

829



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

**FROM:** Riverside County Information Technology


**SUBMITTAL DATE:**  
May 3, 2012

**SUBJECT: Approval of Renewal for Gartner's Core Research Services for the County of Riverside without Securing Competitive Bids**

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

1. Approves the purchase of subscription renewal for Gartner Core Research Services to begin May 1, 2012 through April 30, 2013, without securing competitive bids in accordance with ordinance 459.4 pursuant to the Purchasing Agent awarding the contract on behalf of the County.

**BACKGROUND:** Since October of 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. *(Continued on Page 2)*

  
Kevin K Crawford  
Chief Information Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 91,195	In Current Year Budget:	YES
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2011/12

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

**C.E.O. RECOMMENDATION:** APPROVE  
BY: Serena Chow  
Serena Chow  
County Executive Office Signature

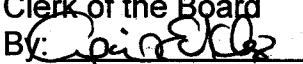
Mark Seiler, Assistant Director  
 Purchasing Departmental Concurrence

Policy  
 Policy  
 Consent  
 Consent

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Tavaglione, seconded by Supervisor Benoit 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 15, 2012  
**xc:** RCIT, Purchasing

Kecia Harper-Ihem  
 Clerk of the Board  
 BY:   
 Deputy

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

Prev. Agn. Ref.: 3.28 on 3/29/2011 | District: | Agenda Number: **3.21**

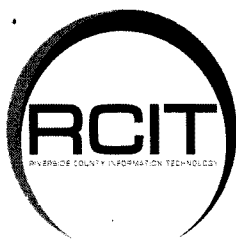
**BACKGROUND:** (Continued)

Gartner provides independent analysis regarding new technology and technology directions such as Social Networking, Communication Infrastructures, Radio Technologies, Security Directions and Conferencing Services.

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.

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 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 realized from this effort – a 20% discount from standard cost. The contract award has been renewed by CCISDA for the period of May 1, 2012 to April 30, 2013.

The services utilized by Gartner are: monthly research notes (on trends and directions), access to Gartner analysts, on-line access to research, daily e-mails on the latest technology happenings, and access to Gartner conferences.



Kevin K Crawford, Chief Information Officer

## Memorandum

**To:** Mark Seiler, Asst. Purchasing Director

**Date:** May 3, 2012

**Via:** Rebecca Gibson, Procurement Contract Specialist

**From:** Kevin K Crawford, Chief Information Officer

**Subject:** Sole Source Procurement for RCIT – Request for Approval and Renewal for Gartner's Core Research Services (May 1, 2012 through April 30, 2013) for the County of Riverside without Securing Competitive Bids

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 Research Subscription

**2. Supplier being requested:**

Gartner

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

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

**4. Extent of market search conducted:**

Consistent review of research offerings annually.

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

Since October of 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:**

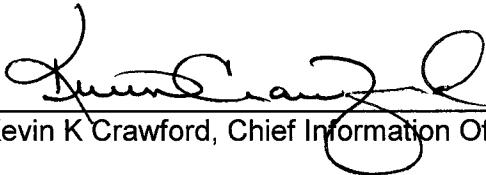
In the fall of 2003, the California County Information Services Directors Association (CCISDA) went out to RFP for Industry Research firms to award to all responsible vendors. This was done in an effort to obtain better volume pricing through consolidating government-purchasing vehicle. This three-year 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, 2012 to April 30, 2013 by County of Ventura on Amendment #8. County of Riverside enrollment will be in the amount of \$91,195.

**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 one year; May 1, 2012 to April 30, 2013.



Kevin K Crawford, Chief Information Officer

Date

8 May 12

*Purchasing Department Comments:*

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 91,195

One time

Annual Amount through \_\_\_\_\_



Mark Seiler, Asst. Purchasing Director

Date

5-8-12

12-515

Approval Number



# Exhibit B Enrollment Form



<p><b>Complete this form and send it with your purchase order to:</b>          Attention: Bob Tovias (County of Ventura)          Fax: (805) 654-3394, E-mail: <a href="mailto:Robert.Tovias@ventura.org">Robert.Tovias@ventura.org</a>          Attention: Sandra Nanalis (County of Ventura)          Fax: (805) 654-3394, E-mail <a href="mailto:Sandra.Nanalis@ventura.org">Sandra.Nanalis@ventura.org</a>  <i>And</i>          Attention: David Kennison (Gartner – So. Calif)          Fax (866) 519-4740, E-mail: <a href="mailto:david.kennison@gartner.com">david.kennison@gartner.com</a></p>	<p><b>Payment should be made to:</b>          County of Ventura          Information Technology Services Department          800 South Victoria Ave. L#1100          Ventura, CA 93009          County of Ventura TIN #: 95-6000944</p>
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Name: Rebecca Gibson Title: Procurement Contract Specialist  
 Organization: Riverside County  
 Address: 2980 Washington St.  
 City: Riverside Zip Code: 92504  
 Fax#: (951) 955-3730 Email: rebgbison@co.riverside.ca.us Telephone #: (951) 486-7731

The County of Ventura is the contract host, but the service is provided by Gartner, therefore, all questions regarding the service should be directed to Gartner.

