

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



ITEM  
3.17  
(ID # 4366)

**MEETING DATE:**

Tuesday, June 6, 2017

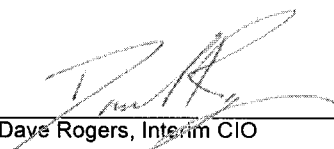
**FROM :** RIVERSIDE COUNTY INFORMATION TECHNOLOGY:

**SUBJECT:** RIVERSIDE COUNTY INFORMATION TECHNOLOGY (RCIT): Increase Gartner Information Technology Research Subscription Services for the Remainder of the Year, Without Securing Competitive Bids. [All Districts]; [Total cost \$38,000 - RCIT, Department of Public Social Services, Riverside University Health System and Assessor-County Clerk-Recorder operating budgets]

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

1. Approve an increase in Gartner Information Technology Research subscription licenses, in the amount of \$38,000, without securing competitive bids, through the County of Ventura agreement in effect through April 30, 2018;
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on availability of funding and approval of County Counsel, to: (a) sign amendments that do not change the substantive terms of the agreement; (b) sign amendments to the compensation provision that do not exceed an increase of up to \$200,000 for future department purchases; and (c) sign the Gartner Enrollment form.

**ACTION:** Policy


  
Dave Rogers, Interim CIO 5/24/2017

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**MINUTES OF THE BOARD OF SUPERVISORS**

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

Ayes: Jeffries, Tavaglione, Washington and Perez  
Nays: None  
Absent: Ashley  
Date: June 6, 2017  
xc: RCIT, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
  
Deputy

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

<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$38,000	\$ 0	\$ 38,000	\$0
<b>NET COUNTY COST</b>	\$ 0	\$0	\$0	\$ 0
<b>SOURCE OF FUNDS:</b> RCIT, DPSS, RUHS and ACR Operating Budgets			<b>Budget Adjustment:</b> No <b>For Fiscal Year:</b> 16/17	

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

**BACKGROUND:**

**Summary**

Acting as the lead agency, RCIT consolidated various agreements with county departments into one agreement with Gartner, to ensure cost effectiveness and comprehensive management.

RCIT used Gartner's core research services for independent analysis on new technology and technology directions, for example: social networking, Constituent Relationship Management (CRM), Cloud computing, Converged Networks and other emerging technologies. Availability of Gartner's expertise in these areas assisted RCIT with development of technology strategies, standards and guidelines. In addition, Gartner provides technical assistance with vendor selections, effective decision making and selections in a market where technology and communication providers continue to be volatile. Finally, Gartner assists in price negotiations to ensure best values and costs comparable to similar sized organizations.

In 2003, the County of Ventura conducted a Request for Proposals for industry research firms, on behalf of the California County Information Services Directors Association (CCISDA). This was done to obtain volume pricing through a consolidated government-purchasing vehicle. The award to Gartner in May 2004 and was intended to be accessed by City, County and other local government entities. The County of Riverside took advantage of the award and converted to lower pricing. The County of Ventura renewed the award for the period May 1, 2017 through April 30, 2018.

The following county agencies are participating in the Gartner consolidated agreement: RCIT, Assessor-County Clerk-Recorder, Department of Public Social Services and Riverside University Health System. In February 2017, a revision to increase licensing for RCIT and cancel licensing for DPSS received approval; however, since then DPSS decided to proceed with different licenses to better fit their business needs, covering the period June 2017 through April 2018. Feedback from non-consolidated county agencies may result in possible requests for additional subscription licenses, through costs not to exceed \$200,000, if added this year.

**Impact on Residents and Businesses**

Gartner's service will improve the quality of technical support provided by each of the participating agencies.

**SUBMITTAL TO THE BOARD OF SUPERVISORS COUNTY OF RIVERSIDE,  
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**SUPPLEMENTAL:**

**Additional Fiscal Information**

<b>Description:</b>	<b>FY15-16</b>	<b>Final Year FY16-17</b>
Gartner Information Technology Subscription Services		
<b>Approved Amount 4/26/16, agenda item 3-39</b>	<b>\$482,079</b>	
<b>Year 1: 5/1/16 - 4/30/17</b>	(204,714)	
<b>Remaining Approved Amount</b>	277,365	
		<b>\$277,365</b>
<b>Year 2: 5/1/17- 4/30/18 - total \$313,714</b>		
DPSS		(66,836)
RCIT		(168,705)
RUHS		(47,859)
ACR		(30,314)
<b>Remaining Approved Amount</b>		(36,350)
<b>REQUESTED INCREASE</b>		<b>\$38,000</b>

**Contract History and Price Reasonableness**

The Board of Supervisors initially approved the purchase of Gartner services on May 1, 2013 (item 3-22) for RCIT and the Assessor-County Clerk-Recorder, followed by approval for DPSS on December 2, 2014 (item 3-11). On April 26, 2016 (item 3-39), enrollment was approved for consolidation of the participating agencies into a single agreement.

The County of Ventura's contract pricing represents a 7 percent discount off Gartner's retail pricing.

