

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

691



FROM: Stanley L. Sniff Jr., Sheriff-Coroner-PA

SUBMITTAL DATE:
07/14/11

SUBJECT: Approval of Clerity Solutions, Inc. as the Sole Source Provider of the Software Application, "isCOBOL", for the Sheriff's Jail Information System Conversion

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Authorize the Purchasing Agent to award a three-year contract to Clerity Solutions, Inc. for the purchase of the software application, isCOBOL, and initial training and consulting services, on behalf of the Sheriff's Department, for a cost not to exceed \$36,000 in FY 2011-12, without securing competitive bids, in accordance with Ordinance 459.4.
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise renewal options for software maintenance, based on the availability of fiscal funding through June 30, 2014, provided the annual maintenance cost does not increase.

(Continued on Page 2)

[Signature]
Stan Sniff, Sheriff-Coroner-PA
Will Taylor, Director of Administration

FINANCIAL DATA	Current F.Y. Total Cost:	\$36,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$0	Budget Adjustment:	No
	Annual Net County Cost:	\$14,400	For Fiscal Year:	2011-12

SOURCE OF FUNDS: Department Funds BR 12-010	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY: *[Signature]*
Robert Tremaine

County Executive Office Signature

- Policy
- Policy
- Consent
- Consent

Dept's Recomm.:
Per Exec. Ofc.:

Prev. Agn. Ref.: | **District: All** | **Agenda Number:**

ATTACHMENTS FILED
WITH THE CLERK OF THE BOARD

3.82

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

BOARD OF SUPERVISORS

FORM 11: Sole Source Award to Clerity Solutions, Inc.

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3. Subsequent to the conclusion of the three-year agreement, authorize the County Purchasing Agent to renew the contract annually in one year increments for the life of the software application, provided the annual cost does not increase by more than 3%.

BACKGROUND: To reduce costs and supply more services for data consumers in the Department, other County Departments and outside contracting agencies, the Sheriff's Department has found it necessary to implement a software conversion for the Jail Information Management System (JIMS) from AcuCOBOL to isCOBOL.

Sheriff's staff last converted the JIMS software in 2002, when the system developer, Wang, notified the Department that it would discontinue manufacturing or supporting the computer hardware. Staff then contracted with MicroFocus to provide AcuCOBOL to run JIMS on an updated hardware platform.

MicroFocus has been charging the Department \$27,000 annually for software maintenance. When staff approached MicroFocus for a new three-year contract, which would include 250 additional user licenses, it quoted \$92,000 for the additional licenses plus the annual \$27,000 maintenance fee, for a total three-year cost of \$173,000.

Clerity Solutions has agreed to supply the additional license with the software application, training and maintenance in a three-year contract that will cost \$65,400.

The Clerity Solutions' isCOBOL code is the most compatible for migration of the JIMS application. The isCOBOL application has a unique conversion tool that keeps human coding hours for conversion to a minimum.

Staff was able to identify two other companies to provide the conversion: Acucorp and Fujitsu. Acucorp's licensing and maintenance costs exceeded those of Clerity Solutions and Fujitsu's code is not compatible for conversion.

PRICE REASONABLNESS: Since Clerity Solutions is honoring a price negotiated two years ago, it estimates that the County is receiving an 82% discount from its current prices. Its total cost quote for the software conversion, training, additional user licenses and maintenance over a three year span is \$65,400. In the first year, the Sheriff's Department would pay \$36,600: \$21,600 for the application and \$15,000 for training and vendor per diem. In year's two and three the Department would pay \$14,400 annually for maintenance.

Therefore, awarding a three-year contract to Clerity Solutions' will save the Sheriff's Department \$107,600 from the charges it would have incurred if it had continued with MicroFocus.

Date: July 13, 2011

From: Lt. Kevin Vest Department/Agency: Sheriff, Technical Services

To: Board of Supervisors

Via: Purchasing Agent

Subject: Sole Source Procurement; Multi-year contract with Clerity Solutions Inc., for JIMS Migration.

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: Request to contract with Clerity Solutions, Inc. to procure the software (isCOBOL) and provide training in the new application to convert the Jail Information Management System (JIMS) from AcuCOBOL to IsCOBOL.

Supplier being requested: Clerity Solutions, Inc.

Alternative suppliers that can or might be able to provide supply/service: Some offered similar code options but none of them were identical to the isCOBOL code offered by Clerity Solutions, Inc.

Extent of market search conducted: Extensive. In addition to Clerity Solutions, Inc., three other companies were looked at to provide a product for the conversion, AcuCorp, Fujitsu, and MicroFocus. Two of the companies, Acucorp and MicroFocus, were more expensive to maintain and license and Fujitsu was not a compatible code to the current JIMS application.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: Clerity Solutions, Inc. is the owner and author of the isCOBOL code. This code is the most compatible for migration with the existing COBOL code currently in use in the Jail Information Management System application (JIMS). The isCOBOL application has a unique conversion tool that keeps human coding hours for conversion to a minimum. This enables a faster conversion to production.

Reasons why my department requires these unique features and what benefit will accrue to the county: The product will significantly reduce the number of hours required for writing code to convert the JIMS application.

Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier: Since Clerity Solutions is honoring a price negotiated two years ago, it estimates that the County is receiving an 82% discount from its current prices.

The JIMS software maintenance provided by MicroFocus costs \$27,000 annually, and is no longer a cost effective option. Also, since the last JIMS conversion in 2002, it has become necessary to purchase 250 additional user licenses for the JIMS application. This is needed to provide access to Sheriff's Department members, other County Departments and contracting agencies currently using this system. The single cost quoted by MicroFocus for the additional user licenses, was \$92,000. Combining the maintenance and user fee, a three year contract with MicroFocus would cost the Sheriff's Department \$173,000.


Clerity Solutions Inc. has included the cost of the 250 additional licenses as part of its multi-year package, which only costs \$65,400.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain). Yes.

Although the purchase of the isCOBOL conversion tool requires a multi-year agreement, the costs are significantly less than their predecessor, MicroFocus. The total cost for the application, training, and maintenance over a three year span is \$65,400. In the first year, the Sheriff would pay \$36,600. This cost breaks down as \$21,600 for the application and \$15,000 for training and vendor per diem. In subsequent year's two and three the Sheriff would pay \$14,400 annually.


Therefore, awarding a three-year contract to Clerity Solutions' will save the Sheriff's Department \$107,600 from the charges it would have incurred if it had continued with MicroFocus (\$173,000 - \$65,400 = \$107,600).

9. **Period of Performance:** August 2011 – June 30, 2014.



Department Head Signature 8/3/11
Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove


Purchasing Agent 8-3-11
Date