



## City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:	File No.:	Item Type:	1 <sup>st</sup> Reading	2 <sup>nd</sup> Reading	
<b>6/10/2026</b>	<b>26-187</b>	<input checked="" type="checkbox"/> <b>Resolution</b> <input type="checkbox"/> <b>Ordinance</b> <input type="checkbox"/> <b>Other</b>	Ordinance Reading	<b>N/A</b>	<b>N/A</b>
			Public Hearing	<input type="checkbox"/>	<input type="checkbox"/>
			Advertising Required	<input type="checkbox"/>	<input type="checkbox"/>
			Quasi-Judicial:	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal Impact (\$):	Account Balance (\$):		Funding Source:	Project Number:	
<b>\$113,592</b>	<b>\$9,284 for FY26 See below for remaining years</b>		<b>1610-554040</b>	<b>N/A</b>	
Contract Required:	P.O. Required:	RFP/RFQ/Bid Number:	Sponsor Name:	Department:	
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>N/A</b>	<b>Geovanne Neste, Finance Director</b>	<b>Finance</b>	
Strategic Plan Focus Areas:					
<input checked="" type="checkbox"/> <b>Fiscal Stability</b>	<input checked="" type="checkbox"/> <b>Resident Services</b>	<input type="checkbox"/> <b>Public Safety</b>	<input type="checkbox"/> <b>Infrastructure &amp; Mobility</b>	<input type="checkbox"/> <b>Economic Development &amp; Affordable Housing</b>	
Implementation Timeline:					
Estimated Start Date: 6/30/2026			Estimated End Date: 6/29/2029		

**SHORT TITLE:**

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF HALLANDALE BEACH, FLORIDA AUTHORIZING A THREE YEAR RENEWAL OF THE LICENSE AGREEMENT WITH FLOQAST, INC. FOR AN AMOUNT NOT TO EXCEED ONE HUNDRED, THIRTEEN THOUSAND, FIVE HUNDRED AND NINETY-TWO DOLLARS (\$113,592); AND PROVIDING AN EFFECTIVE DATE.**

**STAFF SUMMARY:**

**Summary:**

The Finance Department is requesting City Commission approval of a three-year software renewal agreement with FloQast, Inc. for its Close Automation software platform, covering the period from June 30, 2026 through June 29, 2029. The total three-year renewal cost is \$113,592, broken down as follows: Year 1 - \$36,750, Year 2 - \$37,853, and Year 3 - \$38,989. FloQast, Inc. has already executed the renewal order; this item authorizes the City Manager to countersign on behalf of the City.

## **Background:**

The City's Finance Department closes its books each month to ensure that financial records are accurate, complete, and ready for reporting. The monthly close process involves reconciling hundreds of general ledger accounts, verifying that subsidiary ledgers tie to the general ledger, resolving discrepancies, and documenting the results. Prior to implementing FloQast, Inc., this process was managed manually using spreadsheets and email, which was time-consuming, difficult to track, and prone to delays. As Governmental Accounting Standings Board (GASB) reporting requirements continued to expand, the need for a more structured and efficient close management tool became critical.

In December 2024, the Finance Department entered into an initial agreement with FloQast, Inc. for its Close module, which provides a centralized platform for managing the monthly close checklist, automating account reconciliations, and tracking task completion across staff. The original contract covered a two-year term at \$24,500 per year for one Close license, two Ops users, and nine Advanced users.

In June 2025, the contract was restructured to expand the platform's capabilities. The restructured bundle added Variance Analysis, AI Transaction Matching, and Reconciliation Automation modules, increasing the annual contract value from \$24,500 to \$36,750. FloQast applied a \$12,250 credit for the unused portion of the original contract, resulting in a net payment of \$24,500 for the restructured year. This mid-term upgrade is a key component of Finance's transformation initiative to leverage AI and automation tools to reduce the time and effort required for monthly closes.

The restructured bundle, branded as "Close Automation," consolidates all FloQast modules into a single product line and includes up to 50 users, unlimited read-only and audit users, AI-assisted matching for up to 150,000 annual transactions, automated reconciliation sign-off agents, amortization and depreciation tracking, subledger API tie-out, and access to FloQademy training resources. The Finance Department is still in the implementation and training stages for several of the platform's newer modules; however, the tool has shown promising results in streamlining close management workflows and the Department is confident in its long-term value to the organization.

The table below summarizes the payment schedule, including the negotiated credit and amounts paid to date:

<b>Invoice Date</b>	<b>Amount Paid</b>	<b>Service Period</b>	<b>Notes</b>
1/3/2025	\$24,500	12/31/24 – 12/30/25	Original Close contract
6/30/2025	\$24,500	7/1/25 – 6/29/26	Restructured bundle (net of \$12,250 credit)
	<b>\$49,000</b>		<b>Total Paid to Date</b>

## **Current Situation:**

The Finance Department continues to utilize FloQast, Inc. as a core component of its monthly and year-end close processes. The software enables staff to manage close checklists, automate account reconciliations, and track task completion from a single platform, significantly reducing the time required to close the books each month. AI Transaction Matching and Reconciliation Automation modules were added in the June

2025 restructure to further reduce manual effort by automating high-volume transaction matching and enabling auto-sign-off on clean reconciliations. However, implementation and training are still ongoing on these modules for completion by September 30, 2026.

The proposed three-year software renewal consolidates all modules under a single “Close Automation” product at \$36,750 for Year 1 (a 0% increase over the current rate), \$37,853 for Year 2 (3.0% escalator), and \$38,989 for Year 3 (3.0% escalator). These escalators are well below the 6% annual cap permitted under the current contract. Because the three-year renewal commitment of \$113,592 exceeds the City Manager’s delegated spending authority, City Commission approval is required.

Below is a breakdown of the request:

Term	Amount Per Year
6/30/2026 – 6/29/2027	\$36,750
6/30/2027 – 6/29/2028	\$37,853
6/30/2028 – 6/29/2029	\$38,989
<b>3-YEAR TOTAL</b>	<b>\$113,562</b>

Below is the budget impact per fiscal year of the request:

Fiscal Year	Amount Per Year
FY 2025-26 (6/30/26 – 9/30/26)	\$9,284
FY 2026-27	\$37,029
FY 2027-28	\$38,140
FY 2028-29 (10/1/28 – 6/29/29)	\$29,139
<b>TOTAL</b>	<b>\$113,562</b>

**Why Action is Necessary:**

Pursuant to Code of Ordinances, in accordance with Procurement Code Section 23-10, Exception to competitive solicitation requirements, (6) Other exceptions, c. On-going maintenance and support of existing software/hardware and on-going maintenance, monitoring, and support of existing security software and hardware and alarm software and hardware. Furthermore, Section 23-9, Award, (e) The City Manager may award procurements within the delegated spending authority. All other procurements, except emergency procurements, require commission approval for award.

**Cost Benefit:**

FloQast’s Close Automation platform reduces the time required for monthly financial closes by automating account reconciliations, streamlining task management, and providing real-time visibility into close progress. The AI Transaction Matching module alone is capable of processing up to 150,000 transactions annually, eliminating hours of manual matching work each month. These efficiencies allow Finance staff to redirect time toward higher-value activities such as financial analysis, budget development, and audit preparation.

The three-year renewal locks in pricing at escalators well below the 6% contractual cap (0% in Year 1, 3% in Years 2 and 3), providing cost predictability for budget planning. The renewal also ensures continuity of a platform that Finance staff are already trained on,