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

ATTACHMENT A. Gartner 2017 Enrollment Form

ATTACHMENT B. Gartner 2017 Add On Enrollment Form

  
Jennifer Sargent, Principal Management Analyst

5/30/2017

  
Lisa Brandl, Director of Purchasing and Fleet Services

5/24/2017

  
Gregory V. Priamos, Director County Counsel

5/24/2017

# Gartner

## Exhibit B Enrollment Form



Complete this form and send it with your purchase order to:

Attention: Sandra Nanalis (County of Ventura)  
Fax: (805) 654-3394, E-mail: [Sandra.Nanalis@ventura.org](mailto:Sandra.Nanalis@ventura.org)  
And

Attention: David Kennison (Gartner – So. California)  
Fax (866) 519-4740, E-mail: [david.kennison@gartner.com](mailto:david.kennison@gartner.com)  
Attention: Winston Blackwell (Gartner – No. California)  
E-mail: [winston.blackwell@gartner.com](mailto:winston.blackwell@gartner.com)

Payment should be made to:

County of Ventura  
Information Technology Services Department  
800 South Victoria Ave. L#1100  
Ventura, CA 93009  
County of Ventura TIN #: 95-6000944

Name: Steve Reneker Title: CIO  
Organization: Riverside County Information Technology  
Address: 3450 14<sup>th</sup> Street  
City: Riverside Zip Code: 92501 Telephone #: (951) 955-3778  
Fax #: \_\_\_\_\_ Email: SReneker@RIVCO.ORG

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

02/06/2017  
Date

Richard R. Hai  
Printed Name

Procurement Contract Specialist  
Title

FORM APPROVED COUNTY COUNSEL  
BY:  2/6/17  
NEAL R. KIPNIS DATE

**2016 GARTNER SERVICES ORDER SCHEDULE**  
**VENTURA 2016 ENROLLMENT FORM**

Gartner Service	Service Level	Qty	Annual Fee	Total
<b>RENEWAL SERVICES<sup>1</sup></b>				
Core Research	Advisor	1	\$8,610	\$8,610
	Reference		\$4,610	(13 months term)
Core Connect Upgrade for Core Research <sup>1</sup>	Advisor		\$4,260	
Gartner for IT Executives	Signature		\$99,500	
	CIO		\$55,700 (\$), \$74,700 (M)	
	Essentials		\$57,400 (\$), \$51,300 (M)	
	Delegate Add-on <sup>4</sup>		\$39,600	
	US Advisor Add-on		\$10,200	
<b>NEW SERVICES</b>				
Team Solutions				
Executives Programs	Leader		\$76,200	
Leadership Team <sup>1</sup>	Delegate or Delegate Leader		\$99,600	
	Partner or Partner Leader		\$62,600	
	Advisor or Advisor Leader		\$29,600	
	Cross Function		\$21,500	
	Role		\$15,300	
Executives Programs	Leader		\$84,700	
Leadership Team	Delegate or Delegate Leader		\$49,400	
with Industry Advisory Services <sup>1</sup> (One Industry)	Partner or Partner Leader		\$71,100	
	Advisor or Advisor Leader		\$36,300	
	Cross Function		\$24,000	
	Role		\$17,500	
Enterprise IT Leadership Team <sup>1</sup>	Leader		\$53,100	
	Advisor		\$27,300	
	Cross Function		\$16,600	
	Role		\$10,100	
	Essentials		\$7,500	
Enterprise IT Leadership Team with Industry Advisory Services <sup>1</sup> (One Industry)	Leader		\$63,300	
	Advisor		\$34,700	
	Cross Function		\$20,500	
	Role		\$12,200	
	Essentials		\$7,500	
Industry Advisory Services Team <sup>1,1</sup> (One Industry)	Leader		\$34,700	
	Advisor		\$34,700	
	Cross Function		\$20,500	
	Role		\$12,200	
	Essentials		\$7,500	
IT Leadership Team <sup>1,1</sup>	Leader	2	\$27,300	\$54,600
	Advisor		\$27,300	(13 months term)
	Cross Function		\$16,600	
	Role		\$10,100	
	Essentials		\$7,500	
Gartner for Marketing Leaders Team <sup>1</sup>	Leader	6	\$33,450	\$199,100
	Advisor		\$33,450	(13 months term)
	Reference		\$11,600	
Individual Solutions				
Executives Programs	Member	1	\$84,100 (\$), \$74,700 (M)	\$84,100
Individual Solutions	Member Basic		\$57,400 (\$), \$51,300 (M)	(13 months term)
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,000	
Executives Programs Individual Solutions	Member		\$92,400 (\$), \$83,000 (M)	
with Industry Advisory Services (One Industry)	Member Basic		\$65,600 (\$), \$59,500 (M)	
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,300	
Enterprise IT Leaders	Advisor		\$63,500 (\$), \$53,100 (M)	
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,100	
Industry Advisory Services <sup>1</sup> (One Industry)	Advisor		\$43,300 (\$), \$34,700 (M)	
	Reference		\$20,200 (\$), \$20,600 (M)	
Gartner for IT Leaders <sup>1</sup>	Advisor	1	\$37,000 (\$), \$27,300 (M)	\$37,000
	Reference		\$25,900 (\$), \$16,000 (M)	(12 months term)
Core Connect	Advisor		\$33,300 (\$), \$23,600 (M)	
	Reference		\$22,200 (\$), \$12,600 (M)	
<b>Multisite Solutions</b>				
Gartner for Technical Professionals <sup>1</sup> (Per Agency)				
SMB Agency < 4k Employees	Advisor		\$53,100	
	Reference		\$35,400	
Agency < 12k Employees	Advisor		\$105,100	
	Reference		\$70,700	
Department	Advisor		\$105,100	
	Reference		\$70,700	
Gartner for Technology Planner SMB (for Agency with < 4k Employees)	All modules		\$53,100	
	Essentials - three modules		\$45,000	
	Essentials - two modules		\$34,400	
	Essentials - one module		\$21,100	
Gartner for Technology Planner (for Agency with 4k+ Employees)	All modules		\$105,100	
	Essentials - three modules		\$88,600	
	Essentials - two modules		\$58,000	
	Essentials - one module		\$41,700	
Gartner for Technical Professionals for Higher Education University/College <sup>1</sup> (for designated campus)	Advisor		\$53,100	
	Reference		\$35,400	
<b>Value-add Services</b>				
Strategic Advisory Services	Internal		\$14,200	
	Remote		\$7,100	
<b>Event Tickets<sup>1</sup></b>				
	2016 Symposium		\$4,000	
	2016 T1 Summit		\$2,750	
	2016 Summit		\$2,350	
	2016 Seminar		\$2,550	
	2016 Catalyst		\$2,750	
<b>Contract Dates</b> (please fill in the box starting with month)				
04/01/2017 - 03/31/2018				
	Subtotal			\$249,657
	Venture Fee (2.5% of subtotal)			\$6,241
	<b>TOTAL:</b>			<b>\$255,898</b>

