

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

161



FROM: DEPARTMENT OF PUBLIC SOCIAL SERVICES

SUBMITTAL DATE:
April 23, 2013

SUBJECT: Purchase of Gartner Inc for Information Technology Research subscriptions, without seeking competitive bids

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the purchase of Gartner Information Technology Research subscriptions through the County of Ventura for the period of May 1, 2013 through April 30, 2014 with 4 one-year renewal options for an amount not to exceed \$33,271.50, without seeking competitive bids.
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise renewal options, based on the availability of fiscal funding, and to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation provision that do not exceed 10% annually.

Susan Loew

Susan Loew, Director

FINANCIAL
DATA

Current F.Y. Total Cost:	\$33,271.50	In Current Year Budget:	Yes
Current F.Y. Net County Cost:	\$ 931.60	Budget Adjustment:	No
Annual Net County Cost:	\$ 931.60	For Fiscal Year:	12/13

SOURCE OF FUNDS:

Federal Funding: 55.8% State Funding: 24.2%; County Funding: 2.8%;
Realignment Funding: 16.8%; Other Funding: 0.4%

Positions To Be
Deleted Per A-30

☐

Requires 4/5 Vote

☐

C.E.O. RECOMMENDATION:

APPROVE

BY: *Debra Cournoyer*
Debra Cournoyer

County Executive Office Signature

Policy ☒ Policy ☒

Consent ☐ Consent ☐

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

Prev. Agn. Ref.: 3.52, 6/8/2010

District: All

Agenda Number:

ATTACHMENTS FILED
WITH THE CLERK OF THE BOARD

3-43

RE: Agreement with Gartner Inc for Gartner Information Technology Research licenses, without seeking competitive bids

Date March 26, 2013

Page 2

BACKGROUND (Continued):

Gartner provides Information Technology departments with industry technical experts that assist organizations make effective decisions and selections in a market where technology and communication providers continue to be volatile. This resource is used extensively by DPSS' IT and research units. In the past year, DPSS has consulted Gartner consultants on subjects including Workflow Management of Projects, Microsoft Business Intelligence vs. SAS, CRM as a Development Platform, development tools, Microsoft EA Agreement Strategies, iPad and Blackberry Playbook Software Management, strategies for implementing business intelligence, and backup product Solutions. Additionally, we have accessed 195 Gartner reports and studies.

In the fall of 2003, the County of Ventura, on behalf of the California County Information Services Directors Association (CCISDA) went out to RFP for industry research firms. This was done in an effort to get better volume pricing through a co-operative government purchasing vehicle. A contract was awarded to Gartner in May 2004 and is intended for City, County and other local entities. The County has taken advantage of this contract to realize lower pricing. The contract award has been renewed by the County of Ventura for the period May 1, 2013 through April 30, 2014 to renewal annually.

Seventy-nine public entities are currently using the County of Ventura's contract. Ventura charges a 2.5% administration fee to utilize their agreement.

We are purchasing two Gartner subscriptions – a "Gartner for IT Leaders – Advisor" subscription and a "Gartner Core Research – Advisor" subscription. Gartner no longer offers the "Core Research – Advisor" to new customers and it is only available to the County through the County of Ventura contract.

DPSS wishes to take advantage of the discounts offered by the County of Ventura contract. As Gartner is the only provider of the County of Ventura contract, there is no other alternative vendor.

This purchase has been approved by County Information Technology in accordance with the H-11 Board Policy.

PRICE REASONABLENESS:

The "IT Leaders –Advisor" subscription is \$24,900 and the "Core Research – Advisor" subscription is \$7,560 for a total of \$32,460.

As the "Core Research – Advisor" is only available through Ventura, were we to go directly to Gartner we would have to purchase two "IT Leaders – Advisor" subscriptions at a retail price of \$26,780 each for a total of \$53,560. Our pricing through Ventura represents a 65% discount off of this retail pricing.

(Note: the 2.5% Ventura administration fee is an additional \$811.50, bringing the total purchase to \$33,271.50)

ATTACHMENT(S): Sole Source Justification

CONCUR/EXECUTE – County Purchasing.

SL:bt

Date: February 27, 2013

From: Susan Loew, Director of the Department of Public Social Services

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Request for a Sole Source Procurement for Gartner Information Technology Research subscriptions

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 a sole source.

1. **Supply/Service being requested:** Gartner Information Technology Research subscriptions
2. **Supplier being requested:** County of Ventura
3. **Alternative suppliers that can or might be able to provide supply/service:** None
4. **Extent of market search conducted:** Internet research to look for co-op agreements
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Gartner industry technical experts that assist organizations make effective decisions and selections. The County of Ventura has negotiated an agreement with Gartner, Inc that includes purchase options that Gartner no longer offers through any other source, specifically the "Core Research – Advisor" subscription. Additionally, Ventura has negotiated a discount with Gartner of 7.0% off retail pricing.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** Gartner provides us with a source for independent market research, benchmarking for IT performance, contract review, and peer networking to help us make valid business decisions. If we were to buy directly from Gartner, we would have to buy a more expensive subscription which would cost us \$19,220 more than the subscription available thru Ventura.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:**
The "IT Leaders –Advisor" subscription is \$24,900 and the "Core Research – Advisor" subscription is \$7,560 for a total of \$32,460. It will increase annually 9.5%.

