

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



**FROM:** Stanley I. Sniff Jr., Sheriff-Coroner-PA

**SUBMITTAL DATE:**  
06/25/10

**SUBJECT:** Approval of Stratus Technologies as a Sole Source Vendor to Provide Annual Maintenance of Equipment Supporting RMS and CLETS

**RECOMMENDED MOTION:** Move that the Board of Supervisors:

1. Approve and authorize the Purchasing Agent to renew the existing agreement with Stratus Technologies for hardware and software maintenance for equipment supporting RMS (Records Management System) and CLETS (California Law Enforcement Telecommunications System), in the annual amount of \$67,260, without securing competitive bids, in accordance with Ordinance 459.4.
2. Authorize the Purchasing Agent to renew the contract annually for up to three (3) additional one year periods, provided funds are appropriated and cost increases do not exceed the CPI.

**BACKGROUND:** (Continued on Page 2)

Stanley L. Sniff Jr., Sheriff-Coroner-PA  
 Will Taylor, Director of Administration

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$67,260	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$50,849	Budget Adjustment:	No
	Annual Net County Cost:	\$50,849	For Fiscal Year:	FY 2010-11

<b>SOURCE OF FUNDS:</b> Department Budget & RMS Rate Revenue BR 11-004	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  
 Robert Tremaine

**County Executive Office Signature**

- Consent
- Policy
- Consent
- Policy

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

**3.74**

Departmental Concurrence

Purchasing: Mark Sailer, Assistant Director

In 1998, as part of its migration from IBM system to the current RMS system, the Sheriff's Department purchased hardware and software components (message switch) from Stratus Technologies. This switch is the only connection to the Department of Justice, FBI, NCIC, and the only means of operation to provide CLETS information to Sheriff's personnel, contract cities, police departments and other County agencies.

This switch moves transactions between the Sheriff's RMS system and the requesting agency terminal. The hardware and software support approximately 3,000 devices including RMS terminals and MDC's. Staff includes 40% of the Stratus Technologies annual charge in the RMS rate calculation, and approximately 61% of that is recovered from contract cities and other governmental agencies. The RMS rate recovers approximately 24% of the annual costs.

The hardware and software maintenance agreement covers software updates and upgrades, and hardware repair or replacement. The switch has proven to be both stable and reliable.

On 7/21/09 (3.77), the Board approved a renewal of Stratus Technologies' sole source status for five years contingent upon the company's annual maintenance fee increases not exceeding that of the CPI. Stratus has exceeded local CPI with its FY 10-11 support fee hike from \$63,000 to \$67,260. However, the Sheriff's Department RMS operating scenario has not changed; the Stratus hardware and software are proprietary, and there are no other vendors who can provide this service for the existing equipment. So the Department recommends continuing the Stratus maintenance agreement with adjusted cost limits.

**Price Reasonableness**

In 1998, the original software and equipment purchased from Stratus Technologies totaled \$491,225.00. The annual maintenance cost is approximately 13.7% of the original cost, which is at the lower end of the typical cost for maintenance. Note also that if the County remits payment by 7/31/10 we will receive a 3% discount (\$2,017.80).

Date: 06/28/2010  
From: Jill Watler Department/Agency: Sheriff  
To: Board of Supervisors  
Via: Purchasing Agent  
Subject: Sole Source Procurement; Request for

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:** Annual Hardware and Software Maintenance Agreement.

**Supplier being requested:** Stratus Technologies.

**Alternative suppliers that can or might be able to provide supply/service:** None. Equipment and Software are proprietary.

**Extent of market search conducted:** None. Equipment and Software are proprietary.

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Original equipment and software was purchased from Stratus Technologies in 1998. Stratus has maintained both the hardware and software since that time, including software updates and upgrades, equipment repair and replacement. The hardware and software supports approximately 3,000 devices including RMS/CLETS terminals, and MDC's.

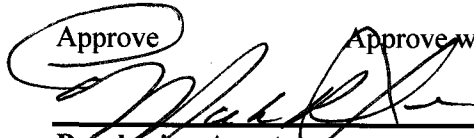
**Reasons why my department requires these unique features and what benefit will accrue to the county:** The Message Switch (the hardware and software components) is the only connection to the Department of Justice, FBI, NCIC and the only means of operation to provide CLETS information to Sheriff personnel, contract cities, police department and other county agencies. The switch moves transactions between the Sheriff's RMS system and the requesting agency terminal.

**Price Reasonableness:** Both the hardware and software are proprietary. No other vendor can support existing equipment. In 1998, the original software and hardware purchased from Stratus totaled \$491,225.00. The annual maintenance cost is approximately 13.7% of the original cost.

**Does moving forward on this product or service further obligate the county to future similar contractual arrangements?** No, maintenance agreement is renewed annually.

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

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove  
 6.30.10  
\_\_\_\_\_  
**Purchasing Agent** **Date**