**REPLACEMENT OF SERVICES:** Upon execution by both parties, this Service Agreement shall supersede the previous (i) Service Agreement 01-MAY-2015 that provides (1) Core IT Research Advisor, (1) Gartner for IT Leaders Advisor and (1) Gartner for Technical Professionals SMB Agency < 4,000 employees and the (ii) Service Agreement dated 01-MAY-2016 that provides (2) IT Leadership Team Leaders, (4) IT Leadership Team Essentials, and (1) Gartner for IT Leaders Advisor between Client and Gartner (collectively the "Contracts"). Client will receive a credit, which represents the portion of the fee paid by Client applicable to the remaining, unfulfilled Term of the Contract. This credit will be applied to the invoice for this Service Agreement, and is subject to confirmation of the payment previously made to Gartner.

**CONDITIONS:**

1. "Single-user" applies to a buying center that has one individual license; "Multi-user" applies to a buying center that has at least two qualifying licenses within the same agency or municipality. To qualify for multi-user price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common "Bill To" address. Strategic Advisory Services, Events, and Add-on services do not contribute towards multi-user pricing qualification.
2. The determination of "current users" for the purpose of the receipt of "Renewal Services" pricing shall be those actual users of the applicable service as of the specified date shown below and continuously renew the service thereafter:
  - a. Core Research license holders as of February 29, 2012.
  - b. IT Executive license holders as of April 30, 2015.
3. The Core Connect Advisor Upgrade is only available to Core Research Advisor license users. The upgrade fee is in addition to the Core Research Advisor annual fee and cannot be pro-rated.
4. Core Research to Gartner for IT Leaders or Industry Advisory Services promotional migration options may be available. Please check with your Gartner Account Executive for details.
5. Each Executive Programs Leadership Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. A Team with one Leader and less than three (3) Team Members is permissible so long as one of the Team Member is a Delegate or Partner. All Team Member licenses must be coterminous with the Leader license. Executive Programs Leadership Team with Industry pricing is for one industry and all licenses in an Executive Programs Leadership Team with Industry must purchase access to the same industry.
6. Each Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. All Team Member licenses must be coterminous with the Leader license. Industry Advisory Services Team pricing is for one industry and all licenses in an Industry Advisory Services Team must purchase access to the same industry.
7. 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's \$60,800
8. These products have limited availability and/or eligibility requirements. Please check with your Gartner Account Executive before ordering
9. Ticket prices apply to orders received by December 31st of the Event year as indicated. For example, Symposium 2016 Unit Price applies to orders received on or before December 31, 2016. 2017 ticket prices have not been released; please check with account representatives for pricing at the time of purchase for 2017 ticket pricing.
10. Gartner Account Executive can provide multi-year pricing options upon Client's request. Any multi-year price quote is expressly conditioned upon the individual Client agreeing to waive its right to terminate for convenience (T for C). The pricing for Year 2 and Year 3 will be listed on the completed Enrollment Form. Year 1 will be listed in the Enrollment Form Order Schedule above; Year 2 and Year 3 will be listed at the bottom of the Enrollment Form. The order will contain the following terms:
  - (a) This is a promotional offer for a [insert desired number of years] year, non-cancellable term. Upon Year [0] Contract Term End Date any additional or renewal purchases shall be at the then-current Gartner – Ventura County price.
  - (b) Notwithstanding subsection (a) above, Client may terminate Years [2 and/or 3] of this enrollment form, upon at least thirty days prior written notice, in the event Client does not receive appropriated funds from its funding authority, as a result of ordering activity cut-backs. However, if in the event the Client invokes its termination right herein, Client may not re-order the Service at the migration price but will be subject to Gartner's then-current Ventura County pricing.
11. Upon request, Gartner Account Executive can provide a price quote for an initial subscription period for limited periods in excess of twelve (12) months (i.e. 13 – 15 months) to align new subscribers with this Agreement's annual renewal/refresh cycle.

# Gartner

## Exhibit B Enrollment Form



Complete this form and send it with your purchase order to:

Attention: Sandra Nanalis (County of Ventura)

Fax: (805) 654-3394, E-mail: [Sandra.Nanalis@ventura.org](mailto:Sandra.Nanalis@ventura.org)  
And

Attention: David Kennison (Gartner – So. California)

Fax (866) 519-4740, E-mail: [david.kennison@gartner.com](mailto:david.kennison@gartner.com)

Attention: Winston Blackwell (Gartner – No. California)

E-mail: [winston.blackwell@gartner.com](mailto:winston.blackwell@gartner.com)

Payment should be made to:

County of Ventura

Information Technology Services Department

800 South Victoria Ave. L#1100

Ventura, CA 93009

County of Ventura TIN #: 95-6000944

Name: Marcus Maltese Title: ITO

Organization: Department of Public Social Services

Address: 731 Palmyrita Ave

City: Riverside Zip Code: 92507 Telephone #: (951) 358-3737

Fax #: \_\_\_\_\_ Email: mamaltes@rivco.org

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 \_\_\_\_\_

FORM APPROVED COUNTY COUNSEL

BY:

NEAL R. KIPNIS

DATE



**2017 GARTNER SERVICES ORDER SCHEDULE**  
Effective May 01, 2017 to April 30, 2018

Gartner Service	Service Level	Qty	Annual Fee	Total
<b>RENEWAL SERVICES <sup>2</sup></b>				
Core Research	Advisor		\$9,470	
	Reference		\$4,890	
Gartner for IT Executives	CIO Signature		\$96,500	
	CIO		\$88,400 (S), \$78,600 (M)	
	CIO Essentials		\$59,200 (S), \$52,900 (M)	
	Delegate Add-on to CIO Signature <sup>8</sup>		\$41,200	
	IAS Advisor Add-on		\$10,200	
<b>NEW SERVICES</b>				
<b>Team Solutions</b>				
Executives Programs Leadership Team <sup>5</sup>	Leader		\$78,600	
	Delegate or Delegate Leader		\$41,200	
	Partner or Partner Leader		\$64,800	
	Advisor or Advisor Leader		\$30,800	
	Cross Function		\$22,200	
	Role		\$15,800	
Executives Programs Leadership Team with Industry Advisory Services <sup>5</sup> (One Industry)	Leader		\$84,700	
	Delegate or Delegate Leader		\$48,400	
	Partner or Partner Leader		\$71,100	
	Advisor or Advisor Leader		\$38,300	
	Cross Function		\$24,800	
Enterprise IT Leadership Team <sup>6</sup>	Role		\$17,500	
	Leader		\$54,800	
	Advisor		\$28,200	
	Cross Function		\$17,100	
	Role		\$10,400	
Enterprise IT Leadership Team with Industry Advisory Services <sup>6</sup> (One Industry)	Essentials		\$8,200	
	Leader		\$63,300	
	Advisor		\$34,700	
	Cross Function		\$21,200	
	Role		\$12,200	
Industry Advisory Services Team <sup>4,6</sup> (One Industry)	Essentials		\$8,200	
	Leader		\$34,700	
	Advisor		\$34,700	
	Cross Function		\$21,200	
	Role		\$12,200	
IT Leadership Team <sup>4,6</sup>	Essentials		\$8,200	
	Leader		\$28,200	
	Advisor		\$28,200	
	Cross Function		\$17,100	
	Role		\$10,400	
	Essentials		\$8,200	

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Gartner Service	Service Level	Qty	Annual Fee	Total
Gartner for Marketing Leaders Team <sup>8</sup>	Leader		\$35,200	
	Advisor		\$35,200	
	Reference		\$12,400	
<b>Individual Solutions</b>				
Executives Programs	Member		\$86,800 (S), \$77,100 (M)	
Individual Solutions	Member Basic		\$59,200 (S), \$52,900 (M)	
	Two Onsite Meetings Add-on <sup>8</sup>		\$15,500	
Executives Programs Individual Solutions	Member		\$92,400 (S), \$83,000 (M)	
with Industry Advisory Services	Member Basic		\$65,900 (S), \$59,800 (M)	
(One Industry)	Two Onsite Meetings Add-on <sup>8</sup>		\$15,500	
Enterprise IT Leaders	Advisor		\$65,500 (S), \$54,800 (M)	
	Two Onsite Meetings Add-on <sup>8</sup>		\$15,600	
Industry Advisory Services <sup>4</sup>	Advisor	2	\$43,300 (S), \$34,700 (M)	\$63,616.67
(One Industry)	Reference		\$29,200 (S), \$20,600 (M)	(11 months)
Gartner for IT Leaders <sup>4</sup>	Advisor		\$38,200 (S), \$28,200 (M)	
	Reference		\$26,700 (S), \$16,500 (M)	
Core Connect	Advisor		\$34,400 (S), \$24,700 (M)	
	Reference		\$22,900 (S), \$13,000 (M)	
<b>Multi-users Solutions</b>				
Gartner for Technical Professionals <sup>7</sup>				
(Per Agency)				
SMB Agency < 4k Employees	Advisor		\$54,800	
	Reference		\$36,500	
Agency < 12k Employees	Advisor		\$108,500	
	Reference		\$73,000	
Department	Advisor		\$108,500	
	Reference		\$73,000	
Team (limited availability) <sup>8</sup>	Advisor		\$51,600	
Gartner for Technology Planner SMB	All modules		\$54,800	
(for Agency with <4k Employees)	Essentials - three modules		\$46,500	
	Essentials - two modules		\$35,600	
	Essentials - one module		\$21,800	
Gartner for Technology Planner	All modules		\$108,500	
(for Agency with 4k+ Employees)	Essentials - three modules		\$91,500	
	Essentials - two modules		\$70,200	
	Essentials - one module		\$43,000	
Gartner for Technical Professionals for Higher Education University/College <sup>7, 8</sup>	Advisor		\$54,800	
(per designated campus )	Reference		\$36,500	
<b>Value-add Services</b>				
Strategic Advisory Services	Internal		\$14,700	
	Remote		\$7,300	

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Gartner Service	Service Level	Qty	Annual Fee	Total
Event Tickets <sup>9</sup>	2017 Symposium		\$4,200	
	2017 Summit (BI, Data Center, or Security)		\$2,900	
	2017 Summit (excludes BI, Data Center, Security)		\$2,425	
	2017 Catalyst		\$3,100	
	2018 Symposium		TBD	
	2018 Summit (BI, Data Center, or Security)		TBD	
	2018 Summit (excludes BI, Data Center, Security)		TBD	
	2018 Catalyst		TBD	
<b>Contract Dates</b>		<b>Subtotal:</b>		<b>\$63,616.67</b>
(please fill in the box starting with month):		<b>Ventura Fee (2.5% of subtotal)</b>		<b>\$1,590.42</b>
6 /01/2017 – 04/30/2018		<b>TOTAL:</b>		<b>\$65,206.09</b>

