

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

602



**FROM: DEPARTMENT OF PUBLIC SOCIAL SERVICES**

**SUBMITTAL DATE:**  
May 3, 2011

**SUBJECT:** Approval of the purchase from Executive Information Systems LLC of the maintenance for SAS software

**RECOMMENDED MOTION:**

1. Approve the purchase of software maintenance from Executive Information Systems LLC for a total \$26,259, for the period 5/15/11 through 5/14/12 with the option to renew the agreement for four additional one-year periods, without seeking competitive bids; and
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal option, 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.
3. Authorize the Director of DPSS to administer the terms of the Agreement.

Purchasing: *Mark Seiler*  
 Departmental Concurrence  
 Mark Seiler, Assistant Director

Patricia Reynolds, Assistant Director for Susan Loew, Director

**(CONTINUED – 2 PAGES IN TOTAL)**

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$26,259	In Current Year Budget:	Yes	
	Current F.Y. Net County Cost:	\$ 1,260	Budget Adjustment:	No	
	Annual Net County Cost:	\$ 1,260	For Fiscal Year:	2010/2011	
<b>SOURCE OF FUNDS:</b> Federal 56.3%, State 32.9%, County 4.8%, Realign 6%				Positions To Be Deleted Per A-30	<input type="checkbox"/>
				Requires 4/5 Vote	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE  
  
 County Executive Office Signature

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Buster, seconded by Supervisor Tavaglione and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Tavaglione, Stone, Benoit and Ashley  
 Nays: None  
 Absent: None  
 Date: May 17, 2011  
 xc: DPSS, Purchasing

Kecia Harper-Ihem  
 Clerk of the Board  
 By:   
 Deputy

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

**TO: BOARD OF SUPERVISORS**

**DATE: May 3, 2011**

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**SUBJECT:** Agreement with Executive Information Systems LLC for the maintenance of SAS software.

**BACKGROUND (Continued):**

SAS is a statistical software package that provides a single tool for full functionality of data processing and analysis, statistical analysis, and advanced, integrated reporting capabilities. The SAS software was designed and developed specifically for research and analysis.

SAS greatly increases the speed to develop and the quality of statistical reports. Data mining from the various state and county databases DPSS uses allows us to evaluate caseloads, judge the effectiveness of program and insure we are in compliance with State and Federal mandates.

Executive Information Systems LLC is the only authorized reseller of SAS, holding both the GSA and CMAS contracts. To verify this, DPSS included SAS software in DPARC-208 released on February 10, 2011 for software maintenance renewals. We received no bids on this software package.

**PRICE REASONABLENESS:**

EIS is offering pricing through CMAS contract 3-00-70-1082A. Maintenance for SAS costs \$26,259. This is 24% of the value of the software.

SPSS provides similar software packages. Based on SPSS software DPSS previously owned (and which we replaced with SAS) maintenance would be approximately \$28,840.00 annually, which is 30% the cost of the software.

SAS' maintenance is therefore in line with similar software packages

**ATTACHMENT(S):** Sole Source Justification

**CONCUR/EXECUTE – County Purchasing**

SL:bt

Date: March 28, 2011  
From: Susan Loew, Director of the Department of Public Social Services  
To: Board of Supervisors  
Via: Purchasing Agent  
Subject: Request for a Sole Source Procurement

The below information is provided in support of the Department of Public Social Services 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.

Supply/Service being requested:

Annual Maintenance for SAS business intelligence and predictive analytics software

Supplier being requested:

Executive Information Systems, LLC (EIS)

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

None. SAS has confirmed that EIS is their only authorized reseller and holds both the GSA and CMAS contracts for SAS. An internet search was conducted of comparable software packages.

Extent of market search conducted:

We released DPARC-208 on February 10, 2011 for software maintenance renewals. We received no bids on this software package.

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

SAS provides a single tool for full functionality of data processing and analysis, statistical analysis, and advanced, integrated reporting capabilities. The SAS software was designed and developed specifically for research and analysis. Other advantages to SAS include:

- Direct integration of data extraction / data mining and high level analytics.
- Presentation quality graphics
- The ability to directly connect to data stored in multiple platforms simultaneously and use data from different systems to build the tables for reports and analyses.
- Both a GUI interface for inexperienced users as well advanced programming capabilities

To accomplish the same task before purchasing SAS, we had to use Visual Fox Pro for data extraction and data mining and SPSS for analytics. Additionally, moving data from Visual Fox Pro to SPSS required data to be converted either to Excel or flat files. In general, it was a more inefficient process that has been streamlined with SAS.

Reasons why the Department of Public Social Services requires these unique features and what benefit will accrue to the county:

SAS greatly increases the speed to develop and the quality of statistical reports. Data mining from the various state and county databases DPSS uses allows us to evaluate caseloads, judge the effectiveness of program and insure we are in compliance with State and Federal mandates.

For example, we are required to engage a certain percentage of CalWorks clients in welfare to work. Proper statistical reporting tools allow us to track this. Failure to meet this goal could jeopardize our state funding for CalWorks.

Price Reasonableness:

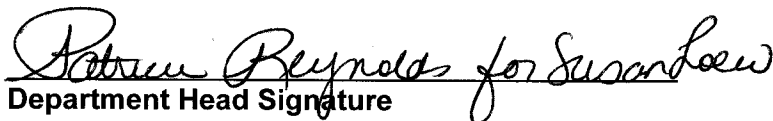
EIS is offering pricing through CMAS contract 3-00-70-1082A. Maintenance for SAS costs \$26,259.00. This is 24% of the value of the software.

SPSS provides similar software packages. Based on SPSS software DPSS previously owned (and which we replaced with SAS) maintenance would be approximately \$28,840.00 annually, which is 30% the cost of the software.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements?

No.

Period of Performance: 5/15/11 through 5/14/12, with 4 one-year renewal options.

  
Department Head Signature

\_\_\_\_\_  
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

  
Purchasing Agent

5-3-11  
\_\_\_\_\_  
Date