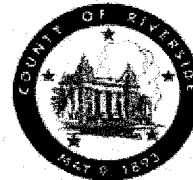


**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

all



**FROM:** Department of Public Health

**SUBMITTAL DATE:**  
December 3, 2012

**SUBJECT:** Approve the Sole Source for Hardware and Software Maintenance Agreement with Enterasys.

**RECOMMENDED MOTION:** That the Board of Supervisors:

- 1) Approve the Hardware and Software maintenance support with Enterasys for the life of the system, renewed annually, in accordance with Ordinance 459.4 in the annual amount of \$120,000, and;
- 2) Authorize the Purchasing Agent to issue a purchase order for Hardware and Software maintenance support with Enterasys in accordance with Ordinance 459.4, and;
- 3) Authorize the Purchasing Agent in accordance with Ordinance 459.4 to renew the maintenance support in one-year increments and purchase additional hardware, software licenses, as upgrades are needed.

(Continued on Page 2)

SH:lcb

*Susan D. Harrington*  
Susan Harrington, Director of Public Health

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 120,000	In Current Year Budget: Y
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment: No
	Annual Net County Cost:	\$ 0	For Fiscal Year: 12/13

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

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

*Debra Cournoyer*  
BY Debra Cournoyer

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Stone, 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:** December 18, 2012  
**xc:** Public Health, Purchasing, Auditor

Kecia Harper-Ihem  
Clerk of the Board  
By: *Kecia Harper-Ihem*  
Deputy

**Prev. Agn. Ref.:** #3.13 10/16/07      **District:** All      **Agenda Number:**

**3.41**

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

FISCAL PROCEDURES APPROVED  
PAUL ANGULO, CPA, AUDITOR-CONTROLLER  
BY *Samuel Wong*  
SAMUEL WONG  
Departmental Concurrence

Purchasing: *Mark Seller*  
Mark Seller, Assistant Director

Policy  Policy   
Consent  Consent

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

**BACKGROUND:**

Public Health (formerly Community Health Agency (CHA)), Information Technology (IT) has had the Enterasys (formerly Cabletron) system since 1997. The original equipment was for the Riverside County Regional Medical Center (RCRMC) when CHA was under the Health Services Agency (HSA).

In 1999, HSA standardized the Enterasys equipment during Y2K preparation. In 2001, CHA was formed and continued the standardization with Enterasys products. The Enterasys system is comprised of network switches, routers and software systems.

On October 16, 2007, per agenda 3.13, the Board of Supervisors approved Enterasys as the standard equipment and services for CHA, IT.

In July 2012, CHA was divided into four stand alone departments. Public Health, Environmental Health, Animal Services and Health Care Systems will need to establish individual maintenance agreements with the vendor. The combined four departments have thirty-eight (38) sites with Enterasys equipment. Without continued maintenance and upgrades, the system is subject to downtime and security breaches.

A competitive bid; HSARC-251 was sent to four Enterasys supported vendors; with only one response. Enterasys partners with computer vendors (GST, CompuCom and Insight Public Sector); however the pricing working directly with Enterasys is lower than working through the other vendors.

**PRICE REASONABLENESS:**

Department of Public Health buyer released Request for Quotation (RFQ#HSARC-251), emailed notification to four companies and advertised on publicpurchase.com. Only one response was received to the RFQ.

Based on CMAS (California Multiple Award Schedules) pricing, the County is receiving 62% off list price on hardware support and 30% off the software support. The discounts are based on fourteen (14) years of continued business with Enterasys. Overall, the cost savings is \$27,000 annually below the list price.

**REVIEW/APPROVAL:** Purchasing concur with this request.

Date: December 3, 2012

From: Susan Harrington, Director      Department/Agency: Department of Public Health

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for Enterasys Hardware and Software Maintenance and support services.

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:** Enterasys hardware and software maintenance and support services.
2. **Supplier being requested:** Enterasys
3. **Alternative suppliers that can or might be able to provide supply/service:** Enterasys partners with computer vendors (GST, CompuCom and Insight Public Sector); however the pricing working directly with Enterasys is lower than working through the other vendors.
4. **Extent of market search conducted:** RFQ#HSARC-251 and internet.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Enterasys is the manufacturing and maintenance provider for this network equipment. Currently Public Health, Health Care Systems, Environmental Health and Animal Services have Enterasys network equipment in thirty-eight (38) sites throughout the county.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** With thirty-eight (38) sites running Enterasys network equipment, the network infrastructure is standardized. Without continuing with Enterasys, the operation will cease to have maintenance and support.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Based on CMAS (California Multiple Award Schedules) pricing, the County is receiving 62% off list price on hardware support and 30% off the software support. Huge discounts are based on fourteen (14) years of continued business with Enterasys. Overall, the cost savings is \$27,000 annually below the list price.
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).** Yes, as long as the Enterasys equipment is in use, upgrades, hardware, and software maintenance and support will be required to keep the system running.

9. **Period of Performance:** For the life of the system, renewable annually based on the availability of fiscal funding and system requirement.

Susan D. Hanlon 12/3/12  
Department Head Signature Date

Purchasing Department Comments:

Approve                      Approve with Condition/s                      Disapprove

Not to exceed: \$ 120,000                      One time                       Annual Amount through 6-30-2015

M. A. [Signature]                      12-3-12                      13-248  
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

25392


4/8

<b>REQUESTED PURCHASE:</b> ENTERASYS ANNUAL MAINTENANCE																					
<b>DEPARTMENT/AGENCY:</b> ENVIRONMENTAL HEALTH, PUBLIC HEALTH, HEALTH CARE SYSTEM AND ANIMAL SERVICES																					
<b>CONTACT NAME/PHONE:</b> DAVID VILLEGAS 358-5009																					
<b>PURCHASE REQUEST:</b> <input type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																					
<b>PURCHASE TYPE:</b> <input type="checkbox"/> PROFESSIONAL SERVICES <input type="checkbox"/> SOFTWARE <input type="checkbox"/> HARDWARE <input checked="" type="checkbox"/> RENEWAL																					
<b>DESCRIBE REQUESTED PURCHASE</b>	Purchase annual maintenance for Enterasys Network equipment for Environmental Health, Public Health, Health Care systems and Animal Services. We are currently renewing under a single contract which will expire in March 2013. After that date each department will establish their own contracts.																				
<b>BUSINESS NEEDS ADDRESSED</b>	Continued hardware and software support for Enterasys network equipment.																				
<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 checked="" type="checkbox"/> Run the business <input type="checkbox"/> Grow the business <input type="checkbox"/> Transform the business	<b>BUSINESS IMPACT (SELECT ALL THAT APPLY)</b> <input checked="" type="checkbox"/> Support current operations <input type="checkbox"/> Reduce Expenses <input type="checkbox"/> Improve Customer Service <input 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> Hardware: \$64,000.00 Software: \$ Labor: \$	<b>COST BENEFIT ANALYSIS</b> <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> </tbody> </table>		ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE	Current Annual Cost				Ongoing Annual Cost				Annual Cost Savings				Net Annual Savings			
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**RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM**  
 To be completed for all departmental purchases of IT systems, services or renewals

25392

TOTAL COST: \$	Project Implementation Cost			
	Project Payback Period? yrs			
Department Head Signature: 			Date: 11.7.12	

11/8

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

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

By: \_\_\_\_\_ Date: 11/29

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

**RCIT - APPROVED**

RP

**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:**