



March 12, 2019

Board of Supervisors  
County of Ventura  
800 South Victoria Avenue  
Ventura, California 93009

**RODNEY LANTHIER**  
Assistant Chief Information Officer

**TERRY THEOBALD**  
Assistant Chief Information Officer  
Health Care Agency IT Director

**BILL DE LA ESPRIELLA**  
Deputy Chief Information Officer  
Application Services

**BRIAN PALMER**  
Deputy Chief Information Officer  
Network Services

**ED ALTHOF**  
Deputy Chief Information Officer  
Enterprise Services

**SUBJECT: Approval of, and Authorization for the County Purchasing Agent or Designee to Sign, the Contract between the County of Ventura and Gartner, Inc. for Information Technology Consulting Services, Effective March 12, 2019 through March 11, 2024; Authorization for the County Purchasing Agent or Designee to Issue a Purchase Order to Gartner, Inc., for Information Technology Consulting Services in an Amount Up to \$275,700; Authorization for the County Purchasing Agent or Designee to Increase the Purchase Order Amount by Up to 10% for Necessary Unforeseen Increased Service Levels and Additional Services Including Short-Term Consulting Work.**

**RECOMMENDATIONS:**

1. **APPROVE** and **AUTHORIZE** the County Purchasing Agent or designee to sign the Contract between the County of Ventura and Gartner, Inc. for information technology consulting services, effective March 12, 2019 through March 11, 2024; and
2. **AUTHORIZE** the County Purchasing Agent or designee to issue a purchase order to Gartner, Inc. pursuant to the contract for information technology consulting services in an amount up to \$275,700; and
3. **AUTHORIZE** the County Purchasing Agent or designee to increase the purchase order amount by up to ten percent (10%) for necessary unforeseen increased service levels and additional services including short-term consulting work.

**FISCAL/MANDATES IMPACT OF CONTRACT:**

**Mandatory:** No

**Source of Funding:** Information Technology Services Department-ISF and CCISDA Consortium Members

**Funding Match Required:** N/A

**Impact on Other Department(s):** None, unless County departments utilize the services of Gartner, Inc.

**DISCUSSION:**

**Current Situation:**

On November 27, 2018 the County issued RFP 5962 for information technology ("IT") research and advisory services. The County received two proposals which were evaluated by a multi-jurisdictional team comprised of members from both the County and the California County Information Services Directors Association (CCISDA). The evaluators unanimously recommend an award to Gartner, Inc. for consulting and advisory services.

Counties across the state leverage this County of Ventura contract award through CCISDA, the official organization of the county IT directors and chief information officers throughout the state of California. CCISDA represents all 58 California counties in the area of information technology and county government.

CCISDA facilitates sharing of new computer applications and products, staff development and training, consulting services to member counties and support organizations, and systems integration work between counties, the State of California and the federal government. CCISDA members also regularly participate in many statewide and national government and technology organizations.

**Proposed Action:**

The County IT Services Department ("ITSD") requests your Board's approval of the agreement with Gartner, Inc. through March 11, 2024. Additionally, ITSD requests that your Board authorize the County Purchasing Agent or designee to issue a purchase order to Gartner, Inc. pursuant to the proposed contract in an amount up to \$275,700 for information technology consulting services to be provided to ITSD, the Health Care Agency, and the Ventura County Fire Protection District from March 12, 2019 through March 11, 2024. Because the County of Ventura is a member of the CCISDA consortium, ITSD requires that all County agencies/departments utilize the existing contract with Gartner, Inc. when purchasing Gartner, Inc. services. ITSD plans to utilize the technical advisory services provided by Gartner, Inc.

during the forthcoming fiscal year and has included a value of \$275,700 in the FY 2019/20 proposed budget to support this plan. This also includes services for the

Health Care Agency (\$78,867) and the addition of the Ventura County Fire Protection District (\$40,800), which will be recouped through ITSD Internal Service Fund billing.

ITSD also requests that your Board authorize the County Purchasing Agent or designee to increase the purchase order amount by up to ten percent (10%) for necessary unforeseen increased service levels and additional services including short-term consulting work.

**Fiscal/Mandates Impact of Purchase Order:**

Mandatory: No  
Source of Funding: Charges for Services revenue from various departments  
Funding Match Required: No  
Impact on Other Departments: Yes

**Summary of Revenues and Costs:**

	FY 2018-19	FY 2019-20
Revenue:	\$ 275,700	\$ 0
Costs:		
Direct	\$ 275,700	\$ 0
Indirect Agency/Dept.	0	0
Indirect County CAP	0	0
Total Costs	\$ 0	\$ 0
Net Costs:	\$ 0	\$ 0
Recovered Indirect Costs:	\$ 0	\$ 0

FY 2018-19 Budget Projection for IT Services ISF – Division 4800				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Appropriations	\$ 29,826,774	\$ 34,389,704	\$ 31,401,621	\$ 2,988,083
Revenue	\$ 27,671,155	\$ 30,171,155	\$ 31,986,207	\$ 1,815,052
Net Cost	\$ (2,155,619)	\$ (4,218,549)	\$ 584,586	\$ 4,803,135

This item has been reviewed by the County Executive Office, Auditor-Controller's Office, County Counsel, and General Services Agency-Procurement Services.



Brian Ganley  
Chief Information Officer

Exhibit A – Gartner County of Ventura Contract #7914  
Exhibit B – Gartner Fee Schedule  
Exhibit C – Gartner SOW