

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

519



FROM: Riverside County Information Technology (RCIT) and the Assessor-County Clerk - Recorder

SUBMITTAL DATE:
May 1, 2013

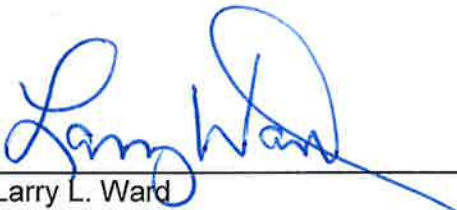

SUBJECT: Purchase and Renewal of Subscription Services for Gartner Inc, without Securing Competitive Bids

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and execute the three year service agreement with Gardner starting May 1, 2013 to April 30, 2016 for an aggregate amount of \$366,059;
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459 to sign amendments that do not change the substantive terms of the agreement; and,
3. Direct the Clerk of the Board to return 3 original signed agreements to Riverside County Information Technology.

(Continued on Page 2)

Mark Seiler
 Purchasing / Fleet
 Departmental Concurrence

 Larry L. Ward Assessor-County Clerk-Recorder	 Kevin K Crawford Chief Information Officer
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FINANCIAL DATA	Current F.Y. Total Cost:	\$ 120,253	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	No
	Annual Net County Cost:	\$	For Fiscal Year:	12/13

SOURCE OF FUNDS: RCIT and Assessor-County Clerk – Recorder Operating Budgets	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE

BY: 
 County Executive Office Signature Christopher M. Hans

Policy
 Policy
 Consent
 Consent

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

Prev. Agn. Ref.:

RECEIVED RIVERSIDE COUNTY CLERK-RECORDER
 DISTRICT: All AGENDA NUMBER:

Form 11: Purchase and Renewal of Subscription Services for Gartner Inc. without Securing Competitive Bids

Date: May 1, 2013
Page 2

BACKGROUND: (Continued)

RCIT has utilized Gartner Inc's core research services for independent analysis on new technology and technology directions such as Social Networking, Constituent Relationship Management (CRM), Cloud Computing, Converged Networks and other emerging technologies. The availability of their expertise in these areas has assisted RCIT with the development of technology strategies, standards, and guidelines. Gartner also provides industry technical experts that assist organizations in their vendor selections and assists organizations in making 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 County of Ventura on behalf of 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. The contract award has been renewed by CCISDA for the period of May 1, 2012 to April 30, 2016.

The Assessor Clerk Recorder also wishes to utilize Gartner services to assist them with their information technology operations and initiatives. The Assessor has requested one "Gartner for IT Leaders" subscription, and RCIT will be renewing two "Gartner Core Research" subscriptions.

PRICE REASONABLENESS:

Gartner has offered discounted rates based on a 3-year agreement which will maintain current pricing on certain subscriptions and minimize increases for all other subscriptions under the annual CPI.

3 Year Program Costs

Year 1 \$120,253 Year 2 \$121,087 and Year 3 \$124,719 for an aggregate total of \$366,059.



Kevin K Crawford, Chief Information Officer

Memorandum

To: Mark Seiler, Asst. Purchasing Director
Via: Kristen Mason, Procurement Contract Specialist
From: Kevin K Crawford, Chief Information Officer

Date: April 30, 2013

Subject: Sole Source Procurement for Gartner, Inc.

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.

1. Supply/Service being requested:

Gartner Information Technology Research Subscription

2. Supplier being requested:

Gartner, Inc.

3. Alternative suppliers that can or might be able to provide supply/service:

None.

4. Extent of market search conducted:

The research and advisory services are being purchased via a contract awarded by California Counties Information Services Director's Association (CCISDA) to Gartner, Inc. The County wishes to take advantage of the deep discounts offered by the CCISDA contract, and as Gartner, Inc. is the only provider on the contract, there are no other alternatives from which to choose.

5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

Since October 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.

**PAGE 2
SOLE SOURCE PROCUREMENT**

6. 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.

7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:

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 (3) 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, 2013 to April 30, 2014 by County of Ventura on Amendment # 9. County of Riverside enrollment will be in the aggregate amount of \$366,059 inclusive of two (2) Gartner Core Research subscriptions and one (1) Gartner for IT Executives subscription for RCIT and one (1) Gartner for IT Leaders subscription for the Assessor-Clerk Recorder.

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.

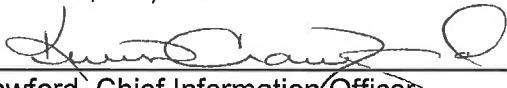
9. Period of Performance:

For the period of three (3) years, May 1, 2013 through April 16, 2016.

