



Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.

The Auditor Controller/Treasurer Tax Collector (ACTTC) requires a new revenue collection management system to replace the current Revenue Plus Collector System (RPCS) which is set to sunset on June 30, 2025.

The brief history: Columbia Ultimate Business System, LLC, a subsidiary of Finvi, (Finvi) developed and administers the proprietary RPCS software. Avenu acquired Finvi's State and Local Government Division on January 17, 2024, along with its RCPS and RevQ. Avenu continues to provide supports for ACTTC and other counties using RPCS to allow time to find a replacement system.

For ACTTC, due to the looming sunsetting of this system on June 30, 2025, the time constraint makes Avenu the only candidate that could provide both the continual support during transition for operational need and as well a team with knowledge of the ACTTC's legacy system, RPCS. The knowledge of the RPCS's infrastructure should be considered a bonus to allow for less reliance on ACTTC to understand RPCS. Without a collection system, ACTTC would not be able to perform the functions need to stay in compliance.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Avenu insights and Analytic, LLC
Attn: Contracts Department
5860 Trinity Parkway, Suite 120
Centreville, Virginia 20120
435.557.1347
contracts@avenuinsights.com
cc: Justin.Norton@avenuinsights.com

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The initial subscription term is from June 24, 2025, through June 23, 2026. After this period, the agreement will automatically renew for successive one-year terms unless either party provides written notice of termination at least 60 days before the end of the then-current term.

The total cost for the initial subscription term is \$395,124.00, which includes a one-time programming services fee of \$175,500.00 and an annual subscription fee of \$219,624.00 (\$18,302.00 per month). After the initial term, each one-year renewal will be subject to a 5% annual escalation. Given the critical nature of this transition and Avenu's status as the sole viable vendor, our office has reached out to the CAO for pre-approval of an evergreen agreement.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

In addition to the information provided in number 1, compared to the current CUBS/RPCS system, RevQ has a more user-friendly interface as well as features that would be beneficial for the need of ACTTC. One key difference is the built-in skip tracing feature, which runs automatically. Currently, ACTTC staff have to research information in a separate system and enter and update data in CUBS/RPCS. Another feature is the automated texting that would be useful in the ACTTC's collection effort.

5. Explain why the unique qualities and/or capabilities described above are essential to your department.

Please refer to number 1, where our main operation concerns is laid out and explain why Avenu would be fitting for this sole source request.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.

In addition the what have been provided in number 1, to verify that Avenu is the sole vendor capable of meeting ACTTC's needs, ACTTC reached out to a few counties in California facing the same sun setting deadline. This included outreach to other counties that are in the middle of implementation or have gone from RPCS to RevQ. These counties reported that RevQ was their sole available option to match the need of their county, primarily due to the phased-out status of RPCS and the technical limitations of other available systems.

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Requested By:

Tax Collections Chief

Title

[\[✕ Sign\]](#) Double click!

I approve this request to sole source for the service(s) and/or product(s) identified herein.

ogarcia 6/12/2025 9:17:22 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 6/12/2025 1:41:56 PM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!