



Fulton County Board of Commissioners
Agenda Item Summary

14-0855

BOC Meeting Date
10-15-14

Requesting Agency
Information Technology

Commission Districts Affected
All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew existing contract - Department of Information Technology, RFP# 12RFP84143YB-TR for Oracle Licenses and Oracle DBA, SQL and UNIX Administrative Support in the amount of \$1,100,000 with Consilium Consulting, Inc. (Roswell, GA) to provide Oracle licensing, server and database administrative services. This action exercises the second of four renewal options. Two renewal options remain. Effective dates: January 1, 2015 through December 31, 2015.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 60 days if the contract term is six (6) months or less.

Is this Item Goal Related? *(If yes, describe how this action meets the specific Board Focus Area or Goal)*

No

Is this a purchasing item?

Yes

Summary & Background

(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)

The Department of Information Technology (DoIT) requests approval to renew existing contract to provide Oracle licensing, server support and database administrative services.

This project involves the provision and management of the County's Oracle licensing and Oracle provided product support, professional services to provide the resources necessary for Oracle and MS-SQL database support and administration, professional services necessary to provide Oracle server (Unix/Linux) administration.

The Oracle database software is utilized by many key County applications including AMS (Finance, Purchasing, and Personnel systems), CLT (Tax Systems), ACS Banner (Courts Case Management), and SIRSI (Library). This contract provides for all the Oracle licenses and compliance, Database administration and tuning, support, fixes, and patches. It also provides Oracle and SQL consultation and counsel regarding database best practices. If this item is not renewed, many critical applications utilized by various departments will not be supported.

The County spent \$1,211,610.00 in FY2013

| Agency Director Approval | | County Manager's Approval |
|---|-------------------------|---------------------------|
| Typed Name and Title Felicia Strong-Whitaker, Interim Director | Phone (404) 612-5800 | |
| Signature | Date | |

Revised 03/12/09 (Previous versions are obsolete)

| CURRENT CONTRACT HISTORY | BOC ITEM | DATE | DOLLAR AMOUNT |
|-------------------------------|----------|------------|-----------------------|
| Original Award Amount | 12-0676 | 08/15/2012 | \$1,677,784.00 |
| 1 st Renewal | 13-0623 | 08/07/2013 | \$1,211,610.00 |
| 2nd Renewal | | | \$1,100,000.00 |
| Total revised Amount | | | \$3,989,394.00 |

Contract Compliance Information*(Provide Contractor and Subcontractor details.)*

Contract Value: \$1,100,000.00
Prime Vendor: *Consilium Consulting, Inc.*
Prime Status: *Asian American Male Business Enterprise - Certified*
Location: Roswell, GA
County: Fulton County
Prime Value: \$1,100,000.00 or 100%
Subcontractor: **None**

Total Contract Value: **\$1,100,000.00 or 100%**
Total M/FBE Value: **\$1,100,000.00 or 100%**

| Contractor Type | Contractor Status | Contractor Name | Address | City | State | Zip Code | Contact Name | Contact Phone | Contact Email | Upon Approval | Amount | Percentage | Prime/Contract Value |
|-----------------|-------------------|----------------------------|--------------------------------------|---------|-------|----------|--------------|----------------|--|---------------|----------------|------------|----------------------|
| Prime | M/FBE | Consilium Consulting, Inc. | 1425 Market Boulevard, Suite 330-202 | Roswell | GA | 30076 | Kwang Kim | (770) 881-7496 | kkim@consiliumconsulting.com | | \$1,100,000.00 | 100% | \$1,100,000.00 |

| | | |
|--|--------------------------------|----------------------------------|
| Agency Director Approval | | County Manager's Approval |
| Typed Name and Title Felicia Strong-Whitaker, Interim Director | Phone (404) 612-5800 | |
| Signature | Date | |

14-0855

| | | | | |
|---|-------------------------------|------------|------------|--------------|
| Solicitation Information | NON-MFBE | MBE | FBE | TOTAL |
| No. Bid Notices Sent: | | | | |
| No. Bids Received: | | | | |
| | | | | |
| Total Contract Value | \$1,100,000.00 or 100% | | | |
| Total M/FBE Values | \$1,100,000.00 or 100% | | | |
| Total Prime Value | \$1,100,000.00 or 100% | | | |
| | | | | |
| Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 100-220-2202-1113, General, Data Processing-Operations, Software Licenses - \$1,100,000 pending approval of 2015 budget. | | | | |
| Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: Contract Renewal Evaluation Form Exhibit 2: Contract Renewal Form Exhibit 3: Contractor Performance Report | | | | |
| Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Derek McKay, Assistant Director, DoIT, (404) 612-0043 | | | | |

| | | |
|--|--------------------------------|----------------------------------|
| Agency Director Approval | | County Manager's Approval |
| Typed Name and Title Felicia Strong-Whitaker, Interim Director | Phone (404) 612-5800 | |
| Signature | Date | |

