

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

559



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
November 27, 2012

**SUBJECT:** AMENDMENT TO CONTRACT AGREEMENT WITH FORWARD ADVANTAGE, INC. FOR SOFTWARE LICENSE AND MAINTENANCE OF IMPRIVATA ONESIGN SINGLE SIGN-ON SOLUTION

**RECOMMENDED MOTION:** Move that the Board of Supervisors:

- 1) Ratify and authorize the Chairman of the Board to sign the attached Amendment to the Agreement between Riverside County Regional Medical Centers (RCRMC) and Forward Advantage, Inc. effective October 1, 2012 for an additional amount of \$41,600; and
- 2) Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal options, and to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation for additional licenses that do not exceed the annual CPI rates.

*Douglas D. Bagley*

Douglas D. Bagley, Hospital Director

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 41,600	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2012/2013

<b>SOURCE OF FUNDS:</b> 100% Hospital Enterprise Funds	<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
	<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

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

APPROVE

By: *Debra Cournoyer*  
Debra Cournoyer

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Benoit, seconded by Supervisor Ashley and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Stone, Benoit and Ashley  
Nays: None  
Absent: Tavaglione  
Date: November 20, 2012  
xc: RCRMC, Purchasing

Kecia Harper-Ihem  
Clerk of the Board

By: *[Signature]*  
Deputy

Prev. Agn. Ref.: 02/09/10; #3,49 05/10/11; 3,26 District: ALL Agenda Number:

3.43

FORM APPROVED COUNTY COUNSEL  
BY: *[Signature]* 11/27/12  
DATE: NEAL R KIPNIS

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

Consent     Policy  
 Consent     Policy

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

ATTACHMENTS FILED WITH THE CLERK OF THE BOARD

**BOARD OF SUPERVISORS**

Form 11

Page 2

**BACKGROUND:**

Riverside County's Information Technology (IT) security policies include password length, strength and frequency of required changes. While the requirement for an effective IT security strategy is clear, making it easy for the user community to support our IT security policies is critical. With the implementation of the Hospital Information System (HIS) project at RCRMC, the Enterprise Single Sign-On (ESSO) solution was necessary to allow clinicians to expediently access applications for patient care.

On February 9, 2010, Agenda Item #3.49, the Board approved the Professional Services Contract Agreement for Forward Advantage to provide RCRMC with single sign-on licenses for up to 2,500 enrolled users. Since the implementation of this project and as new residents, students and clinical staff are hired, 1700 additional licenses were acquired.

This amendment would allow additional funding to be added as the expansion of RCRMC's Thin Client requires a user license for every new clinical staff member. Therefore, the Director of RCRMC requests the Boards approval of the recommended motions.

**PRICE REASONABLENESS:**

Pricing as specified in Forward Advantages original contract agreement with Riverside County Regional Medical Center (RCRMC) are in accordance with the Volume Purchase Agreement as established by and between Forward Advantage, Imprivata and San Mateo County and remains consistent for RCRMC.

**FINANCIAL IMPACT:**

100% Hospital Enterprise Funds

**REVIEW/APPROVAL:**

Riverside County Information Technology (RCIT) approval number- 24892

County Counsel

County Purchasing

DB:ns



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

24892  
TRACKING NUMBER FOR  
INTERNAL USE ONLY

<b>REQUESTED PURCHASE:</b> 1000 ADDITIONAL SINGLE SIGN ON LICENSES/SUPPORT MAINTENANCE																					
<b>DEPARTMENT/AGENCY:</b> INFORMATION SERVICES - RCRMC																					
<b>CONTACT NAME/PHONE:</b> MARYGRACE HEDGE – EXT. 64747; JENNIFER SANDOVAL – EXT. 64392																					
<b>PURCHASE REQUEST:</b> <input type="checkbox"/> NEW EQUIPMENT/SERVICES <input checked="" type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																					
<b>PURCHASE TYPE:</b> <input type="checkbox"/> PROFESSIONAL SERVICES <input checked="" type="checkbox"/> SOFTWARE <input type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL																					
<b>DESCRIBE REQUESTED PURCHASE</b>	Purchase an additional 1000 Single Sign-on licenses with maintenance support for the HIS System (Project Code MC6010008).																				
<b>BUSINESS NEEDS ADDRESSED</b>	Yes – the RSS has been prepared and approved for this purchase.																				
<b>ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?</b> <input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN																					
<b>BUSINESS CRITICALITY</b> <input type="checkbox"/> Run the business <input checked="" type="checkbox"/> Grow the business <input type="checkbox"/> Transform the business	<b>BUSINESS IMPACT (SELECT ALL THAT APPLY)</b> <input type="checkbox"/> Support current operations <input type="checkbox"/> Reduce Expenses <input type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies																				
<b>BUSINESS RISKS</b>	Financial: Operational: Customer:																				
<b>ALTERNATIVE SOLUTIONS</b>	1. [Solution] 2. [Solution] 3. [Solution]																				
<b>TRANSACTION</b>	<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____																				
<b>PURCHASE COSTS</b>	<b>COST BENEFIT ANALYSIS</b>																				
Hardware: \$	<table border="1" style="width:100%; border-collapse: collapse;"> <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> </tbody> </table>		ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE	Current Annual Cost				Ongoing Annual Cost				Annual Cost Savings				Net Annual Savings			
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Ongoing Annual Cost																					
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Net Annual Savings																					
Software: \$41,600.00																					
<b>TOTAL COST: \$41,600.00</b>																					





