

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

627



FROM: Riverside County Information Technology

SUBMITTAL DATE:
April 15, 2010

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, 2010 through April 30, 2011, 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)*

Matthew W. Frymire
Matthew W. Frymire
Chief Information Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 29,525.13	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	09/10

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

C.E.O. RECOMMENDATION: APPROVE

BY: *Serena Chow*
Serena Chow

County Executive Office Signature

Purchasing: *[Signature]*
 Mark Seiler, Assistant Director
 Departmental Concurrence

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

Prev. Agn. Ref.: 3.28 on 3/25/08

District:

Agenda Number:

3.64

BACKGROUND: (Continued)

The County has used this subscription service to develop County technology standards and guidelines, and research new technologies and directions such as Social Networking, Communication Infrastructures, Radio Technologies, Security Directions and Conferencing Services.

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. The contract award has been renewed by CCISA for the period of May 1, 2010 to April 30, 2011.

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 service.



RIVERSIDE
COUNTY
INFORMATION
TECHNOLOGY

We help make Riverside County run.

Matthew W. Frymire
Chief Information Officer

Memorandum

To: Board of Supervisors
Via: Purchasing Agent

Date: April 15, 2010

From: Matthew Frymire, CIO

Subject: Sole Source Procurement - Request for Approval of Renewal for Gartner's Core Research Services (May 1, 2010 through April 30, 2011) 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 Social Networking, 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, 2010 to April 30, 2011.

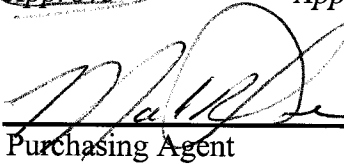
Does moving forward on the product or service further obligate the county to future similar contractual arrangements? No.



Department Head Signature 4/15/10
Date

Purchasing Department Comments:

Approve Approve with Conditions Disapprove



Purchasing Agent 4-19-10
Date