**CONDITIONS:**

- "(S)" is single-user pricing and applies to a buying center that has one individual license; "(M)" is multi-user pricing and applies to a buying center that has at least two qualifying licenses within the same agency or municipality. To qualify for multi-user price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common "Bill To" address. Strategic Advisory Services, Events, and Add-on services do not contribute towards multi-user pricing qualification.
- The determination of "current users" for the purpose of the receipt of "Renewal Services" pricing shall be those actual users of the applicable service as of the specified date shown below and continuously renew the service thereafter:
  - Core Research license holders as of February 29, 2012.
  - IT Executive license holders as of April 30, 2015.
- The Core Connect Advisor Upgrade is only available to Core Research Advisor license users. The upgrade fee is in addition to the Core Research Advisor annual fee and cannot be pro-rated.
- Core Research to Gartner for IT Leaders or Industry Advisory Services promotional migration options may be available. Please check with your Gartner Account Executive for details.
- Each Executive Programs Leadership Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. A Team with one Leader and less than three (3) Team Members is permissible so long as one of the Team Member is a Delegate or Partner. All Team Member licenses must be coterminous with the Leader license. Executive Programs Leadership Team with Industry pricing is for one industry and all licenses in an Executive Programs Leadership Team with Industry must purchase access to the same industry.
- Each Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. All Team Member licenses must be coterminous with the Leader license. Industry Advisory Services Team pricing is for one industry and all licenses in an Industry Advisory Services Team must purchase access to the same industry.
- Gartner for Technical Professionals services require a minimum spend on Gartner licenses. For government agencies of 4,000 employees or less the minimum spend in Gartner licenses is \$30,400, for agencies over 4,000 employees it's \$60,800. For a distinct university or college the minimum spend in Gartner licenses is \$30,400.
- These products have limited availability and/or eligibility requirements. Please check with your Gartner Account Executive before ordering.
- Ticket prices apply to orders received by December 31st of the Event year as indicated. For example, Symposium 2017 Unit Price applies to orders received on or before December 31, 2017. 2018 ticket prices have not been released; please check with account representatives for pricing at the time of purchase for 2018 ticket pricing.
- Gartner Account Executive can provide multi-year pricing options upon Client's request. Any multi-year price quote is expressly conditioned upon the individual Client agreeing to waive its right to terminate for convenience (T for C). The pricing for Year 2 and Year 3 will be listed on the completed Enrollment Form. Year 1 will be listed in the Enrollment Form Order Schedule above; Year 2 and Year 3 will be listed at the bottom of the Enrollment Form. The order will contain the following terms:
  - This is a promotional offer for a [insert desired number of years] year, non-cancellable term. Upon Year [0] Contract Term End Date any additional or renewal purchases shall be at the then-current Gartner – Ventura County price.
  - Notwithstanding subsection (a) above, Client may terminate Years [2 and/or 3] of this enrollment form, upon at least thirty days prior written notice, in the event Client does not receive appropriated funds from its funding authority, as a result of ordering activity cut-backs. However, if in the event the Client invokes its termination right herein, Client may not re-order the Service at the migration price but will be subject to Gartner's then-current Ventura County pricing.
- Upon request, Gartner Account Executive can provide a price quote for an initial subscription period for limited periods in excess of twelve (12) months (i.e. 13 – 15 months) to align new subscribers with this Agreement's annual renewal/refresh cycle.

FORM APPROVED COUNTY COUNSEL  
DATE 4-14-16  
BY: ANITA C. WILLIS

PURCHASING & FLEET SERVICES: Lisa Brandl, Director  
Departmental Concurrence

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

338



**FROM:** Riverside County Information Technology (RCIT)

**SUBMITTAL DATE:**

April 14, 2016

**SUBJECT:** Approve enrollment in the Gartner Information Technology Research subscription services, for two years, without Securing Competitive Bids. [All Districts]; [Total cost \$412,079, RCIT, Department of Public Social Services (DPSS), Riverside University Health System (RUHS), and Assessor-County Clerk-Recorder (ACR) operating budgets].

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

1. Approve enrollment in the Gartner Information Technology Research subscription through the County of Ventura agreement, effective May 1, 2016 through April 30, 2018, in the amount of \$412,079, without securing competitive bids; and,
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459 based on the availability of funding and as approved by County Counsel to: (a) sign amendments that do not change the substantive terms of the agreement; (b) sign amendments to the compensation provision that do not exceed an increase of up to \$70,000 to allow for additional needs department requests; and (c) sign the Gartner Enrollment Form.

**BACKGROUND:**

Summary  
(See page 2)

Steve Reneker  
Chief Information Officer

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 34,340	\$ 206,040	\$ 412,079	\$	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$	\$	\$	\$	
<b>SOURCE OF FUNDS:</b> RCIT, DPSS, RUHS and ACR operating budgets				Budget Adjustment: No	
				For Fiscal Year:	16/17-17/18

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

APPROVE

BY:

County Executive Office Signature

Jennifer L. Sargent

**MINUTES OF THE BOARD OF SUPERVISORS**

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

Ayes: Jeffries, Washington, Benoit and Ashley  
Nays: None  
Absent: Tavaglione  
Date: April 26, 2016  
xc: RCIT, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By:   
Deputy

Prev. Agn. Ref.:

District:

Agenda Number:

BACKGROUND:

3-39

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA  
FORM 11: without Securing Competitive Bids. [All Districts]; [Total cost \$412,079, RCIT,  
Department of Public Social Services (DPSS), Riverside University Health System (RUHS), and  
Assessor-County Clerk-Recorder (ACR) operating budgets].**

**DATE: April 14, 2016**

**PAGE: 2 of 3**

**Summary (continued)**

RCIT has utilized Gartner's core research services for independent analysis on new technology and technology directions, such as Social Networking, Constituent Relationship Management (CRM), Cloud Computing, Converged Networks and other emerging technologies. The availability of their expertise in these areas has assisted RCIT with the development of technology strategies, standards, and guidelines. Gartner also provides industry technical experts capable of assisting organizations with 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, Gartner assists in pricing negotiations to ensure best values are received and comparable to other similar sized organizations.