As the "Core Research –Advisor" is only available through Ventura, were we to go directly to Gartner we would have to purchase two "IT Leaders –Advisor" subscriptions at a retail price of \$26,780 each for a total of \$53,560. Our pricing through Ventura represents a 65% discount off of this retail pricing.

(Note: the 2.5% Ventura administration fee is an additional \$811.50, bringing the total purchase to \$33,271.50)
8. **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).** No, this is annually renewable purchase.

9. **Period of Performance:** May 1, 2013 – April 30, 2014 with 4 one-year renewal options.

Susan Fox

4-8-13

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 33,271⁰⁰

One time

Annual Amount through 4-30-2018

M. R. Dine

4-11-13

13-431

Purchasing Agent

Date

Approval Number
(Reference on Purchasing Documents)



RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
To be completed for all departmental purchases of IT systems, services or renewals

26128

Tracking Number for
Internal Use Only

REQUESTED PURCHASE: GARTNER IT RESEARCH SUBSCRIPTION RENEWAL	
DEPARTMENT/AGENCY: DPSS	
CONTACT NAME/PHONE: BARRY TANTLINGER	
PURCHASE REQUEST: <input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT	
PURCHASE TYPE: <input checked="" type="checkbox"/> PROFESSIONAL SERVICES <input type="checkbox"/> SOFTWARE <input type="checkbox"/> HARDWARE <input checked="" type="checkbox"/> RENEWAL	
DESCRIBE REQUESTED PURCHASE	<p>1 Gartner for IT Leaders Advisor subscription and 1 Gartner Core Research subscription for a total cost of \$33,275.00.</p> <p>Gartner provides market research on IT related services and products. The different subscriptions provide different levels of access to Gartner resources, with the IT Leaders Advisor providing a deeper level of access.</p> <p>Subscriptions are purchased through a County of Ventura contract.</p> <p>These subscriptions are for DPSS IT staff.</p>
BUSINESS NEEDS ADDRESSED	<p>We need a source of independent research on IT related subjects. Gartner provides a source for product research, benchmarking metrics, contract review, and peer networking to assist us in making valid business decisions.</p> <p>Without independent research it is more difficult to validate the vendor recommendations and proposals, which might lead us to make wrong or inefficient decisions.</p>
ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY? <input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN	
BUSINESS CRITICALITY <input checked="" type="checkbox"/> Run the business <input type="checkbox"/> Grow the business <input checked="" type="checkbox"/> Transform the business	BUSINESS IMPACT (SELECT ALL THAT APPLY) <input checked="" type="checkbox"/> Support current operations <input checked="" type="checkbox"/> Reduce Expenses <input checked="" type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies
BUSINESS RISKS	<p>Financial: Without access to independent research, we may not be able to make the most informed procurement decisions, leading to misallocated financial resources.</p> <p>Operational: Without proper research, we may implement incorrect policies and procedures, leading to operational inefficiencies.</p> <p>Customer: Operational inefficiencies will adversely affect the quality of service delivered to the residents of the County.</p>
ALTERNATIVE SOLUTIONS	<p>1. [Solution] 2. [Solution] 3. [Solution]</p>
TRANSACTION	<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____



RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
To be completed for all departmental purchases of IT systems, services or renewals

26128
Tracking Number for
Internal Use Only

PURCHASE COSTS	COST BENEFIT ANALYSIS			
		ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE
Hardware: \$	Current Annual Cost			
Software: \$	Ongoing Annual Cost			
Labor: \$33,275	Annual Cost Savings			
TOTAL COST: \$33,275	Net Annual Savings			
	Project Implementation Cost			
	Project Payback Period? yrs			

Department Head Signature: Susan Dean Date: 2/25/13

2/20
MC
2-13-13
2-22-13

RCIT RECOMMENDATION – for purchases and renewals under \$100,000

Recommended: ☐ Yes ☐ No (Non-recommended requests submit to TSOC)

By: RCIT - APPROVED Date: 2/28

Chief Information Officer Signature: _____ Date: _____

AP

RCIT explanation for non-recommended requests:

TSOC RECOMMENDATION: for purchases and renewals over \$100,000 and RCIT non-recommended purchases or renewals

Recommended: ☐ Yes ☐ No (In no, provide explanation below)

TSOC Chair Signature: _____ Date: _____

TSOC explanation for denied requests: