



# Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.  
Service Agreement for Oracle products. Rimini Street (Rimini) provides third-party maintenance and support to the County, for product licenses previously purchased through Oracle.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
Rimini Street, Inc.  
John Kilakowske  
3993 Howard Hughes Parkway Ste. 500  
Las Vegas NV 89169  
916-276-4004  
jkilakowske@riministreet.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.  
The total cost for the proposed agreement is \$3,152,741. The proposed term of this agreement will be approximately 3.5 years, starting from the date of execution, and expiring on 12/31/23.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.  
Rimini is the only third party maintenance and service provider who offers complete applications management services, is willing to provide fixes to original code as delivered by Oracle as well as County customized code, and provides support for payroll tax and regulatory updates for PeopleSoft which is necessary to ensure compliance during an audit.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
  - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
  - When the contract is with a federal, state, or local governmental agency.
  - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
  - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
  - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
  - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.  
The County has used on-premise Oracle products for over 10 years. During that time, the County has also added customized code as needed for operations. Oracle does not provide support for any customized code, is transitioning from on-premise products to web-based products, and will end support for the County's existing versions of on-premise products effective December 2020. Rimini Street is willing to provide support for the County's existing on-premise products for 15 years, including the County's custom code.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.  
There are only 3 vendors worldwide who provide third party support for Oracle products. Support Revolution is based in Europe with no offices in the United States. Spinnaker Support (from Denver Co.) only provides break-fix solutions and does not provide support for payroll tax and regulatory updates. Rimini Street (from Nevada) is the only vendor who can both provide the necessary support for our existing Oracle products including custom coding, and support for tax and regulatory updates for audit compliance.

ahlayang 7/14/2020 7:56:27 AM

Requested By:

Staff Analyst

Title

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**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

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Department Head Signature

[\[Sign\]](#) Double click!

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Purchasing Manager Signature