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



FROM: Riverside County Information Technology

SUBMITTAL DATE:
March 14, 2007

SUBJECT: Approval of Renewal for Gartner's Core Research Services for the County of Riverside without Securing Competitive Bids

RECOMMENDED MOTION: That the Board of Supervisors approves the purchase of subscription renewal for Gartner Core Research Services to begin May 1, 2007 through April 31, 2008, without securing competitive bids in accordance with ordinance 459.4 pursuant to the Purchasing Agent awarding the contract on behalf of the County.

BACKGROUND: Since October of 1997, the County of Riverside has used Gartner to provide technology analysis, models and services to aid the County in the development of technology standards and guidelines, as well as provide independent analysis regarding technology directions. (Continued on Page 2)

Greg R. Prodd
For Matthew W. Frymire
Chief Information Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 56,175	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2006-07

SOURCE OF FUNDS: ISF Chargeback Dept ID 7400100000	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

Purchasing: *[Signature]*
Assistant Director
Departmental Concurrence

Policy
 Policy

Consent
 Consent

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

Prev. Agn. Ref.: | District: | Agenda Number:

3.27

BACKGROUND: (Continued)

The County has used this subscription service to develop County technology standards and guidelines, and research new technologies and directions such as ERPs (used to assist OASIS in the selection of Peoplesoft), Communication Infrastructures, Radio Technologies, Security Directions and Speech Technologies.

Gartner provides industry technical experts that assist organizations in their vendor selections. Their services help organizations make effective decisions and selections in a market where technology and communication providers continue to be volatile. In addition, they assist in pricing negotiations to ensure best values are received and comparable to other similar sized organizations.

In the fall of 2003, the California County Information Services Directors Association (CCISDA) went out to RFP for Industry Research firms to award to all responsible vendors. This was done in an effort to get better volume pricing through a consolidating government-purchasing vehicle. This three-year contract was awarded to Gartner in May 2004 and is intended for City, County and other local government entities. The County of Riverside took advantage of the contract award and was able to convert to the lower pricing realized from this effort. This contract was recently renewed by CCISDA in February 2007, and Riverside County wishes to continue our subscription through this contract award.

The services utilized by Gartner are: monthly research notes (on trends and directions), access to Gartner analysts, on-line access to research, daily e-mails on the latest technology happenings, and access to Gartner conferences.

Although the subscription service has been primarily used by RCIT, the Department of Public Social Services and Riverside County Regional Medical Center have also subscribed to this same service. The Assessor-Clerk-Recorder is also asking for a subscription this year.



We help make Riverside County run.

Matthew W. Frymire
Chief Information Officer

Memorandum

To: Board of Supervisors

Date: March 19, 2007

Via: Purchasing Agent

From: Mathew Frymire, CIO

Subject: Sole Source Procurement - Request for Approval of Renewal for Gartner's Core Research Services for the County of Riverside without Securing Competitive Bids

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: Gartner Research Subscription.

Supplier being requested: Gartner.

Alternative suppliers that can or might be able to provide supply/service: Yankee Group and Forrester Research.

Extent of market search conducted: Consistent review of research offerings annually.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: Since October of 1997, the County of Riverside has used Gartner to provide technology analysis, models and services to aid the County in the development of technology standards and guidelines, as well as provide independent analysis regarding technology directions. The County has used this subscription service to develop County technology standards and guidelines, and research new technologies and directions such as ERPs (used to assist OASIS in the selection of Peoplesoft), Communication Infrastructures, Radio Technologies, Security Directions and Speech Technologies. Gartner continues to be the number one provider in technology research, and is the most quoted research company in technology business. None of the other providers have a government specific practice.

Reasons why my department requires these unique features and what benefit will accrue to the county: Gartner provides industry technical experts that assist organizations in their vendor selections. Their services help organizations make effective decisions and selections in a market where technology and communication providers continue to be volatile. In addition, they assist in pricing negotiations to ensure best values are received and comparable to other similar sized organizations.

Price Reasonableness: In the fall of 2003, the California County Information Services Directors Association (CCISDA) went out to RFP for Industry Research firms to award to all responsible vendors. This was done in an effort to obtain better volume pricing through consolidating government-purchasing vehicle. This three-year contract was awarded to Gartner in May 2004 and is intended for City, County and other local government entities. The County of Riverside took advantage of the contract award and was able to convert to the lower pricing realized from this effort. This contract was recently renewed by CCISDA in February 2007, and Riverside County wishes to continue our subscription through this contract award.

Does moving forward on the product or service further obligate the county to future similar contractual arrangements? No.

Greg R. Ford 20-MAR-07
Department Head Signature Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove

[Signature] *3-20-07*
Purchasing Agent Date