

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

332 A



FROM: TLMA-Transportation Department


SUBMITTAL DATE:
August 19, 2010

SUBJECT: Annual sole source purchase of Bentley Systems' Road Design and Survey Software Maintenance and Training Support.

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the annual purchase of Bentley Systems' "LEARN" (training) and "SELECT SERVICE" (support / maintenance) software contracts, and;
2. Authorize the Purchasing Agent to renew the contract on an annual basis at a cost not to exceed \$50,000.

BACKGROUND: The Transportation Department purchased In-Roads from Bentley Systems last year in order to upgrade our road design capabilities to be compatible with industry practices and allow for better data transfer between our multiple consultants and County staff.



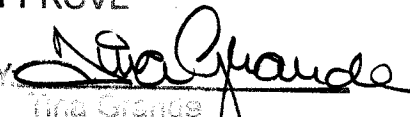
Juan C. Perez
Director of Transportation

JCP:tr

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 46,199	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2010/2011
SOURCE OF FUNDS: Transportation Improvement Program - TIP (100%)			Positions To Be Deleted Per A-30	<input type="checkbox"/>
			Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY 
Tina Grande

County Executive Office Signature

Consent
 Policy

 Consent
 Policy

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

Prev. Agn. Ref.

District: All

Agenda Number:

3.31

The Honorable Board of Supervisors

RE: Approve on-going, annual sole source purchases of Bentley Systems, Incorporated (Bentley) "LEARN" (training) and "SELECT SERVICE" (support/maintenance) contracts.

August 19, 2010

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The Transportation Department currently owns Bentley Licenses for Micro Station, In-Roads, I-Plot, and Map. The Bentley "LEARN" contract provides staff with self-training opportunities via internet access, as well as interactive instruction in a webinar format. Another valuable aspect is that training is available immediately upon upgrading software version releases, enabling a quick transition to the newer release.

The Bentley "SELECT SERVICE" contract provides access to technical support for individual users and our Information Resources group. Another benefit of the "SELECT SERVICE" is that it allows users to migrate between different software version releases. This provides a great deal of flexibility to the Transportation Department in dealing with the many outside engineering / surveying firms, some of which may not have the same version that the Transportation Department might be utilizing at a given time.

Together, "LEARN" and "SELECT SERVICE" provide information and tools that aid the Transportation Department in delivering highly technical mapping products for Capital Improvement projects. These contracts will enable staff to utilize and stay current with industry-leading software.

PRICE REASONABLENESS: The Transportation Department has negotiated pricing which is below that offered for typical State and Local Government accounts with the General Services Administration (US Federal GSA) and the State of California, Multiple Awards Schedule (CMAS) program.



Bentley[®]
Sustaining Infrastructure

August 12, 2010

Mr. Timothy F. Rayburn
County of Riverside
Transportation and Land Management Agency
4080 Lemon Street, 14th Floor
Riverside, CA 92502

Dear Tim,

Bentley Systems, Incorporated ("Bentley") is pleased to provide information regarding the proprietary nature of Bentley Software to the County of Riverside. Bentley develops and supplies the MicroStation family of computer-aided design, engineering and manufacturing software, which includes MicroStation V8, and InRoads applications. In conjunction with software, Bentley provides a comprehensive software support program through its Bentley SELECT Program. Software and documentation developed at Bentley's expense are proprietary and confidential. Bentley is the only vendor authorized to assume the responsibility for maintenance of all Bentley supplied software. Bentley is the sole source for the sale of these products and is the only vendor capable of providing all the requirements of the SELECT Agreement.

Sincerely,

Neal W. Harville
Director, Contracts Administration
Bentley Systems, Incorporated



COUNTY OF RIVERSIDE

TRANSPORTATION AND LAND MANAGEMENT AGENCY



Juan C. Perez, P.E., T.E.
Director of Transportation

Transportation Department

MEMORANDUM

To: Board of Supervisors

Via: Purchasing Agent

From: Juan C. Perez

Subject: Sole Source Procurement; Transportation Department perpetual annual service contracts for Bentley "LEARN" (training) and Bentley "SELECT SERVICE" (support / maintenance) associated with Bentley products "MICRO STATION," "IN ROADS," "I-PLOT," and "MAP."

