so the State stepped in and with the proviso that it work with the County, the funds were allocated for the deal. The only way that the deal was viable for Oracle and DLT was for it to be a 5 year deal that could grow based upon the \$800M operating budget numbers and the potential addition of new users.

Please contact me with any questions.

Daryl Savage | Vice President, Contracts and Legal Counsel  
Direct 703-708-9631 | Fax 866-708-6867 | Mobile 703-625-9656  
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<<http://www.linkedin.com/company/dlt-solutions>> [cid:image004.jpg@01CF6940.29796A00] <<http://blogs.dlt.com/>>

**From:** Jeremiah Johnson  
**Sent:** Tuesday, May 06, 2014 2:06 PM  
**To:** Daryl Savage  
**Cc:** [gwen.moorner@pittsburghpa.gov](mailto:gwen.moorner@pittsburghpa.gov)<<mailto:gwen.moorner@pittsburghpa.gov>>  
**Subject:** FW: DLT Contract Position

Hi Daryl-

I hope all is well. Per our discussion yesterday, can you please reply to this email DLT's position on the 5 year City of Pittsburg agreement we spoke with Oracle about last week?

Thanks,

Jeremiah Johnson | Team Lead, Renewals  
Direct 703-708-9122 | Fax 866-419-7926  
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<<http://www.linkedin.com/company/dlt-solutions>> [cid:image004.jpg@01CF6940.29796A00] <<http://blogs.dlt.com/>>  
From: Moorer, Gwen [<mailto:gwen.moorer@pittsburghpa.gov>]  
Sent: Tuesday, May 06, 2014 12:34 PM  
To: Jeremiah Johnson  
Cc: Brendan Delaney; Yvonne Schlosberg  
Subject: DLT Contract Position

Jeremiah,

As per our conversation yesterday, please provide me with an email confirming DLT and JDE/Oracle's position on the Contractual commitments for the City of Pittsburgh.

Also, we need to understand the system capabilities within each module in order to determine which modules we may consider implementing. I have requested that Pej provide us with the JDE/Oracle contact who can work with us. Please confirm what DLT's responsibility is in providing us with this information.

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Thank you,

Gwen Moorer

Financial Systems/Project Manager

City of Pittsburgh

Department of Innovation and Performance

Phone: 412.255.2653, Fax: 412.255.2355



DLT Invoice Questioning  
letter.doc



Fully Executed Ordering  
Document ...28-2011.pdf



DLT Invoice Questioning  
letter.doc



**Sent:** Friday, December 10, 2010 09:17 AM

**To:** Regan, Daniel <Daniel.Regan@city.pittsburgh.pa.us>; McKenzie, Kathleen K.

**Cc:** Barbara McNees <bmcnees@alleghenyconference.org>; hsciortino@comcast.net <hsciortino@comcast.net>;

Lamb, Michael <Michael.Lamb@city.pittsburgh.pa.us>; Zober, Yarone <Yarone.Zober@city.pittsburgh.pa.us>;

Lyons, Nick <Nick.Lyons@city.pittsburgh.pa.us>; Flynn, James; Wojcik, Michael H.; bryan.howe@oracle.com

<bryan.howe@oracle.com>; Mark Zimmerman <mark.zimmerman@oracle.com>; Ben Henning

<ben.henning@dlt.com>; Daryl Savage <daryl.savage@dlt.com>

**Subject:** RE: ERP Enterprise Employees

Dan,

I understand there is some concern within the City and County about the potential split of the licenses if the City were to exercise its right 5 years from now to exit its agreement with the County. While we are agreeable to whatever the City and County decide on how any split would look, DLT is unable to increase (or change in any way) the size of the operating budget or employee count in the currently pending license agreement. This is strictly due to accounting constraints that exist due to the previously negotiated agreement that restrict our flexibility. Essentially, the basis of bargain must remain the same in order for DLT to transact the currently pending offer at the included discounts.

That said, the Ordering Document provides a way for either the City or County to increase the number of employees or amount of operating budget at any time at a pre-negotiated price. Specifically, either party may purchase 1,300 employees for an additional license fee of \$65,859.83, as well as an additional 160 Million Operating Budget for \$153,793.04. This language is found in Section D of the Ordering Document, and Expansion Exhibit A.

So, while we cannot change the size of the license at no cost, we do have already negotiated and deeply discounted costs in place to expand the license by either party as required. Clearly, the need to expand the size of the license does not exist today, but rather would only be needed if the City chooses to split the license 5 years from now and their license requirements become larger than they are currently.

I understand the parties concern, which is essentially that 5 years from now, they may be under-licensed on the Payroll/HR products should the City choose to go it alone, but, on the other hand, it will likely only cost \$66K to grow the license to suit the then current requirements. That seems like a very small price to potentially pay (i.e. worst case) in lieu of the many benefits and extremely discounted costs represented in the offer.

Please contact me with any questions.

Russ

Russ Holmes  
Senior Vice President, Enterprise Applications  
DLT Solutions  
Direct 703-773-1181  
Toll Free 888-358-4472  
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**From:** Regan, Daniel [mailto:Daniel.Regan@city.pittsburgh.pa.us]

**Sent:** Wednesday, December 08, 2010 1:24 PM

file://H:\Municipal\ERP Agreement\McKenzie.email.Re ERP Enterprise Employees12.10... 12/21/2010

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