Year 1 - \$120,253

Year 2 - \$121,087

Year 3 - \$124,719

 Kevin K Crawford, Chief Information Officer Date 30Apr13

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ _____ One time Annual Amount through _____

Mark Seiler, Asst. Purchasing Director Date Approval Number



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

REQ26628

Tracking Number for
Internal Use Only

REQUESTED PURCHASE: GARTNER RENEWAL	
DEPARTMENT/AGENCY: RCIT/ASSESSOR CLERK RECORDER	
CONTACT NAME/PHONE: CHAUNTAY McDUFF	
PURCHASE REQUEST: <input type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT	
PURCHASE TYPE: <input type="checkbox"/> PROFESSIONAL SERVICES <input type="checkbox"/> SOFTWARE <input type="checkbox"/> HARDWARE <input checked="" type="checkbox"/> RENEWAL	
DESCRIBE REQUESTED PURCHASE	<p>Gartner Annual Renewal of subscription for information technology research, analysis, reporting, expertise and services.</p> <p>RCIT: Gartner Core Research, Gartner for IT Leaders = \$92,420.00</p> <p>Assessor Clerk Recorder: Gartner for IT Leaders = \$24,900.00</p> <p>Ventura Fee = \$2,933.00</p> <p>Total = \$120,253.00 (5/1/13 thru 4/30/14)</p> <p>The Gartner services is purchased through the County of Ventura contract.</p>
BUSINESS NEEDS ADDRESSED	<p>Gartner provides independent analysis regarding new technology and technology directions such as Constituent Relationship Management (CRM), Cloud Computing, Social Networking, and Converged Networks technologies, etc. Gartner provides industry technical experts that assist organizations in their vendor selections and assists organizations in making 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.</p>
ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?	<input type="checkbox"/> NO <input type="checkbox"/> YES <input checked="" type="checkbox"/> UNKNOWN
BUSINESS CRITICALITY	BUSINESS IMPACT (SELECT ALL THAT APPLY)
<input checked="" type="checkbox"/> Run the business <input type="checkbox"/> Grow the business <input type="checkbox"/> Transform the business	<input checked="" type="checkbox"/> Support current operations <input type="checkbox"/> Reduce Expenses <input type="checkbox"/> Improve Customer Service <input type="checkbox"/> Improve Operational Efficiencies



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

Tracking Number for
Internal Use Only

BUSINESS RISKS	Financial: Operational: Customer:																												
ALTERNATIVE SOLUTIONS	1. [Solution] 2. [Solution] 3. [Solution]																												
TRANSACTION	<input type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____																												
PURCHASE COSTS	COST BENEFIT ANALYSIS																												
Hardware: \$	<table border="1"> <thead> <tr> <th></th> <th>ALTERNATIVE STATUS QUO</th> <th>ALTERNATIVE</th> <th>ALTERNATIVE</th> </tr> </thead> <tbody> <tr> <td>Current Annual Cost</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Ongoing Annual Cost</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Annual Cost Savings</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Net Annual Savings</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Project Implementation Cost</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTAL COST: \$120,253.00</td> <td>Project Payback Period? yrs</td> <td></td> <td></td> </tr> </tbody> </table>		ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE	Current Annual Cost				Ongoing Annual Cost				Annual Cost Savings				Net Annual Savings				Project Implementation Cost				TOTAL COST: \$120,253.00	Project Payback Period? yrs		
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Software: \$																													
Labor: \$																													
TOTAL COST: \$120,253.00																													
Department Head Signature: _____ Date: _____																													

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

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

By: *DM Mull*, ACIS Date: 4/29/13

Chief Information Officer Signature: *[Signature]* Date: 29 Apr 13

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: *[Signature]* Date: 1 May 13

TSOC explanation for denied requests:



RCED MAY 2 13 PM 2:02

Kevin K Crawford, Chief Information Officer

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To: Mark Seiler, Asst. Purchasing Director
Via: Kristen Mason, Procurement Contract Specialist
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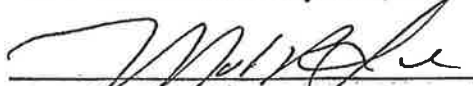
Year 3 - \$124,719


Kevin K Crawford, Chief Information Officer Date 30 Apr 13

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove

Not to exceed: \$ 366,059 One time Annual Amount through TOTAL For 3 years 6-30-2016


Mark Seiler, Asst. Purchasing Director Date 5-1-13 Approval Number 13-470