Revised 03/12/09 (Previous versions are obsolete)

Continued

Procurement

| | | | |
|--|---|--|---|
| Contract Attached: No | Previous Contracts: Yes | | |
| Solicitation Number: 12RFP84143YB-TR | Submitting Agency: Department of Information Technology | Staff Contact: Derek McKay, Assistant Director, DoIT | Contact Phone: (404) 612-0043 |

Description:**FINANCIAL SUMMARY**

| | |
|--|-------------------------------|
| Total Contract Value: | MBE/FBE Participation: |
| Original Approved Amount: \$1,677,784.00 | Amount: %: |
| Previous Adjustments: \$1,211,610.00 | Amount: %: |
| This Request: \$1,100,000.00 | Amount: %: |
| TOTAL: \$3,989,394.00 | Amount: %: |

Grant Information Summary:

| | | |
|-------------------|--------------------------|-------------------|
| Amount Requested: | <input type="checkbox"/> | Cash |
| Match Required: | <input type="checkbox"/> | In-Kind |
| Start Date: | <input type="checkbox"/> | Approval to Award |
| End Date: | <input type="checkbox"/> | Apply & Accept |
| Match Account \$: | | |

| | | | |
|---|------------------------|------------------------|------------------------|
| Funding Line 1: 100-220-2202-1113, General, Data Processing- Operations, Software Licenses - \$1,100,000, pending approval of 2015 budget. | Funding Line 2: | Funding Line 3: | Funding Line 4: |
|---|------------------------|------------------------|------------------------|

KEY CONTRACT TERMS

| | |
|--------------------------------|---------------------------------|
| Start Date: 1/1/2015 | End Date: 12/31/2015 |
| Cost Adjustment: | Renewal/Extension Terms: |

ROUTING & APPROVALS

| | | | |
|---|--------------------------------------|-------------------|-----------------|
| X | Originating Department: | Ficklin, Maurice | Date: 8/25/2014 |
| | County Attorney: | | Date: |
| | Purchasing/Contract Compliance: | | Date: |
| X | Finance/Budget Analyst/Grants Admin: | Stewart, Hugh | Date: 8/25/2014 |
| | Grants Management: | | Date: |
| X | County Manager: | O'Connor, Patrick | Date: 10/9/2014 |



Fulton County, GA

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE**CONTRACT RENEWAL**

DEPARTMENT: Department of Information Technology

BID/RFP# DESCRIPTION: Oracle Licenses and Oracle DBA, SQL and UNIX
Administrative Support

BID/RFP# NUMBER: 12RFP84143YB-TR

ORIGINAL APPROVAL DATE: August 15, 2012

RENEWAL PERIOD: FROM: 1-1-2015 TO 12-31-2015

RENEWAL OPTION: 2 of 4

NUMBER OF RENEWAL OPTIONS: Four (4)

RENEWAL AMOUNT: \$1,100,000

COMPANY'S NAME: Consilium Consulting, Inc.

ADDRESS: 1425 Market Blvd. Suite 330-202

CITY: Roswell

STATE: GA

ZIP: 30076

SIGNATURES: SEE NEXT PAGE

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications for Bid/RFP# 12RFP84143YB-TR (Person signing must have signature authority for the company/corporation)

NAME: _____ (Print)
(CEO, President, Vice President)

VENDOR'S SIGNATURE: _____ **DATE** _____

ATTEST:

_____ -

NOTARY PUBLIC: _____

TITLE: _____ **COUNTY:** _____

SEAL (Affix) **MY COMMISSION EXPIRES:** _____

ATTEST:

FULTON COUNTY, GEORGIA

JOHN H. EAVES, CHAIRMAN
BOARD OF COMMISSIONERS **DATE:** _____

MARK MASSEY
CLERK TO THE COMMISSION **DATE:** _____

DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED BID/RFP:

DEPARTMENT HEAD: **Maurice D. Ficklin, CIO**

DEPARTMENT HEAD SIGNATURE: _____ **DATE** _____

Please indicate if the following are provided:

- ☐ *BOC Chairperson's signature required on renewals \$ 50,000.00 or more or any Bid/RFP previously approved by the Board of Commissioners of Fulton County.*
- ☐ *A copy of the current Certificate of Insurance must be attached to all renewals.*
- ☐ *Current Performance and Payment Bonds attached (If required)*
- ☐ *Minimum of four (4) signature pages required.*

Contract Renewal Evaluation Form

| | |
|-------------------------|-----------------------------------|
| Date: | July 16, 2014 |
| Department: | INFORMATION TECHNOLOGY |
| Contract Number: | 12RFP84143YB-TR |
| Contract Title: | Oracle Licensing and DBA Services |

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

DoIT reviewed project scope, resources, and deliverables required for this project and has negotiated a reduction down to \$1.1 M for 2015.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

☐ **Internet search of pricing for same product or service:**

| | |
|--|---------------------------|
| Date of search: | June 16, 2014 |
| Price found: | Similar |
| Different features / Conditions: | Click here to enter text. |
| Percent difference between internet price and renewal price: | Similar |

Explanation / Notes:

We have reviewed needs, volumes of licenses, and new projects and applications coming onboard.