In the Fall of 2003, the County of Ventura, on behalf of the California County Information Services Directors Association (CCISDA), conducted a Request For Proposal for industry research firms for award to all responsible vendors. This was done in an effort to obtain volume pricing through a consolidating government-purchasing vehicle. The original 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. The County of Ventura contract award has been renewed for the period of May 1, 2016 to April 30, 2017.

In addition to RCIT, the consolidated agreement will include: Assessor-County Clerk-Recorder, Department of Public Social Services, and Riverside University Health System as additional users.

**Impact on Citizens and Businesses**

Gartner's service will improve the quality of RCIT's technical support.

**SUPPLEMENTAL:**

**Contract History and Price Reasonableness**

The Board of Supervisors initially approved the purchase of Gartner, Inc., services on May 1, 2013, (agenda item 3-22) for RCIT and the Assessor-County Clerk-Recorder, followed by December 2, 2014 (agenda item 3-11) for DPSS. This proposed renewal agreement will consolidate all departments onto a single agreement.

The pricing available through County of Ventura's contract represents a 7% discount off of Gartner's retail pricing.

**Year 1 and 2 (RCIT, Assessor & RUHS)**

RCIT = \$43,100 (1 IT Leadership Team Leader & 2 Workgroup Essential Members)

RUHS = \$43,100 (1 IT Leadership Team Leader & 2 Workgroup Essential Members)

Assessor = \$27,300 (1 Gartner for IT Leader Advisor license)

Subtotal = \$113,500

Plus 2.5% Ventura Processing Fee = \$2,838

Annual Fee = \$116,338

Term: 5/1/2016 – 4/30/2018

**Year 1 (DPSS)\*\***

Annual Fee = \$86,220

Plus 2.5% Ventura Processing Fee = \$2,156

Total Fee = \$88,376

Term: 5/1/2016 – 4/30/2017

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA  
FORM 11: without Securing Competitive Bids. [All Districts]; [Total cost \$412,079, RCIT,  
Department of Public Social Services (DPSS), Riverside University Health System (RUHS), and  
Assessor-County Clerk-Recorder (ACR) operating budgets].**

**DATE: April 14, 2016**

**PAGE: 3 of 3**

Year 2 (DPSS)\*\*

Annual Fee = \$88,807

Plus 2.5% Ventura Processing Fee = \$2,220

Total Fee = \$91,027

Term: 5/1/2017 – 4/30/2018

\*\*DPSS pricing is based on their agreement signed on 5/5/15 for the period 5/1/15 through 4/30/18. All substantive terms of this agreement remain the same.

Total cost year 1: \$204,714

Total cost year 2: \$207,365

WHEN DOCUMENT IS FULLY EXECUTED RETURN

**CLERK'S COPY**

to Riverside County Clerk of the Board, Stop 1010  
Post Office Box 1147, Riverside, Ca 92502-1147  
Thank you!



**Gartner**

**Enrollment Form**

**Complete this form and send it with your purchase order to:**

Attention: Sandra Nanalis (County of Ventura)  
Fax: (805) 654-3394, E-mail [Sandra.Nanalis@ventura.org](mailto:Sandra.Nanalis@ventura.org)  
And

Attention: David Kennison (Gartner - So. California)  
Fax (866) 519-4740, E-mail: [david.kennison@gartner.com](mailto:david.kennison@gartner.com)

Attention: Winston Blackwell (Gartner - No. California)  
E-mail: [winston.blackwell@gartner.com](mailto:winston.blackwell@gartner.com)

**Payment should be made to:**

County of Ventura  
Information Technology Services Department  
800 South Victoria Ave. L#1100  
Ventura, CA 93009

County of Ventura TIN #: 95-6000944

Name: Steve Reneker Title: CIO  
Organization: County of Riverside  
Address: 3450 14th Street  
City: Riverside Zip Code: 92501  
Fax#: \_\_\_\_\_ Email: Steve.Reneker@rivcoit.org Telephone #: (951) 955-3778

