

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



SUBMITTAL DATE:
August 26, 2014

FROM: Riverside County Regional Medical Center (RCRMC)

SUBJECT: Riverside County Regional Medical Center (RCRMC) to enter into an agreement with Rocket Software to purchase BlueZone software licensing and maintenance support. [All District; \$89,100; Hospital Enterprise Fund]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and authorize the Purchasing Agent to execute the agreement with Rocket Software without seeking competitive bids for a term of one year, with four optional years, not to exceed \$53,460 for the first year and \$8,910 annually the remaining four years;
2. Authorize the County Purchasing Agent, in accordance with Ordinance No. 459 to sign amendments that do not change the substantive terms of the agreement and allow the Purchasing Agent to increase the compensation provision that do not exceed the annual CPI rates.

Lowell Johnson
Lowell Johnson
Interim CEO

SLH

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 53,460	\$ 8,910	\$ 89,100	\$	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$	\$	\$	\$	

SOURCE OF FUNDS: Hospital Enterprise Fund	Budget Adjustment: No
	For Fiscal Year: 2014/2015

C.E.O. RECOMMENDATION: APPROVE

BY *Debra Cournoyer*
Debra Cournoyer

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

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

Ayes: Jeffries, Tavaglione, Stone and Ashley
Nays: None
Absent: Benoit
Date: September 23, 2014
xc: RCRMC, Purchasing

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

Prev. Agn. Ref.

District: ALL

Agenda Number:

3-60

Christopher M. Hans
RCIT Christopher M. Hans, CIO
Departmental Concurrence

Mark Seiler
Purchasing: Mark Seiler, Assistant Director

☐ Positions Added
☐ Change Order

SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11: Riverside County Regional Medical Center (RCRMC) to enter into an agreement with Rocket Software to purchase BlueZone software licensing and maintenance support. [All District; \$89,100; Hospital Enterprise Fund]

DATE: August 26, 2014

PAGE: 2 of 2

BACKGROUND:

Summary

Several different software applications have been tested to meet RCRMC's needs. BlueZone Emulator meets RCRMC's technical requirements with very competitive pricing. RCRMC's currently owned software, Micro Focus Rumba and other open-source-based software were also tested. None of these provided the compatibility needed for support that Rocket Software can provide.

Rocket Software is the developer and sole support provider of the BlueZone Emulator software in which this system will be used by RCRMC to bill their patients. This software is used to connect to the Siemens Invision mainframe located in Malvern, Pennsylvania. The County selected this software based on its unique capability of being able to dynamically modify the software's configuration file via scripting languages through a virtual environment. BlueZone has terminal emulator light pen support and this software is supported in a VMware VDI virtual environment.

None of the other software evaluated provided BlueZone's capability. RCRMC's current software, Rumba, does not provide the compatibility or licensing to implement it into their thin client virtual environment used throughout the hospital's clinical areas. Concurrent software licensing (Micro Focus's Rumba software is per user which makes it a higher cost model). Support for this software will allow RCRMC IT staff to call Rocket Software's technical support for troubleshooting and it will entitle RCRMC to future software upgrades.

Impact on Residents and Businesses

This service impacts the patients residing in Riverside County that are receiving care from RCRMC. No impact on surrounding businesses.

Contract History and Price Reasonableness

RCRMC currently uses Micro Focus Rumba terminal emulator software. This software is priced higher per user licensing model and will not allow it to be used in the hospital's EMR (electronic medical record) VDI (virtual desktop infrastructure) environment. This makes the system difficult to use for RCRMC's clinician staff. BlueZone software, on the other hand, is less expensive and is a concurrent licensing model software that will allow RCRMC to utilize it in their EMR virtual environment improving ease-of-use and patient care in the hospital.

The pricing for BlueZone is very competitive from the other vendors that were researched. Cost for 300 concurrent licenses is \$44,550.00 (\$148.50 per license). Ongoing maintenance is \$8,910.00 for the first year. This brings the total first year purchase to \$53,460.00. Based on previous invoices, RCRMC is paying more for Microfocus support, than the Rocket Software support for BlueZone software. The County would also incur additional fees to convert their Rumba licenses to "virtual compatible" licenses.

Date: August 26, 2014

From: Lowell Johnson, CEO, RCRMC (Riverside County Regional Medical Center)

To: Purchasing Agent

Subject: Sole Source Procurement;
Request for **BlueZone Emulator Software**

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. **Supplier being requested:** Rocket Software
2. **Alternative suppliers that can or might be able to provide supply/service:** Micro Focus International
3. **Extent of market search conducted:** Several different software applications have been tested to meet RCRMC's needs. BlueZone Emulator meets RCRMC's technical requirements with very competitive pricing. RCRMC's currently owned software, Micro Focus Rumba and other open-source-based software were also tested. None of these provided the compatibility needed for support that Rocket Software can provide.
4. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Rocket Software is the developer and sole support provider of the BlueZone Emulator software in which this system will be used by RCRMC to bill their patients. This software is used to connect to the Siemens Invision mainframe located in Malvern, Pennsylvania. The County selected this software based on its unique capability of being able to dynamically modify the software's configuration file via scripting languages through a virtual environment. BlueZone has terminal emulator light pen support and this software is supported in a VMware VDI virtual environment.