The below information is provided in support of the Transportation Department requesting approval for a sole source.

- 1. Software /Service being requested:**
TLMA IR and the Transportation Department (Capital Projects, Traffic Engineering, and Survey Divisions) are requesting approval to purchase "Bentley LEARN" (training) and Bentley "SELECT SERVICE" (support / maintenance) associated with Bentley products "MICRO STATION," "IN ROADS," "I-PLOT," and "MAP."
- 2. Supplier being requested:**
Bentley Systems, Incorporated (Bentley), 5918 West Courtyard Drive, Suite 120, Austin, Texas, 78730, Phone (512) 338-1711 ext. 816108, Mobile (512) 784-5816 Fax (512) 338-9794 Contact: Becky Horsfall, Account Manager.
- 3. Alternate suppliers that can or might be able to provide supply/service:**
No other vendor service provides the opportunities available from Bentley "LEARN" in addition to the fact that the course curriculums have been developed by the company that creates the software. "SELECT SERVICE" allows for use of any of the software version releases, or the ability to jump back and forth between software version releases. It also allows, at no additional charge, the swapping of equivalent value licenses which creates an even greater degree of flexibility, in that if you find you are utilizing a particular license much more, or much less, than anticipated at the time of purchase, the license types can be adjusted to fit the actual needs of the transportation Department.
- 4. Extent of market search conducted:**
The Transportation Department has been utilizing the "SELECT SERVICE" in conjunction with "MICRO STATION" for more than twenty years. Last year, the Transportation Department purchased "I-PLOT" and "IN ROADS" and the associated "SELECT SERVICE" contracts. We would like to continue this relationship as the service has always been excellent. We have been maintaining the "LEARN" contract for several years now as well. As Bentley is the software developer, we feel that Bentley is best-suited to provide these services.
- 5. Unique features of the software/service being requested from this supplier, which no alternative supplier can provide:**
Bentley is the sole developer and vendor for "MICRO STATION," "IN ROADS," "I-PLOT," and "MAP" software. The Transportation Department has been using Bentley "MICRO STATION" software for more than twenty years as our primary CAD platform, and more recently purchased Bentley "IN ROADS," "I-PLOT," and "MAP" for use in preparation and analysis of



COUNTY OF RIVERSIDE TRANSPORTATION AND LAND MANAGEMENT AGENCY



Juan C. Perez, P.E., T.E.
Director of Transportation

Transportation Department

MEMORANDUM

highly technical mapping data. As all of these products and services are provided through a single company, Bentley, integration between software packages is much faster, and with fewer errors, and familiarity with the programs is unmatched by any potential competitors.

6. Reasons why the Transportation Department requires these unique features and what benefit will accrue to the County:

The Transportation Department has utilized this service with each of these software packages since purchasing the license(s) originally. The support has been excellent and has helped in trouble-shooting problems, both large and small. The ability to upgrade software has enabled the Transportation Department to work more seamlessly with a larger number of outside engineering / surveying agencies and firms.

7. Price Reasonableness:

The pricing for this request is a negotiated item. The Transportation Department has funds programmed for the current fiscal year 2010-2011 for these contracts, and will program funds for future fiscal years until such time as the software is either no longer supported, or it is determined by the Transportation Department to discontinue said contracts. The pricing is consistent with other current comparable software packages. The Transportation Department has negotiated pricing which is below that offered for typical State and Local Government accounts with the General Services Administration (US Federal GSA) and the State of California, Multiple Awards Schedule (CMAS) program (see attached Sales Policy – Sole Source letter). Additionally, Bentley is offering the software and maintenance with additional discounting above and beyond the negotiated CMAS pricing (see attached price quote).

8. Does moving forward on this product or service further obligate the Transportation Department to future similar contractual arrangements?

No. There is no obligation or commitment, express or otherwise, which requires the Transportation Department to continue its relationship with Bentley. The Transportation Department has no obligation to maintain or continue the "LEARN" (training) or "SelectService" (support / maintenance) contracts after the currently requested time frame.

Department Head Signature
Director of Transportation
Juan C. Perez

9/31/10

Date

Purchasing Department Comments:

Approve

Approve with Condition(s)

Disapprove

Purchasing Agent

9/21/10

Date