County of Fresno

Legislation Details (With Text)

File #:	16-1134	**Name:**	Agreement with Eracent, Inc.
		In control:	Internal Services
On agenda:	9/13/2016	**Final action:**	9/13/2016
Enactment date:		**Enactment #:**	Agreement No. 16-557

Title: Approve and authorize Chairman to execute an agreement with Eracent, Inc. to purchase software licenses and implementation for the IT Management Center Suite along with ongoing system maintenance and support, effective upon execution, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed $297,000

Sponsors:

Indexes:

Code sections:

Attachments: 1. Agenda Item, 2. Agreement A-16-557 with Eracent, Inc.

Date	Ver.	Action By	Action	Result
9/13/2016	1	Board of Supervisors	Consent Agenda be approved	Pass

DATE: September 13, 2016

TO: Board of Supervisors

SUBMITTED BY: Robert W. Bash, Director of Internal Services/Chief Information Officer

SUBJECT: Agreement with Eracent, Inc.

RECOMMENDED ACTION:

Approve and authorize Chairman to execute an agreement with Eracent, Inc. to purchase software licenses and implementation for the IT Management Center Suite along with ongoing system maintenance and support, effective upon execution, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed $297,000.

Approval of the recommended action will allow the Internal Services Department (ISD) to purchase the software licenses and implementation services for the IT Management Center Suite from Eracent, Inc. along with ongoing system maintenance and support.

ALTERNATIVE ACTION:

Should your Board not approve this agreement, ISD will not be able to accurately track software installations on approximately 9,000 IT devices which may result in the County falling out of compliance with the requirements of various vendors and their software products or payment for unused software licenses.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. Appropriations for the initial purchase in the amount of $134,720 are included in the FY 2016-17 Information Technology Services

Department Org 8905 Adopted Budget. The agreement includes an initial license fee of $54,000 and a first year maintenance cost of $9,720. Installation of the software asset management system and training costs is $41,000. Maximum compensation for additional service fees is set at $30,000 annually. Beginning in year two of the agreement, annual maintenance costs are anticipated to increase by 3% annually and potentially increase by 50 devices annually which will be trued up based on actual devices. Future costs associated with this agreement will be included in subsequent budget requests.

DISCUSSION:

ISD currently administers and supports approximately 9,000 IT devices which consists of servers, PCs, tablets, etc. for the County. To facilitate monitoring and tracking of various software deployments to ensure licensing compliance and network security, Request for Proposal (RFP) No. 208-5407 was issued on December 15, 2015 to solicit responses from qualified vendors to provide a solution. The RFP closed on February 4, 2016 and seven proposals were received. An evaluation committee was convened consisting of seven employees from ISD with oversight from the County's Purchasing Division. The RFP utilized a multi-stage selection process. The first stage was a highly detailed review and scoring of the submitted written proposals. Based on the scores, the evaluation committee made a recommendation to invite the top four proposals to demonstrate their software solution. Demonstrations occurred on April 5, 2016 and April 6, 2016. After conclusion of the product demonstrations, the evaluation committee determined that the software solution provided by Eracent, Inc. best meets the needs of the County. Therefore, it is recommended the County enter into an agreement with Eracent, Inc. for their software solution.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement

CAO ANALYST:

John Hays