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 \_\_\_\_\_

FORM APPROVED COUNTY COUNSEL

BY: NEAL R. KIPNIS DATE: 4/14/16

# 2016 GARTNER SERVICES ORDER SCHEDULE (RCIT, Assessor & RUHS)

Gartner Service	Service Level	Qty	Annual Fee	Total
<b>RENEWAL SERVICES <sup>1</sup></b>				
Core Research	Advisor		\$8,930	
	Reference		\$4,610	
Core Connect Upgrade for Core Research <sup>1</sup>	Advisor		\$4,250	
Gartner for IT Executives	Signature		\$93,500	
	CIO		\$85,700 (S), \$76,200 (M)	
	Essentials		\$57,400 (S), \$51,300 (M)	
	Delegate Add-on <sup>4</sup>		\$39,900	
	US Advisor Add-on		\$10,200	
<b>NEW SERVICES</b>				
<b>Team Solutions</b>				
Executives Programs Leadership Team <sup>5</sup>	Leader		\$75,200	
	Delegate or Delegate Leader		\$39,900	
	Partner or Partner Leader		\$82,900	
	Advisor or Advisor Leader		\$28,000	
	Cross Function		\$21,500	
Executives Programs Leadership Team with Industry Advisory Services <sup>5</sup> (One Industry)	Role		\$15,300	
	Leader		\$94,700	
	Delegate or Delegate Leader		\$48,400	
	Partner or Partner Leader		\$71,100	
	Advisor or Advisor Leader		\$38,300	
Enterprise IT Leadership Team <sup>6</sup>	Cross Function		\$24,000	
	Role		\$17,500	
	Leader		\$53,100	
	Advisor		\$27,300	
	Cross Function		\$16,800	
Enterprise IT Leadership Team with Industry Advisory Services <sup>5</sup> (One Industry)	Role		\$10,100	
	Essentials		\$7,900	
	Leader		\$63,300	
	Advisor		\$34,700	
	Cross Function		\$20,500	
Industry Advisory Services Team <sup>6,8</sup> (One Industry)	Role		\$12,200	
	Essentials		\$7,900	
	Leader		\$34,700	
	Advisor		\$34,700	
	Cross Function		\$20,500	
IT Leadership Team <sup>6,8</sup>	Role		\$12,200	
	Essentials		\$7,900	
	Leader	2	\$27,300	\$54,600
	Advisor		\$27,300	
	Cross Function		\$16,800	
Gartner for Marketing Leaders Team <sup>8</sup>	Role		\$10,100	
	Essentials	4	\$7,900	\$31,600
	Leader		\$33,450	
	Advisor		\$33,450	
	Reference		\$11,800	
<b>Individual Solutions</b>				
Executives Programs Individual Solutions	Member		\$84,100 (S), \$74,700 (M)	
	Member Basic		\$57,400 (S), \$51,300 (M)	
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,000	
Executives Programs Individual Solutions with Industry Advisory Services (One Industry)	Member		\$82,400 (S), \$83,000 (M)	
	Member Basic		\$85,900 (S), \$59,800 (M)	
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,300	
Enterprise IT Leaders	Advisor		\$63,500 (S), \$53,100 (M)	
	Two Onsite Meetings Add-on <sup>4</sup>		\$15,100	
Industry Advisory Services <sup>8</sup> (One Industry)	Advisor		\$43,300 (S), \$34,700 (M)	
	Reference		\$29,200 (S), \$20,600 (M)	
Gartner for IT Leaders <sup>4</sup>	Advisor	1	\$37,000 (S), \$27,300 (M)	\$27,300
	Reference		\$25,900 (S), \$16,000 (M)	
Core Connect	Advisor		\$33,300 (S), \$23,900 (M)	
	Reference		\$22,200 (S), \$12,600 (M)	
<b>Multi-users Solutions</b>				
<b>Gartner for Technical Professionals <sup>7</sup> (Per Agency)</b>				
SMB Agency < 4k Employees	Advisor		\$53,100	
	Reference		\$35,400	
Agency < 12k Employees	Advisor		\$105,100	
	Reference		\$70,700	
Department	Advisor		\$105,100	
	Reference		\$70,700	
Gartner for Technology Planner SMB (for Agency with <4k Employees)	All modules		\$53,100	
	Essentials - three modules		\$45,000	
	Essentials - two modules		\$34,400	
	Essentials - one module		\$21,100	
Gartner for Technology Planner (for Agency with 4k+ Employees)	All modules		\$105,100	
	Essentials - three modules		\$88,800	
	Essentials - two modules		\$68,000	
	Essentials - one module		\$41,700	
Gartner for Technical Professionals for Higher Education University/College <sup>9</sup> (per designated campus)	Advisor		\$53,100	
	Reference		\$35,400	
<b>Value-add Services</b>				
Strategic Advisory Services	Internal		\$14,200	
	Remote		\$7,100	
Event Tickets <sup>3</sup>	2016 Symposium		\$4,000	
	2016 T1 Summit		\$2,750	
	2016 Summit		\$2,350	
	2016 Seminar		\$2,550	
	2016 Catalyst		\$2,750	
Contract Dates			Subtotal:	\$113,500
(please fill in the box starting with month):			Ventura Fee (2.5% of subtotal)	\$2,838
05/01/2016 - 04/30/2017			TOTAL:	\$116,338



#### CONDITIONS:

1. "Single-user" applies to a buying center that has one individual license; "Multi-user" applies to a buying center that has at least two qualifying licenses within the same agency or municipality. To qualify for multi-user price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common "Bill To" address. Strategic Advisory Services, Events, and Add-on services do not contribute towards multi-user pricing qualification.
2. The determination of "current users" for the purpose of the receipt of "Renewal Services" pricing shall be those actual users of the applicable service as of the specified date shown below and continuously renew the service thereafter:
  - a. Core Research license holders as of February 29, 2012.
  - b. IT Executive license holders as of April 30, 2015.
3. The Core Connect Advisor Upgrade is only available to Core Research Advisor license users. The upgrade fee is in addition to the Core Research Advisor annual fee and cannot be pro-rated.
4. Core Research to Gartner for IT Leaders or Industry Advisory Services promotional migration options may be available. Please check with your Gartner Account Executive for details.
5. Each Executive Programs Leadership Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. A Team with one Leader and less than three (3) Team Members is permissible so long as one of the Team Member is a Delegate or Partner. All Team Member licenses must be coterminous with the Leader license. Executive Programs Leadership Team with Industry pricing is for one industry and all licenses in an Executive Programs Leadership Team with Industry must purchase access to the same industry.
6. Each Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. All Team Member licenses must be coterminous with the Leader license. Industry Advisory Services Team pricing is for one industry and all licenses in an Industry Advisory Services Team must purchase access to the same industry.
7. 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's \$60,800
8. These products have limited availability and/or eligibility requirements. Please check with your Gartner Account Executive before ordering
9. Ticket prices apply to orders received by December 31st of the Event year as indicated. For example, Symposium 2016 Unit Price applies to orders received on or before December 31, 2016. 2017 ticket prices have not been released; please check with account representatives for pricing at the time of purchase for 2017 ticket pricing.
10. Gartner Account Executive can provide multi-year pricing options upon Client's request. Any multi-year price quote is expressly conditioned upon the individual Client agreeing to waive its right to terminate for convenience (T for C). The pricing for Year 2 and Year 3 will be listed on the completed Enrollment Form. Year 1 will be listed in the Enrollment Form Order Schedule above; Year 2 and Year 3 will be listed at the bottom of the Enrollment Form. The order will contain the following terms:
  - (a) This is a promotional offer for a [insert desired number of years] year, non-cancellable term. Upon Year [0] Contract Term End Date any additional or renewal purchases shall be at the then-current Gartner - Ventura County price.
  - (b) Notwithstanding subsection (a) above, Client may terminate Years [2 and/or 3] of this enrollment form, upon at least thirty days prior written notice, in the event Client does not receive appropriated funds from its funding authority, as a result of ordering activity cut-backs. However, if in the event the Client invokes its termination right herein, Client may not re-order the Service at the migration price but will be subject to Gartner's then-current Ventura County pricing.
11. Upon request, Gartner Account Executive can provide a price quote for an initial subscription period for limited periods in excess of twelve (12) months (i.e. 13 - 15 months) to align new subscribers with this Agreement's annual renewal/refresh cycle.

