

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

932



FROM: Riverside County Information Technology

SUBMITTAL DATE:
March 17, 2011

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, 2011 through April 30, 2012, 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)*

Departmental Concurrence

Nathan J. Colodney
Nathan J. Colodney
Chief Information Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 87,658	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2011-12

SOURCE OF FUNDS: RCIT Operational 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

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

PURCHASING & FLEET SERVICES: Robert Howdeshell, Director

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 CCISDA for the period of May 1, 2011 to April 30, 2012.

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.



Nathan J. Colodney
Chief Information Officer

Memorandum

To: Board of Supervisors

Date: March 15, 2011

Via: Rebecca Gibson, Procurement Contract Specialist

From: Nathan J. Colodney, CIO

Subject: Sole Source Procurement for RCIT – Request for Approval and Renewal for Gartner's Core Research Services (May 1, 2011 through April 30, 2012) for 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.

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SOLE SOURCE PROCUREMENT

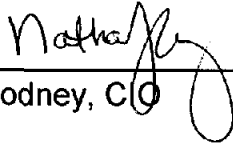
Reasons why my department requires these unique features and what benefit will accrue to the county: Gartner provides industry technical experts that assist organizations in their vendor selections. Their services help organizations make effective decisions and selections in a market where technology 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, 2011 to April 30, 2012.

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

9. Period of Performance: 1 year

(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)



Nathan J. Colodney, CIO

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove



Mark Seiler, Purchasing Director

Date