

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

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FROM: Bob Doyle, Sheriff-Coroner-PA

SUBMITTAL DATE:
04/11/05

SUBJECT: Sole Source Purchase of Software for the County
Public Administrator from Panoramic Software, Inc.

RECOMMENDED MOTION: Approve the sole source purchase of a software program from Panoramic Software, Inc. for the amount of \$39,500, without securing competitive bids, in accordance with Ordinance 459.4.

BACKGROUND: The County Public Administrator uses DOS-based software, installed by Panoramic Software in 1982, to provide fiduciary accounting and case management for decedents' estates. The program is sorely outdated, and Panoramic has offered the County a Windows-based program that utilizes database file storage on the Internet.

The Sheriff's Department has surveyed the members of the California Association of Public Administrators/Public Guardians/Public Conservators on the marketplace for Public Administrator database software. The Department determined that Panoramic, is the only company that offers software specifically developed for use by Public Administrators. In addition to Riverside, the Panoramic software is currently installed in the counties of Humboldt, Imperial, Madera, Mendocino, Orange, San Diego, San Francisco, San Mateo, Santa Barbara, Santa Cruz, Solano, Sonoma, Stanislaus and Yolo. San Bernardino County has also recently purchased the program.

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Janis K Conkley for

Bob Doyle, Sheriff-Coroner-PA

Purchasing: *[Signature]* ASST. Director
Departmental Concurrence

FINANCIAL DATA	Current F.Y. Total Cost:	\$13,500	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$13,500	Budget Adjustment:	No
	Annual Net County Cost:	\$13,000	For Fiscal Year:	FY 2004-05

SOURCE OF FUNDS: Departmental Budget	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:
APPROVE

County Executive Office Signature *[Signature]*

Dep't Recomm.: Consent Policy
Per Exec. Ofc.: Consent Policy

Further, Panoramic is the only company that offers a web-based application. Utilizing the Internet for program and file storage provides cost savings for desktop and user support, and the Public Administrator's database capacity becomes virtually unlimited. Panoramic hosts the web service and provides maintenance, guaranteeing backup and full recovery of all information. The firm will meet the County standard for security of client data on the Internet.

Unlike the DOS-based program, the new program will interface fully with all Microsoft products allowing the user to attach scanned images and digital photographs to case files, and download financial data for analysis and public document preparation.

JUSTIFICATION: The only other software that Public Administrator staff was able to find is sold and installed by the firm, CompuTrust. Its software, developed for use by Public Guardians, would require extensive customization for use by a Public Administrator's office. At present, CompuTrust has only one customized installation in the Western U.S., the Washoe County Public Administrator in Nevada. Based on estimated customization costs provided by CompuTrust and their higher ongoing monthly usage fee, it has been determined that the selected vendor, Panoramic is approximately \$10,000 lower in cost than the competition over a three year period. In addition, since CompuTrust does not offer a Web-based program, the Public Administrator's Bureau will have to purchase a new computer server to run the program, recently priced at \$15,000.

PRICE REASONABLENESS: Since the County has been a long time customer, Panoramic is offering the software at its guaranteed lowest possible price, \$39,500. Public Administrator staff has confirmed that the County price is lower than that recently paid by San Bernardino County, a new user of the program. In addition, Panoramic is permitting the County to pay for the upgrade in three annual installments, interest free.

Panoramic will charge a \$1,500 monthly fee to host the web site, support and maintain the database and install all future program upgrades. This monthly fee will be paid from interest received on the Public Administrator's trust account.