

**SUBMITTAL TO THE FLOOD CONTROL AND  
WATER CONSERVATION DISTRICT BOARD  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

817B



**FROM:** General Manager-Chief Engineer

**SUBMITTAL DATE:**  
November 20, 2007

**SUBJECT:** W2D CD Data, Maps and Street Maps-Riverside and San Bernardino Counties  
First American Real Estate Solutions (FARES)

**RECOMMENDED MOTION:**

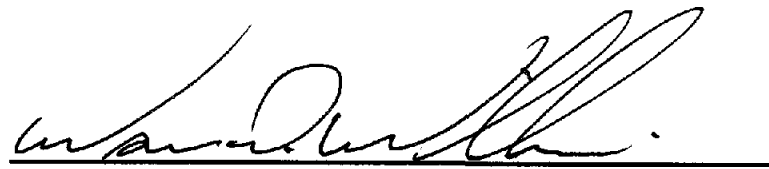
1. Approve the sole source annual subscription between the District and First American Real Estate Solutions
2. Direct the Purchasing Department to issue a purchase order on behalf of the District.

**BACKGROUND:**

The District has a 9+ year relationship with FARES where they have provided us with access to their high quality products that deliver a broad range of property information. FARES proprietary databases are updated daily with sales and mortgage information covering all properties in Riverside and San Bernardino counties. Their databases are composed of real estate transactions: mortgage and sales data, demographics, and property characteristics. They also have house maps, automated valuation tools, document images, sales comparable tools and analytical services.

(continued on page 2)

GG:mc


  
**WARREN D. WILLIAMS**  
 General Manager-Chief Engineer

<b>FINANCIAL DATA</b>	Current F.Y. District Cost:	\$26,041.02	In Current Year Budget:	Yes
	Current F.Y. County Cost:	\$0	Budget Adjustment:	No
	Annual Net District Cost:	\$0	For Fiscal Year:	07-08

<b>SOURCE OF FUNDS:</b> 48080 947320 523840 Data Processing Computer Equipment - Software	<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
	<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE


BY:   
 Alex Gann

**County Executive Office Signature**

Prev. Agn. Ref.: \_\_\_\_\_ District: All Agenda Number: \_\_\_\_\_

11.3

FISCAL PROCEDURES APPROVED  
IVAN M. CHAND, FINANCE DIRECTOR

BY:  11/7/07

Departmental Concurrence: IVAN M. CHAND

  
 Purchasing: Mark Seiler, Assistant Director

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

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**Page 2**

**BACKGROUND Continued:**

Through the new subscription we will continue to receive their specialized data and software solutions which are a valuable tool for researching property transactions in Riverside County. The database, software and tools included in Win2Data are used extensively by District staff in the Right of Way Acquisition and Right of Way Engineering sections. Win2Data is also utilized when researching citizen complaints and District parcel holdings.

The FARES Win2Data database is unique in that no other single data source provides the scope of coverage both in geography and depth of data, currency and freshness of transactions and an overall accuracy that is afforded in 75 points of quality control. To continue receiving their monthly CD service, we need to renew our subscription with FARES.

This is a sole source purchase since the databases and associated software are proprietary to First American Real Estate Solutions.

The cost of the FARES W2D Data, Maps and Street Map product is fair and reasonable as pricing has been quoted at a lower cost per license from last year.

**FINANCIAL:**

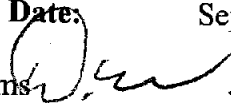
Funds for the subscription are included in the District's Data Processing budget for FY 2007-08.



# M E M O R A N D U M

## RIVERSIDE COUNTY FLOOD CONTROL AND WATER CONSERVATION DISTRICT

**Date:** September 25, 2007

**From:** Warren D. Williams  - **Department/Agency:** Flood Control District

**To:** Board of Supervisors

**Via:** Purchasing Agent

**Subject:** Sole Source Procurement Request for One (1) W2D CD Data, Maps and Street Maps – Riverside and San Bernardino Counties and fifty-six (56) Network User Licenses

The information below is being provided in support of our District 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:** Annual subscription services renewed on a yearly basis for the previous 9 years by vendor to provide the Flood Control District with end-user license capabilities to access property information from the vendor.

**Supplier being requested:** First American Real Estate Solutions (FARES)

**Alternative suppliers that can or might be able to provide supply/service:** None

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** FARES has an established 9+ year relationship with the District (Account # RR220007), where they have provided us with the access to their products that deliver a broad range of information. The mutual goal is to provide us access to their high quality data products that we have been relying on for almost a decade. With access to multiple data sources and the most robust proprietary database of its kind, FARES is ranked as the #1 resource for Real Estate information in America.

**Reasons why my department requires these unique features and what benefit will accrue to the county:** FARES proprietary databases are updated daily with sales and mortgage information covering all properties in Riverside and San Bernardino counties. Their databases are composed of real estate transactions: mortgage and sales data, demographics, and property characteristics. They also have house, maps, automated valuation tools, document images, sales comparable tools and analytical services. Their specialized solutions are unique in that no other single data source provides the scope of coverage both in geography and depth of data, currency and freshness of transactions, and an overall accuracy that is afforded in 75 points of quality control. Their closest competitor is a distant second with their coverage (close to 1300 jurisdictions compared to FARES 2500+) and even further behind in currency (monthly compared to FARES daily).

**Price Reasonableness:** FARES costs for the next yearly agreement have been reduced. Last year's cost was \$361.96 per user license. Next year's cost is \$350.15 per user license.

**Does moving forward on this product or service further obligate the county to future similar contractual arrangements?** As a Government entity, our subscription for services will not automatically renew each year. However, our subscription can be renewed upon FARES receiving and accepting a purchase order for the subscription for the subsequent year. The purchase order will serve as our confirmation to renew our subscription under the terms and conditions of the FARES End User License Agreement.

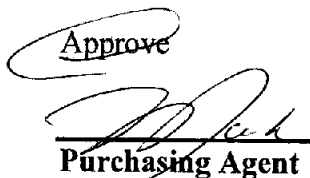
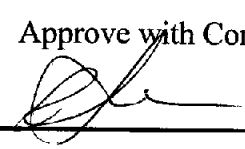
**Summary of costs associated with this request:** The Flood Control District is seeking to purchase the following items at the following costs:

1 ea. W2D CD Data, Maps and Street Maps		\$4,560.00
56 ea. Network User Licenses	\$350.15 ea	\$19,608.00
	Tax	<u>\$1,873.02</u>
		\$26,041.02

When approved by Purchasing, use Requisition # FCARC 0000000604 for the issuance of the purchase order.

\_\_\_\_\_  
**Department Head Signature** **Date**

Purchasing Department Comments:

<p>Approve</p> <p></p> <p><b>Purchasing Agent</b></p>	<p>Approve with Condition/s</p> <p></p>	<p>Disapprove</p> <p style="text-align: right;">11-7-07</p> <p>_____ <b>Date</b></p>
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