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

24892

TRACKING NUMBER FOR  
INTERNAL USE ONLY

	Project Implementation Cost			
	Project Payback Period? yrs			

Department Head Signature: *[Signature]* Date: 9/9/12

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

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

By: \_\_\_\_\_ Date: \_\_\_\_\_

Chief Information Officer Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**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:**

\_\_\_\_\_

**SECOND AMENDMENT TO THE AGREEMENT**

**WITH**

**FORWARD ADVANTAGE, INC.**  
(Imprivata Single Sign-On Solution)

That certain Agreement between County of Riverside (COUNTY) and Forward Advantage, Inc., (CONTRACTOR), first approved by the Board of Supervisors February 9, 2010, Agenda Item #3.49 and first amendment approved May 10, 2011, Agenda Item #3.26, is hereby amended as follows:

1. Amend **Exhibit B Pricing Proposal and Payment Terms** in the contract agreement to include **Exhibit B.2**, consisting of 1 page, attached hereto and incorporated herein by reference.
2. All other terms and conditions of the Agreement are to remain unchanged.

**IN WITNESS WHEREOF**, the parties have executed this Amendment.

CONTRACTOR  
**Forward Advantage, Inc.**

By: \_\_\_\_\_

Mike Knebel  
Type or Print Name

Vice President, Sales  
Type or Print Title

Date: October 17, 2012

COUNTY OF RIVERSIDE

By: \_\_\_\_\_

**JOHN TAVAGLIONE**  
Type or Print Name

Chairman  
Type or Print Title

Date: NOV 20 2012

FORM APPROVED COUNTY COUNSEL

BY: \_\_\_\_\_

NEAL R. KIPNIS

DATE

ATTEST:

KECIA HARPER-IHEM, Clerk

By: \_\_\_\_\_

DEPUTY

NOV 20 2012

3,43

# Exhibit B.2 - Pricing Proposal and Payment Terms



7255 N. First Street, Suite 106  
 Fresno, CA 93720  
 Phone: 877.636.7927  
 Fax: 559.436.4217

Proposal **FAI-RCRMC-20121017-1000ADDTL**

Proposal Date: **October 17, 2012**

Provided For: **Riverside County**  
 Attn: **MaryGrace Hedge**  
**Information Services**  
**26520 Cactus Avenue**  
**Moreno Valley, CA 92555**

Representative: **Mike Knebel, Vice President, Sales**  
**877.636.7927 ext. 1283**  
**mike.knebel@forwardadvantage.com**

1,000 Additional Users				
		<b>License Fees</b>		
1000	SSO/AM	OneSign SSO/AM Additional Users (See "Special Terms" - Note 1)	\$ 26.00	\$ 26,000.00
1000	SSPW	OneSign SSPW Management Additional Users	\$ 6.00	\$ 6,000.00
			<b>TOTAL License Fees</b>	<b>\$ 32,000.00</b>
		<b>Implementation Fees</b>		
0	TR-ONSITE-SVCS	OneSign Installation ##	N/A	\$ -
0	ONSITE-DSVCS	On-Site End-User Training/Enrollment Services (daily rate per person) ##	N/A	\$ -
			<b>TOTAL Implementation Fees</b>	<b>\$ -</b>
		<b>Maintenance</b>		
1	SUPG30	OneSign Annual Premium Maintenance * (Amount is "in addition to" existing annual maintenance)	\$ 9,600.00	\$ 9,600.00
			<b>TOTAL Maintenance Fees</b>	<b>\$ 9,600.00</b>
		<b>Equipment &amp; Optional Services</b>		
			<b>TOTAL Optional Equip./Svcs.</b>	<b>\$ -</b>
			<b>SUBTOTAL QUOTE</b>	<b>\$ 41,600.00</b>
Comments			Sales Tax	\$ -
			Shipping	\$ -
			<b>TOTAL QUOTE</b>	<b>\$ 41,600.00</b>
			<b>Customer Accepted and Agreed</b>	
			Name:	
Prices are in U.S. Dollars and effective through December 31, 2012			Title:	
Sales tax (if applicable) and freight to be added.			Phone:	
F.O.B: Origin Payment Terms: Net 30 Days. Software and Maintenance billed upon shipment of OneSign License Key.			Date:	

\* Maintenance must be purchased at time of sale  
 @@ Self Service Password Reset license level must match the current licensed user level.

**Special Terms**

Note (1) Pricing included in this proposal are in accordance with the Volume Purchase Agreement as established by and between Forward Advantage, Imprivata and San Mateo County for the benefit of all Participating Entities as specified in the Agreement.