☐ **Market Survey of other jurisdictions:**

| | |
|--|-----------------------------|
| Date contacted: | Click here to enter a date. |
| Jurisdiction Name / Contact name: | Click here to enter text. |
| Date of last purchase: | Click here to enter a date. |
| Price paid: | Click here to enter text. |
| Inflation rate: | Click here to enter text. |
| Adjusted price: | Click here to enter text. |
| Percent difference between past purchase price and renewal | 35% reduction |

| | |
|---|---|
| price: | |
| Are they aware of any new vendors? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| Are they aware of a reduction in pricing in this industry? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| How does pricing compare to Fulton County's award contract? | Click here to enter text. |

Explanation / Notes:

Click here to enter text.

☐ **Other (Describe in detail the analysis conducted and the outcome):**

DoIT reviewed usage patterns, departmental requests, and rates, and has negotiated a reduction for 2015.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

\$ 1,677,784.00

4. Does the renewal option include an adjustment for inflation? ☐ Yes ☒ No
(Information can be obtained from CPI index)**Was it part of the initial contract?** ☐ Yes ☒ No

| | |
|---|-----------------------------|
| Date of last purchase: | Click here to enter a date. |
| Price paid: | Click here to enter text. |
| Inflation rate: | Click here to enter text. |
| Adjusted price: | Click here to enter text. |
| Percent difference between past purchase price and renewal price: | Click here to enter text. |

Explanation / Notes:

Click here to enter text.

5. Is this a seasonal item or service? ☐ Seasonal ☒ Service**6. Has an analysis been conducted to determine if this service can be performed in-house?** ☒ Yes
☐ No If yes, attach the analysis.

Fulton County cannot provide its own DBA services or Oracle Licenses.

7. What would be the impact on your department if this contract was not approved?

Many critical applications would crash if we did not have DBA expertise or licenses attached to this contract. Fulton is unable to acquire this expertise with our current pay scales and position structure.

Derek McKay

August 19, 2014

Prepared by

Date

Maurice D. Ficklin

August 19, 2014

Department Head

Date

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT
PROFESSIONAL SERVICES

| | | | | |
|---------------------|-------------------------------|--|-----------------------|---------------------|
| Report Period Start | Report Period End | | Contract Period Start | Contract Period End |
| 1/1/2014 | 8/20/2014 | | 1/1/2013 | 12/31/2016 |
| PO Number | | | | PO Date |
| | | | | |
| Department | INFORMATION TECHNOLOGY | | | |
| Bid Number | 12RFP841143YB--TR | | | |
| Service Commodity | Professional Services | | | |
| Contractor | Consilium Consulting Services | | | |

0 = Unsatisfactory

Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.

1 = Poor

Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.

2 = Satisfactory

Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.

3 = Good

Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.

4 = Excellent

Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.

1. Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

- ☐ 0
☐ 1
☐ 2
☐ 3
☒ 4

Comments:

Vendor provides excellent services and the staff are all certified professionals.

2.

Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On Time Completion Per Contract)

- ☐ 0
☐ 1
☐ 2
☐ 3
☐ 4

Comments:

Vendor is always timely to respond whenever needed 24-7 365

3. Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

- ☐ 0
☐ 1
☐ 2
☐ 3
☒ 4

Comments:

Vendor is always quick to respond whenever they are called. They also will represent and explain our database goals, objectives and roadmap in meetings whenever asked

4. Customer Satisfaction (-Met User Quality Expectations - Met Specification - Within Budget - Proper Invoicing - No Substitutions)

- ☐ 0
☐ 1
☐ 2
☐ 3
☒ 4

Comments:

Vendor performs as advertised, per the stipulations of the RFP and the Contract

5. Contractors Key Personnel (-Credentials/Experience Appropriate - Effective Supervision/Management - Available as Needed)

- ☐ 0
☐ 1
☐ 2
☐ 3
☒ 4

Comments:

Vendor provides excellent services and the staff are all certified professionals.

| | | | |
|--|--|----------------------|----------------|
| Overall Performance Rating: | 3.2 | | |
| Would you select/recommend this vendor again? (Check box for Yes. Leave Blank for No) | | Rating completed by: | Issac Standard |
| <input checked="" type="radio"/> Yes <input type="radio"/> No | | | |
| Department Head Name | Department Head Signature | | Date |
| FOR Maurice Fiedin |  | | 8/20/2014 |