



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
Internal Services seeks to secure contracted subscription-based research and Executive Leadership access for Information Technology Services Division (ITSD) Administration.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Gartner, Inc.
980 9th St #2150
Sacramento, CA 95814
Contact: Cody Files
Contact Telephone: (916) 412-7772
Contact Email: Cody.Files@gartner.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.
Total cost of the acquisition is not to exceed \$977,658.00 for five years. Years 1-3 are not to exceed \$561,801.00. Potential renewal terms for years 4 and 5 are subject to CPI increases. Estimated costs for years four and five are not to exceed \$415,857.00
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.
Gartner, Inc. is the largest source of analysis and research in the information technology (IT) industry. Gartner provides a variety of support resources and executive networking and coaching which enables IT executives to leverage analyst research, industry best practices and emerging practices, along with first-hand expertise from a diverse network of IT Contemporaries working in Federal, state, and local government.
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 \$1,000 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.
County ITSD has several key initiatives related to strategic planning, leadership development, as well as evaluating current and future practices in providing information technology services to Fresno County departments and residents. Gartner, Inc.'s Executive Leader Programs, along with their Executive Leader Network and current research and analysis will provide decision makers with the access to counterparts in other government agencies to consult, as well as current research and analysis of emerging technology, trends, and best practices, to help develop not only a robust and secure infrastructure, but also ensure that training and retention of staff ensures that the department is able to provide a consistent positive customer service experience to its customers.
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.
ITSD staff began researching consulting and executive coaching firms to identify those who offered the most comparable and complete services that meet the department's needs. Through that research, three companies were identified as providing Executive Leadership programs, IT research and consultation services: (1) Gartner, Inc., (2) Forrester Research, Inc., and (3) International Data Corporation (IDC). After having conversations with representatives of each organization, ITSD learned that only Gartner, Inc. has an executive coaching program that fully addresses department goals. The representative from Forrester, Inc. indicated that their company's focus is on service to end-users, and while they had research and resources to assist in infrastructure development, if that was the County's main focus, Gartner's services would be better suited to the County's needs. The department's concern with IDC is that they do not have a presence in California with the public sector.

smsanchez 7/26/2017 12:39:33 PM

Requested By:

Title

[\[✕ Sign\]](#) Double click!

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

rbash 7/26/2017 1:03:43 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 7/27/2017 11:32:24 AM

Purchasing Manager Signature

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