

Q&A Responses

Bidders Conference Questions

Q#1: Is there a current existing Enterprise Resource Planning (“ERP”) system for the Los Angeles County Affordable Housing Solutions Agency (“LACAHS”)?

Answer: There is no existing ERP system licensed to LACAHS. LACAHS is currently using Sage Intacct through EisnerAmper’s existing license.

Q#2: Have you had any demonstrations of ERP solutions?

Answer: No, vendor demonstrations will occur during the demonstration timeframe specified within the request for proposal (“RFP”) (May 19-26, 2026).

Q#3: For HR/Payroll, how many employees are there at LACAHS? What is the number that should be used for proposals if expecting to add more employees as the organization grows?

Answer: As of April 30, 2026, LACAHS had 23 full-time employees. If headcount assumptions are to be made in connection with a proposal submission, please use a headcount of 35 full-time employees.

Q#4: What has LACAHS budgeted for this project?

Answer: Included within LACAHS’s proposed FY 26-27 budget, which remains subject to Board approval, is a provision for implementation consulting in the amount of \$450,000 and a provision for an ERP annual subscription in the amount of \$225,000. These amounts represent estimates based on information provided by EisnerAmper. LACAHS understands that the ultimate cost of implementing and maintaining the appropriate system may vary. Staff believes that LACAHS has access to resources sufficient to implement and maintain the system that is ultimately determined to be best suited to meet LACAHS’s current and future business requirements.

Q#5: Has LACAHS hired a consultant for this RFP?

Answer: No, this will be a two-phased RFP approach. The first RFP is for the selection of the system. Once a system is selected, LACAHS will release another RFP for an implementation consultant.

Q#6: Would you consider a two-week extension for proposal submission?

Answer: The current proposal timeline fits the LACAHSa board approval timeframe. Currently, there is no consideration for extension, however, LACAHSa is open to receiving feedback regarding concerns about applicants' ability to put forth competitive proposals on the timeline set forth in this RFP. Please reach out via email, ERP-RFP@LACAHSa.GOV, if there are any concerns regarding the stated deadlines.

Q#7: Is Sage Intacct playing a role in your operating model going forward? If so, what functionality will be in the new ERP vs Sage? Will Sage be used going forward and will the new ERP need to integrate with Sage?

Answer: This RFP is for a fully functional ERP system. If Sage Intacct is not selected through this RFP, the ERP chosen will replace Sage and no integration will be needed.

Q#8: Did you say there will be a separate RFP for implementation vs the software?

Answer: Correct, this RFP is intended just for the ERP software. A separate RFP will be released for the implementation consultant.

Q#9: Is Sage not meeting the requirements today which is why you are going out to bid on a new ERP?

Answer: LACAHSa initially partnered with LA County as its fiscal agent, which meant that they were responsible for maintaining our financial books and records. As a result, we had limited direct visibility of the system chosen to maintain these records. Sage has served as an intermediate step in the process to full conversion. The instance of Sage currently in use is licensed to EisnerAmper.

As a governmental agency, we are required to follow formal procurement procedures to evaluate and select the best long-term solution for LACAHSa. This process is not a reflection of Sage underperforming, but rather an effort to ensure we implement a system that can effectively support and scale to meet our organization's future needs.

Q#10: What is the relationship between EisnerAmper and LACAHSa?

Answer: EisnerAmper serves in a multitude of roles for LACAHSa. They provide back-office accounting support, offering additional capacity and specialized expertise to complement our internal team. In addition, they assist with treasury compliance and provide support with the ERP RFP process.

Emailed Questions

Q#11: The Budget 1-1 form has a tab One Time that is mostly all implementation costs. [Applicant] can only be implemented by [Applicant] Services. It is SaaS and [Applicant] owns the technology stack optimized in the most secure [Applicant] Cloud and only [Applicant] Services implements our solution and of course only [Applicant] supports it. That is part of the SaaS Subscription. Why have a later phase of implementation? You will have our costs and complete solution in your hands after submission.

Answer: LACAHSa is undertaking a two-phased approach to implementing the ERP system because it desires to have the system that is best suited to its needs and it desires to achieve implementation in the most efficient and effective manner. LACAHSa believes that competitive processes are the optimal means to accomplish each of these objectives. To the extent that there are no alternatives available to fulfil the implementation consultant role, LACAHSa's procurement policy provides for a sole source exception to the competitive solicitation process. It has been staff's prior experience that favorable results are not always achieved when the system vendor fulfils the role of implementation consultant.

Q#12: Are you pleased with the capabilities of Sage Intacct?

Answer: LACAHSa is a newly formed government agency, and the scope of its operations is increasing and evolving. LACAHSa has not had an opportunity to conduct an evaluation of the suitability of the Sage Intacct system against its evolving business requirements. Therefore, LACAHSa does not have sufficient information to determine the adequacy of the Sage Intacct system in meeting LACAHSa's business requirements as set forth in the RFP.

Q#13: In regard to the HR (HCM/Payroll/Learning) requirements, what are you seeking in terms of both scope and pricing within the proposal?

Answer: LACAHSa currently utilizes BambooHR as its system of record for HR, payroll, and talent management. While HR related requirements are included within the Business Requirements template, we request that these be presented as optional modules within vendor proposals to support future consideration of a transition to the ERP's native HR capabilities.

The information provided on HR functionality and associated pricing will be used primarily to assess long-term alignment and future fit. At this stage, we do not require firm pricing commitments for these optional modules; however, to understand the potential cost implications of incorporating HR capabilities within the broader ERP solution, you may add additional modules/SKUs and associated pricing lines within the "Optional Services" tab of Attachment 2 Budget Template as well as describe how the proposed solution can support these requirements functionally within Attachment 3 - Business Requirements.

Q#14: Can you provide clarification surrounding Business Requirement #015 and if LACAHSa currently utilizes a property/asset management system or would like proposals to contain

solutions regarding operation and maintenance functionality as part of the ERP platform or through integration for financial and reporting purposes?

Answer: LACAHS does not currently utilize a dedicated property management system (e.g., RealPage, Yardi). As part of the proposal, we request that vendors include potential property/asset management solutions as optional components for future consideration and potential integrations as well.

This information will support our evaluation of long-term system capabilities and scalability, should we decide to incorporate property/asset management functionality at a later stage.

Q#15: Can you provide the current number of employees within LACAHS today and projected total number of employees for the following 4-year period?

Answer:

2026: 23 FTE

2027: 36 FTE

2028: 40 FTE

2029: 42 FTE

2030: 45 FTE