

40737

DATE: June 10, 2014

TO: Board of Acquisition and Contract

FROM: John B. McCaffrey, Chief Information Officer

RE: AUTHORIZATION TO AMEND AN AGREEMENT (IT-1195) WITH GARTNER, INC. BY INCREASING THE AMOUNT FOR PROFESSIONAL CONSULTING SERVICES BY \$78,548 TO A NEW TOTAL NOT TO EXCEED CONTRACT AMOUNT OF \$326,433 AND EXTENDING THE TERM OF THE AGREEMENT ONE YEAR TO A NEW TERMINATION DATE OF JUNE 30, 2015

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BACKGROUND:

- On June 16, 2011, your Honorable Board approved a resolution which authorized entering into an agreement (IT-1195) with Gartner, Inc. ("Gartner"), for the provision of professional consulting services for a variety of research and advisory service products for information technology professionals, for a one year period commencing May 1, 2011 and terminating April 30, 2012 for a total not to exceed contract amount of \$81,010. Contract IT-1195 authorized in this resolution was subsequently executed and approved.
- On April 5, 2012, your Honorable Board approved a resolution which authorized amending an agreement (IT-1195) with Gartner, Inc. ("Gartner"), for the provision of professional consulting services for a variety of research and advisory service products for information technology professionals, for a one year period commencing May 1, 2012 and terminating April 30, 2013 for a total not to exceed contract amount of \$81,010. On June 28, 2012, your Honorable Board approved a resolution which authorized amending the April 5<sup>th</sup> Resolution to increase the amount by \$2,440 and to extend the term by two months to a new termination date of June 30, 2013. The amendment to Contract IT-1195 authorized in these resolutions was subsequently executed and approved.
- On August 8, 2013, your Honorable Board approved a resolution which authorized amending an agreement (IT-1195) with Gartner, Inc. ("Gartner"), for the provision of professional consulting services for a variety of research and advisory service products for information technology professionals, for a one year period commencing July 1, 2013 and terminating June 30, 2014 for a total not to exceed contract amount of \$83,425. The amendment to Contract IT-1195 authorized in these resolutions was subsequently executed and approved.
- Services provided by Gartner have improved the ability to apply information technology to increase the effectiveness and efficiency of essential core mission services. Gartner has advised DoIT decision makers and provided the ability to lower the cost of their procurements, choose products that are a best fit for their requirements, negotiate more favorable terms, avoid undue technical support costs and reduce the risks associated with making IT decisions.

- Advisory services offered by Gartner cover the full range of IT products and services from applying technology, to following major trends and directions in IT, to managing and measuring your IT infrastructure. Guidance related to appropriate technology planning, selection and procurement is also provided.
- Gartner's services will be used to negotiate most favorable pricing and terms through insight about vendor pricing and marketing strategies to help get the most favorable pricing and terms and equitable contracts. Gartner's services will help to lower overall total cost of information technology ownership and achieve more reliable, available, and recoverable information technology systems as IT is now embedded in the delivery of most if not all essential government services. Finally, Gartner's services will help reduce and manage the risk of technology selection and applications and increase effectiveness and productivity of senior staff through executive education, learning from peers, and analyst coaching.
- The goals and objectives of the requested consulting services remain the same as those stated in the original June 16<sup>th</sup> resolution, which are to bring qualified consultants into DoIT who have experience in the necessary technology and are capable of rapidly administering and updating the necessary hardware and software systems. This gives us the flexibility to utilize various consultants with superior levels of skill in highly specific areas, each of whom may be needed for only a limited period of time. Consultant services are continually monitored by DoIT staff in conjunction with the associated department to be sure the service provided is effective.
- This procurement is exempt from the requirements of the Westchester County Procurement Policy under Section 3(a)i of said Policy, as services obtained utilizing a New York State Agreement pursuant to General Municipal Law Section 104.

**ACTION REQUESTED:**

- Authorization to amend an agreement (IT-1195) with Gartner, Inc., having an office located at 56 Top Gallant Road, PO Box 10212, Stamford, Connecticut 06904, by increasing the amount \$78,548, payable utilizing the terms and conditions of New York State Contract Number PS57647 and subject to County appropriations, to a new total not to exceed contract amount of \$326,433, and extending the term of the agreement for one year to a new termination date of June 30, 2015, with all other terms and conditions of the original agreement to remain the same.

A resolution authorizing the execution of the above actions is submitted herewith for your consideration.

## RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER, DEPARTMENT OF INFORMATION TECHNOLOGY, BE IT HEREBY

RESOLVED, that the County of Westchester is hereby authorized to amend an agreement (IT-1195) with Gartner, Inc., having a place of business located at 56 Top Gallant Road, PO Box 10212, Stamford, Connecticut 06904, for a variety of research and advisory service products for information technology professionals, by increasing the amount of the contract by \$78,548, for a new total not to exceed contract amount of \$326,433, and extending the term of the agreement for one year to a new termination date of June 30, 2015, with all other terms and conditions of the original agreement to remain the same; and be it further

RESOLVED, that this agreement is subject to County appropriations; and be it further

RESOLVED, this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the county shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED: that the County Executive or his duly authorized designee is hereby authorized and empowered to execute any and all documents necessary and appropriate to effectuate the purpose hereof.

Original Agreement: \$ 81,010  
 First Amendment: \$ 83,450  
 Second Amendment: \$ 83,425  
**This Amendment: \$ 78,548**  
 Total: \$326,433

Contract No. **IT-1195**

Account to be Charged/Credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2014	101	16	6000	4420		\$78,548

Budget Funding Year(s): 2014

Start Date: July 1, 2014

End Date: June 30, 2015

Funding Source Tax Dollars: \$78,548  
 State Aid \_\_\_\_\_  
\$78,548 Federal Aid \_\_\_\_\_  
 (must match resolution) Other: \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACT - 07/17/2014 - PRIMARY VIEW SECRETARY