Service usage entitlements are governed by Gartner's usage guidelines which can be found at the following url: [Gartner Policies: Usage Guidelines](#).

By signing below, I am agreeing to procure the above-referenced services from Gartner, Inc., via the County of Ventura Research & Advisory Services contract 4667, and agree to the terms and conditions of that agreement.

By signing below, I also agree that services to be provided by Gartner to my agency shall be delivered only after the County of Ventura has confirmed receipt of payment or purchase order from my agency.

**This form should be used as your authorization for payment to County of Ventura. Payment and PO should be made out to "County of Ventura Information Technology Services Department" and sent to the address shown above. If your organization requires a separate invoice from County of Ventura, please check here:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

2012 GARTNER SERVICES ORDER SCHEDULE

Gartner Service	Service Level	Qty	12 Month Fee	Total
<b>RENEWAL SERVICES</b>				
Gartner Core Research (Renew)	Advisor Reference	2	\$7,200 \$3,800	\$7,600
Core Connect Upgrade <sup>1</sup> for Core Research	Advisor Reference		\$3,500 \$2,500	
Gartner for IT Leaders (Renew)	Advisor Reference		\$30,790 (S), \$23,130(M) \$21,620(S), \$13,320 (M)	
Industry Advisory Services (One Industry)	Reference		\$28,400 (S), \$20,000 (M)	
Gartner for IT Executives (Renew)	Signature CIO Essentials	1	\$81,370 \$73,590 (S) \$49,210 (S), \$44,020 (M)	\$81,370
<b>NEW SERVICES</b>				
Gartner Core Connect	Advisor Reference		\$29,500 (S), \$21,100(M) \$19,700 (S), \$11,200(M)	
Gartner for IT Leaders <sup>c</sup>	Advisor Reference Workgroup Cross Function Workgroup Role Workgroup Essentials		\$32,800 (S), \$24,200 (M) \$22,900 (S), \$14,200(M) \$68,300, \$14,700 e.a. <sup>1</sup> \$50,900, \$8,900 e.a. <sup>1</sup> \$45,200, \$7,000 e.a. <sup>1</sup>	
Enterprise IT Leaders	Advisor Workgroup Cross Function Workgroup Role Workgroup Essentials		\$55,600(S), \$46,600 (M) \$90,700, \$14,700 e.a. <sup>1</sup> \$73,300, \$8,900 e.a. <sup>1</sup> \$67,600, \$7,000 e.a. <sup>1</sup>	
Gartner for IT Executives	Signature CIO Essentials		\$82,700 \$75,900(S), \$67,500(M) \$50,800(S), \$45,400 (M)	
Industry Advisory Services (One Industry)	Gold Advisor Reference Workgroup Cross Function Workgroup Role Workgroup Essentials IAS Advisor for IT Executives		\$47,300 \$42,100 (S), \$33,700(M) \$28,400 (S), \$20,000 (M) \$90,400, \$18,900 e.a. <sup>1</sup> \$68,200, \$11,500 e.a. <sup>1</sup> \$54,700, \$7,000 e.a. <sup>1</sup> \$9,900	
Gartner for Technical Professionals Per Agency*				
< 4,000 Employees (SMB)	Advisor <sup>3</sup> Reference <sup>3</sup>		\$47,000 \$31,300	
Up to 12,000 Employees	Advisor <sup>3</sup> Reference <sup>3</sup>		\$92,900 \$62,600	
>12,000 Employees Dept.	Advisor <sup>3</sup> Reference <sup>3</sup>		\$92,900 \$62,600	
Tickets	Symposium Theme (summit) Seminar Catalyst		\$2,895 ea. \$1,895 ea. \$2,195 ea. \$1,895 ea.	
Strategic Advisory Svcs	Internal Remote		\$12,500 \$6,300	
<b>Contract Dates</b> (please fill in the box starting with month): 05/01/2012 – 04/30/2013			Subtotal:	\$88,970
			Ventura Fee (2.5% of subtotal)	\$2,224
			<b>TOTAL:</b>	<b>\$91,194</b>

<sup>1</sup> This is the upgrade to Gartner Core Research (renewal only) to get the features of Gartner Core Connect. \$2,500 is the upgrade fee for Core Reference licenses and \$3,500 for Advisor licenses. For example, a renewal only Core Advisor upgraded to Core Connect would be \$6,655 + \$3,500 = \$10,155. The upgrade fee cannot be pro-rated.

<sup>2</sup> Workgroup is a Gartner for IT Leaders Advisor, Enterprise for IT Leaders, or Industry Advisor Service with anywhere from 3 to 10 workgroup members. For example, the minimum workgroup configuration would have 4 users, the advisor level user and 3 workgroup members. Price shown is for the minimum Workgroup and the price to add each additional member up to 10 workgroup members.

<sup>3</sup> Gartner for Technical Professionals services require a minimum spend on Gartner licenses. For agencies of 4,000 employees or less the minimum spend in Gartner licenses is \$30,400, for agencies over 4,000 employees it is \$60,800.

<sup>4</sup> Check with your Gartner Account Executive for Core Research to Gartner for IT Leader migration options

(S): Single user pricing. (M): Multi user pricing that applies to client organizations procuring a minimum of any 2 licenses.