

443



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

FROM: Riverside County Information Technology

SUBMITTAL DATE:
March 14, 2008

**SUBJECT: APPROVAL OF RENEWAL FOR GARTNER'S CORE RESEARCH SERVICES FOR THE
COUNTY OF RIVERSIDE**


RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the purchase of the proprietary subscription renewal for Gartner Core Research Services for three years, renewable in one year increments for an annual amount of \$49,270; and
2. Authorize the Purchasing Agent to sign amendments and exercise renewal options for an amount not to exceed the annual CPI rates.

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)

Purchasing: 
Mark Sailer, Assistant Director

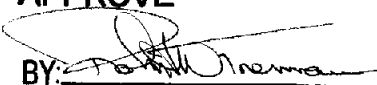

 Matthew W. Frymire Greg Stoddard
 Chief Information Officer Chief Technology Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 49,270	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY08/09

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

BY: 
 Robert Tremaine

County Executive Office Signature

Dept't Recomm.: Policy Policy

Per Exec. Ofc.: Consent Consent

Prev. Agn. Ref.: 3.27 on 3/27/07 District: Agenda Number: **3.28**

BOARD OF SUPERVISORS

**FORM 11: APPROVAL OF RENEWAL FOR GARTNER'S CORE RESEARCH SERVICES
FOR THE COUNTY OF RIVERSIDE**

PAGE 2

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 has taken advantage of the contract award and has been able to convert to the lower pricing realized from this effort. The contract award has been renewed by CCISDA for the period of May 1, 2008 to April 30, 2011 to be renewed annually.

The County wishes to take advantage of the deep discounts offered by the CCISDA contract, and as Gartner is the only provider on the contract, there are no other alternatives to choose from.

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 Assessor-Clerk-Recorder and Riverside County Regional Medical Center have also subscribed to this same service.



RIVERSIDE
COUNTY
INFORMATION
TECHNOLOGY

We help make Riverside County run.

Matthew W. Frymire
Chief Information Officer

Memorandum

To: Board of Supervisors

Date: March 11, 2008

Via: Purchasing Agent

From: Mathew Frymire, CIO

Subject: Sole Source Procurement - Request for Approval of Renewal for Gartner's Core Research Services (May 1, 2008 through April 31, 2009) or 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: These research and advisory services are being purchased via a contract awarded by California Counties Information Services Director's Association (CCISDA) to Gartner. The County wishes to take advantage of the deep discounts offered by the CCISDA contract, and as Gartner is the only provider on the contract, there are no other alternatives to choose from.

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 has taken advantage of the contract award and has been able to convert to the lower pricing realized from this effort. The contract award has been renewed by CCISDA for the period of May 1, 2008 to April 30, 2009.

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

Department Head Signature

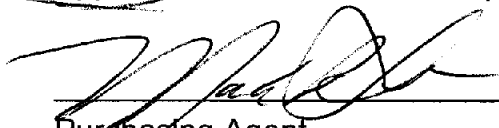
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove



3-17-08

Purchasing Agent

Date