None of the other software evaluated provided BlueZone's capability. RCRMC is asking purchasing approval for BlueZone because RCRMC's current software, Rumba, does not provide the compatibility or licensing to implement it into their thin client virtual environment used throughout the hospital's clinical areas. Concurrent software licensing (Micro Focus's Rumba software is per user which makes it a higher cost model).

5. **Reasons why my department requires these unique features and what benefit will accrue to the county:** RCRMC currently uses Micro Focus Rumba terminal emulator software. This software is priced very high per user licensing model and will not allow it to be used in the hospital's EMR VDI virtual environment. This makes the system difficult to use for RCRMC's clinician staff.

BlueZone software, on the other hand, is less expensive. BlueZone is a concurrent licensing model software that will allow RCRMC to utilize it in their EMR virtual environment improving ease-of-use and patient care in the hospital.

6. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** The pricing for BlueZone is very competitive from the other vendors that were researched. Cost for 300 concurrent licenses is \$44,550.00 (\$148.50 per license). Ongoing maintenance is \$8,910.00 for the first year. This brings the total first year purchase to \$53,460.00. Based on previous invoices, RCRMC is paying more for Microfocus support, than the Rocket Software support for BlueZone software. The County would also incur additional fees to convert their Rumba licenses to "virtual compatible" licenses.
7. **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):** Maintenance support for the first year is \$8,910.00. Support for this software will allow RCRMC IT staff to call Rocket Software's technical support for troubleshooting and it will entitle RCRMC to future software upgrades.
8. **Period of Performance:** The initial term is for one (1) year, with an option to renew for four (4) additional (1) year terms.

David Y. Johnson
Department Head Signature

26 Aug 2014
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 53,460

One time

\$8910 - Annual Maint.
Annual Amount through 6-30-19

Mal R. [Signature]
Purchasing Agent

8-27-14
Date

15-176 Purchase
Approval Number
(Reference on Purchasing Documents)

#15-176A Maintenance



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

PR2014-01631
Tracking Number for
Internal Use Only

REQUESTED PURCHASE:		SOFTWARE LICENSE AND MAINTENANCE SUPPORT		
DEPARTMENT/AGENCY:		RCRMC - INFORMATION SERVICES		
CONTACT NAME/PHONE: MARYGRACE HEDGE - EXT. 84747; OFELIA ACOSTA - EXT. 84780				
PURCHASE REQUEST:		<input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES	<input type="checkbox"/> UPGRADE	<input type="checkbox"/> REPLACEMENT
PURCHASE TYPE:		<input type="checkbox"/> PROFESSIONAL SERVICES	<input checked="" type="checkbox"/> SOFTWARE	<input type="checkbox"/> HARDWARE
DESCRIBE REQUESTED PURCHASE		Information Services is requesting the purchase of 300 concurrent BlueZone Emulator software licenses from Rocket Software, as well as the concurrent maintenance support. This request is only for the VMware VDI virtual environment since rumba licensing doesn't allow for virtual environment use. The cost of the licenses is \$44,550.00 and maintenance support is \$8,910.00 for 12 months.		
BUSINESS NEEDS ADDRESSED		Yes - The Network Administrative Team have been researching for options for the VMware VDI virtual environment.		
ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?		<input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN		
BUSINESS CRITICALITY		BUSINESS IMPACT (SELECT ALL THAT APPLY)		
<input checked="" type="checkbox"/> Run the business		<input checked="" type="checkbox"/> Support current operations		
<input type="checkbox"/> Grow the business		<input type="checkbox"/> Reduce Expenses		
<input type="checkbox"/> Transform the business		<input type="checkbox"/> Improve Customer Service		
		<input type="checkbox"/> Improve Operational Efficiencies		
BUSINESS RISKS				
ALTERNATIVE SOLUTIONS		1. [Identify if any other Solution] 2. [Solution] 3. [Solution]		
TRANSACTION		<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____		



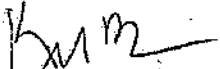
RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
To be completed for all departmental purchases of IT systems, services or renewals

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PURCHASE COSTS	COST-BENEFIT ANALYSIS
Hardware: \$	
Software: \$ 53,460.00	
Labor: \$	
Total Cost: \$ 53,460.00	

	CURRENT COSTS	NEW COSTS
Implementation		
One-time (i.e., upgrades)		
Ongoing (i.e., maintenance)		
Other		

ACCOUNTING STRING - Completed by transitioned Departments Only Used for pass-thru purchases processed by RCIT							
% Billed	Account (6 digits)	Fund (5 digits)	Dept. ID (6 - 10 digits)	Program (5 digits)	Class (5 digits)	Grant (9 digits)	Customer Project Code (10 digits)
100	621640	40050	4300184800				

Departmental Fiscal Review (Optional):	Date:
Department Head Signature:  (or authorized designee)	Date: 7-1-14

RCIT RECOMMENDATION - for purchases and renewals under \$100,000	
Recommended: <input type="checkbox"/> Yes <input type="checkbox"/> No (Purchases that are not recommended will be reviewed by TSOC upon request)	
By:	RCIT - APPROVED
Chief Information Officer Signature:	Date: 7/10/14

RCIT explanation for purchases that are not recommended:

ISO RECOMMENDATION: Security review for all purchases	
Recommended: <input type="checkbox"/> Yes <input type="checkbox"/> No (In no, provide explanation below)	
CISO Signature:	Date:



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

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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:

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