



## Suspension of Competition Acquisition Request

[\[Email Me\]](#)  
Double click!

1. Fully describe the product(s) and/or service(s) being requested.  
Domo Enterprise Platform Business Intelligence tool with 10 Authorized User licenses and up to 1,000 Embed User licenses, including implementation professional services.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
Domo Technologies, Inc.
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.  
\$523,154.40 for the full 5-year term of the agreement. The total cost of the initial 3-year term is \$318,000.00, \$418,320.00 for the optional 4<sup>th</sup> year, and \$523,154.40 for the optional 5<sup>th</sup> year.
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.  
The Department of Behavioral Health explored a number of Business Intelligence (BI) solutions to replace Sisense, the County's current BI tool because it currently does not allow for non-County vendors to access the information and dashboards within the system. The only method for Sisense to be HIPAA compliant is for the County to self-host the product. In order to accomplish the desired expansion of the solution, the County would need to acquire an Office 365/Azure Premium license for every outside vendor, incurring costs that would significantly outstrip the cost of the existing system.  
As a result of this limitation, the Department of Behavioral Health, with input from Internal Services - Information Technology staff, explored a variety of options. Domo's system was the only system that was able to be cloud-hosted while remaining HIPAA compliant. This avoids the need to provide expensive Office 365 licenses to all potential users of the system while still protecting sensitive health data.
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.  
Domo is the only HIPAA compliant Business Intelligence tool that is cloud-hosted and avoids the need for expensive additional 3<sup>rd</sup> party licensing.
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.  
DBH requested to evaluate software to find a replacement for the existing Sisense BI software to find if other software vendors could provide the same dashboard capabilities as the existing system while being hosted in a HIPAA compliant manner. ISD was able to research solutions and provide several potential options: Tableau, Domo, Qlik, Smartsheet, Grow and Looker. After reviewing the websites of these , DBH wanted to explore several of the presented options with informational demonstrations from Tableau, Domo, Qlik and Looker. ISD contacted these sites and scheduled live demonstrations March 3rd – March 8th. Tableau cancelled the demonstration at the last moment and never rescheduled. Of the 3 vendors that provided a demo, only one had a solution that met the specific department need of providing a HIPAA compliant, cloud-hosted solution. Qlik, like Sisense needed to be self-hosted to be complaint with HIPAA regulations. Looker was only a visualization tool and DBH would need to find our own HIPAA compliant data warehouse in order to use the tool. Domo displayed that they provided a Software as a Service (SaaS) subscription model, in a HIPAA compliant environment. Of all the available solutions, Domo was the only solution that meets the department's goals of using and expanding the use of BI

tools within the department and to our community partners. We were unable to find any other solutions that specifically met that requirement and are unlikely to find another solution that meets this specific need as it is complex and potentially expensive.

chjones 6/8/2021 8:26:27 AM

Requested By:

Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

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

rbash 6/8/2021 9:06:15 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 6/8/2021 10:18:05 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!