



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File #: A 18-115, **Version:** 1

- a. Approve and authorize the Director of Information Technology or his designee to execute a non-standard Service Agreement with Gartner, Inc., for the period of May 1, 2018 through April 30, 2019, for the provision of information technology advisory services in an amount not to exceed \$89,300.00;
- b. Accept non-standard provisions in the Service Agreement as recommended by the Director of Information Technology; and
- c. Authorize the Director of Information Technology to enter into up to four (4) additional one year enrollment confirmations under the Service Agreement, where the amount of each additional enrollment confirmation is limited to no more than a five percent (5%) increase over the prior year, subject to County Counsel review and provided that the terms and conditions for the Service Agreement remain substantially the same.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Director of Information Technology or his designee to execute a non-standard Service Agreement with Gartner, Inc., for the period of May 1, 2018 through April 30, 2019, for the provision of information technology advisory services in an amount not to exceed \$89,300.00;
- b. Accept non-standard provisions in the Service Agreement as recommended by the Director of Information Technology; and
- c. Authorize the Director of Information Technology to enter into up to four (4) additional one year enrollment confirmations under the Service Agreement, where the amount of each additional enrollment confirmation is limited to no more than a five percent (5%) increase over the prior year, subject to County Counsel review and provided that the terms and conditions for the Service Agreement remain substantially the same.

SUMMARY/DISCUSSION:

In 2003 the County of Ventura, with support from other government entities within the State of California, entered into a Master Contract with Gartner, Inc. for the provision of technology advisory services to include research, written evaluations, analysis and facilitating access to analysts and subject matter experts in the Information Technology (IT) industry. A Master Contract between the County of Ventura and Gartner, Inc. allowed California counties, including Monterey County, to utilize this resource at reduced rates. This resource is instrumental when considering possible IT solutions to meet County business needs. It provides information on current, state-of-the-art market products and opportunities, and a forum for communications with other counties and potential vendors, thus assisting with the decision-making process for future IT implementations for County departments.

The County's subscription to the Master Contract with the County of Ventura and Gartner Inc. will expire on April 30, 2018. The proposed Service Agreement with Gartner Inc. provides for an additional year of access to these services and incorporates the terms of the Ventura County Master agreement to continue County access at reduced cost. Beginning in 2018, Gartner will administer the agreement; therefore, the County of Monterey will save a 2.5% administrative fee it previously paid to Ventura County.

The County currently has an existing agreement with Corporate Executive Board (CEB) for similar services. Gartner Inc. has purchased CEB. If approved by the Board, the County will terminate the CEB agreement so that all information technology advisory services will be provided to the County by Gartner Inc. pursuant to the proposed agreement.

The Director of Information Technology is also requesting authorization to execute additional enrollment confirmations to purchase these services for a maximum of four (4) additional years, on the assumption that Ventura County and Gartner Inc. will continue the underlying Master Contract. The requested authorization permits the execution of additional enrollment confirmations only if the Master Contract is extended and continues to provide for advantageous pricing. The requested authorization limits increases in cost to a maximum of three percent over the prior year and each future enrollment confirmation is subject to County Counsel review. If any terms and conditions in the Service Agreement between the County and Gartner Inc. differ from those considered and approved by the Board, staff will return to the Board for additional authority.

As noted, the Master Contract between the County of Ventura and Gartner, Inc. is incorporated by reference into the proposed agreement between Monterey County and Gartner, Inc. That Master Contract contains non-standard provisions that were previously approved by the Board and which are unchanged by the proposed agreement between the County and Gartner, Inc.

OTHER AGENCY INVOLVEMENT:

County Counsel does not approve continuation of non-standard provisions in the Master Contract between the County of Ventura and Gartner, Inc. County Counsel does not approve non-standard signatures on the Service Agreement.

FINANCING:

The FY 2017-18 adopted budget includes allocations for the payment of this service. ITD has budgeted for the additional cost in the FY 2018-19 recommended budget: budget unit 8137, appropriations unit INF002. Transactions relating to future amendments will be included in each respective recommended budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The extensive information made available through the research and analysis services offered by Gartner, Inc. will provide ITD information on current industry best practices, thus allowing ITD to better serve all internal and external customers.

- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Lynnette Beardsall, Management Analyst II, 759-6938

Approved by:

Eric A. Chatham, Director of Information Technology, 759-6920

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Attachments: Gartner, Inc. Service Agreement; Master Agreement between the County of Ventura and Gartner Inc.

Attachments on file with Clerk of the Board