\*\*This agreement also incorporates the multi-year contract on file with Gartner and the County of Riverside DPSS. Per the request of The County of Riverside RCIT we are including the Gartner services for DPSS on the same agreement with RCIT, referenced below as Year 2 (DPSS) and Year 3 (DPSS)."

#### Year 2 (RCIT, Assessor & RUHS)

Annual Fee = \$113,500  
Plus 2.5% Ventura Processing Fee = \$2,838  
Total Fee = \$116,338  
Term: 5/1/2017 - 4/30/2018

#### Year 2 (DPSS)\*\*

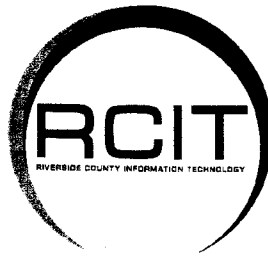
Annual Fee = \$86,220  
Plus 2.5% Ventura Processing Fee = \$2,155.50  
Total Fee = \$88,375.50  
Term: 5/1/2016 - 4/30/2017

#### Year 3 (DPSS)\*\*

Annual Fee = \$88,807  
Plus 2.5% Ventura Processing Fee = \$2,220.18  
Total Fee = \$91,027.18  
Term: 5/1/2017 - 4/30/2018

**STEVE RENEKER**  
Chief Information Officer

**DAVE ROGERS**  
Chief Technology Officer



**LOUIS RAJA ARUL DOSS, ACIO**  
Enterprise Applications Bureau  
**VEVA HARGUINDEGUY, ACIO**  
Converged Communications Bureau  
**JIM SMITH, ACIO**  
Technology Services Bureau  
**DAVE ROGERS, CTO**  
Business Relationship Management

**To:** Board of Supervisors/Purchasing Agent

**Date:** April 11, 2016

**Via:** RCIT, Procurement Contract Specialist

**From:** Steve Reneker, Chief Information Officer

**Subject:** Sole Source Procurement for Gartner Information Technology Subscription

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:** Gartner
2. **Vendor ID:** 0000025073 - County of Ventura
3. **Supply/Service being requested:**  
Gartner Information Technology Research Subscription
4. **Alternative suppliers that can or might be able to provide supply/service and extent of market research conducted:**  
None
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:**  
RCIT has utilized Gartner Inc's core research services for independent analysis on new technology and technology directions such as Social Networking, Constituent Relationship Management (CRM), Cloud Computing, Converged Networks and other emerging technologies. The availability of their expertise in these areas has assisted RCIT with the development of technology strategies, standards, and guidelines. Gartner also provides industry technical experts capable of assisting 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.

**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 value is received and comparable to other similar sized organizations.

**7. Period of Performance: From 5/1/2017 to 4/30/2018 (total number of years)**

Is this an annually renewable contract? ☒ No ☒ Yes

Is this a fixed-term agreement: ☒ No ☒ Yes

**8. Identify all costs for this requested purchase. If approval is for multiple years, ongoing costs must be identified below. If annual increases apply to ongoing costs such as CPI or other contract increases, provide the estimated annual cost for each consecutive year. If the annual increase may exceed the Purchasing Agent's authority, Board approval must be obtained. (Note: ongoing costs may include but are not limited to subscriptions, licenses, maintenance, support, etc.)**

Description:	FY 1617	FY 1718	FY __	FY __	FY __	Total
One-time Costs:						
(Insert description)						
Ongoing Costs:						
Subscription	\$204,714	\$207,365				\$412,079
Contingency	\$70,000	\$70,000				\$140,000
Total Costs	\$274,714	\$277,365				\$552,079

Note: Insert additional rows as needed

**9. Price Reasonableness:**

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 (3) year contract was awarded to Gartner in May 2004 and in 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, 2016 to April 30, 2017 by County of Ventura on Amendment #12. County of Riverside enrollment will be in the aggregate amount of \$412,079.00 inclusive of two (2) Gartner Core Research subscriptions and one (1) Gartner for IT Executives subscription for RCIT and one (1) Gartner for IT Leaders subscription for the Assessor-Clerk Recorder.

The Board of Supervisors initially approved the purchase of Gartner Inc. services on May 1, 2013, (agenda item 3-22) for RCIT and the Assessor – County Clerk – Recorder's Office as well as approval on December 2, 2014 for DPSS. This new agreement will add both DPSS and RUHS as part of RCIT's consolidation process. The pricing available through County of Ventura's contract represents a 7% discount off of Gartner's retail pricing.

10. 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

11. Projected Board of Supervisor Date (if applicable): \_\_\_\_\_  
April 26, 2016

Steve Reneker 4/15/06  
Steve Reneker, Chief Information Officer Date

Purchasing Department Comments:

Approve Total Approve with Condition/s Disapprove  
Not to exceed: \$ 412,079.00 ☐ One time ☐ Annual Amount through \_\_\_\_\_

Joe Brendell 4/14/16 16-513  
Purchasing Agent Date Approval Number  
(Reference of Purchasing Documents)

List Attachments: