



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name:
Department No.: 062/032
For Agenda Of: 10/17/2006
Placement: Administrative
Estimate Time:
Continued Item: NO
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director(s) Sheriff Anderson, Clerk Recorder Assessor Joe Holland
Contact Info: Doug Martin 681-4293, Melinda Greene 568-2218,

SUBJECT: Request to Sole Source Equipment Purchase

County Counsel Concurrence:

As to form: Yes No N/A

Auditor-Controller Concurrence:

As to form: Yes No N/A

Other Concurrence: Purchasing

As to form: Yes No N/A

Recommended Action(s):

Authorize Chair to execute a sole source procurement agreement with Cornerstone Systems, Inc. a non-local vendor, for the purchase of a "Zframe" server in an amount not to exceed \$38,500;
Authorize Chair to execute a sole source procurement agreement with Computer Peripherals Unlimited, a non-local vendor, for the purchase of the Tape Drives in an amount not to exceed \$23,000;

Approve the Attached Budget Revision.

Summary:

This proposal is to replace and purchase additional hardware to operate mission critical systems including the Jail's booking system, Probation's juvenile case management system and Property Tax systems. In January of 2004 the County decommissioned the IBM Mainframe and procured a unique hardware and technical support solution called a Zframe offered by very limited vendors. The existing equipment would be placed in use for disaster recovery. The components being replaced are the server and peripheral tape drives. The Zframe Consortium (Sheriff, Probation, Auditor-Controller, Treasurer Tax-Collector and Clerk-Recorder Assessor) concurs with the request.

Background:

Fundamental Software created mainframe emulation software that allowed the County to run a much more affordable machine known as a Zframe. Only two vendors were recommended resellers by the manufacturer of this software license and both responded to the Request For Proposal. The County selected Cornerstone and Associates for the purchase of the hardware, technical service in implementation of the software and

ongoing annual maintenance. The County also preferred Cornerstone (CSI) because the technical support staff is located in Valencia, as opposed to the alternative vendor that was in Florida which resulted in significant travel savings. Since the initial implementation, the County has built Cornerstone into the support operations for coverage of staffing which provides CSI with unique insight to provide recommendations on the County's environment.

The hardware is reaching the peak of its useful life and the County is pursuing replacement of this equipment by the same vendor, as a sole source procurement process. The hardware is an IBM machine but it is crucial that the reseller of this hardware has experience with the unique software environment. CSI is the only IBM business partner that is also a Flex-ES Business Partner (mainframe software emulation). The status of this vendor as the only IBM Partner for this particular solution is documented on the IBM website.

Please see vendor request in Exhibit A for sole source request details.

The County is also pursuing the purchase of related periphery equipment to the IBM hardware. The Fujitsu 3490 tape drives were originally recommended by CSI, since the CSI staff is trained on providing support for connection issues with the tape drives and the Hardware. The County purchased four tape drives from CPU inc. in conjunction with the Zframe and has worked closely with this vendor in adapting the hardware to the County's unique environment. The tape drives are no longer manufactured by Fujitsu and all spare parts for repairs were sold to CPU when the manufacturer planned the "end of life" for this technology, per Paul James of Fujitsu FCPA. The tape drives are only available in the marketplace as used but CPU has documentation proving that the drives the County would like to purchase are fashioned with new heads (the highest known failure point for the hardware). The County would like to replace the existing tape drives and purchase two additional tape drives without opening a competitive bid, due to the limited ability to support repairs in the marketplace.

Performance Measures:

N/A Replacement of existing equipment.

Fiscal and Facilities Impacts:

Budgeted: Yes No

Fiscal Analysis:

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>Annualized On-going Cost:</u>	<u>Total One-Time Project Cost</u>
General Fund			\$ 61,500.00
State			
Federal			
Fees			
Other:			
Total	\$ -	\$ -	\$ 61,500.00

Narrative: The project cost is being absorbed with existing appropriation by deferring other equipment purchases and expenses from the FY 06-07 budget until next year. Please see the attached Budget Revision and BJE 2006375.

Staffing Impact(s):

Legal Positions:

FTEs:

N/A

Special Instructions:

Attachments:

Exhibit A: Letter from Cornerstone and Associates.
Exhibit B: Budget Revision BJE 2006375

Authored by:

Melinda Greene

cc:



September 25, 2006

County of Santa Barbara
Attn: Melinda Greene
105 E. Anapamu, Ste. 204
Santa Barbara CA 93102-0159

Melinda

I would like to request that the County of Santa Barbara consider Cornerstone Systems Inc. as a “sole source” for the acquisition of any zFrame (FLEX-ES based) systems. The only way that County of Santa Barbara can experience full zSeries (mainframe) technical support and coverage is to be working with an IBM certified zSeries Business Partner. Cornerstone Systems Inc. is the only certified IBM zSeries Premier Business Partner building and installing FLEX-ES based systems both commercially and to IBM’s Partnerworld Program.

To maintain IBM’s zSeries certification, CSI must meet IBM’s strict standards for developing and maintaining skill levels on a variety of IBM products. These products include both the hardware and software of IBM’s zSeries product line. The zSeries processors and operating systems make up IBM’s high-end systems. These systems support mission critical production loads across all industries and in all corners of the world. Cornerstone must also meet a higher customer satisfaction level than is expected from other business partners. IBM validates this status each year and removes any partners from the program that are unable or unwilling to meet these standards. Cornerstone has exceeded those standards consistently since 1992, when IBM first started the IBM Business Partner program for S/390 – zSeries products.

Beyond this, there is another reason for considering this request: Cornerstone has the best FLEX-ES technical staff in the industry. Our Manager of Technical Support, Mike Hammock, wrote the first Flex-ES Red Book for IBM. Because of our depth of S/390 expertise Fundamental Software often consults with our technicians about new issues or some unique set of circumstances. Cornerstone Systems is uniquely qualified and positioned to support any S/390 user from the smallest FLEX based system to the largest zSeries z990.

I hope the County of Santa Barbara will consider this request on our behalf. We appreciate your business and we will do everything possible to satisfy your business needs through a high quality product and the best technical support in the industry.

Best regards,

Len Diegel
VP Marketing & Sales zFrame Solutions
Cornerstone Systems Inc.

www.csihome.com

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Additional Offices: California * Colorado * Georgia * New York * Texas * Washington

Budget Revision Request

BJE 2006375

Budget Journal Entry #

Gov. Code Sec. 29125 & 29130

JE

Related Journal Entry #

Subject / Title: Provide a **short description** for this budget revision request. For example: "Designate funds for zoning ordinance amendments" or "Distribute proceeds from sale of 2005 COPS".

Probation, Sheriff: This BRR moves existing appropriation to fixed assets in order to purchase equipment necessary for running the Jail's Inmate Booking System, the Juvenile Case Management System and the Property Tax System.

Justification: For all changes: explain what the change is for and why it is needed. Attach additional justification, board Letters or spreadsheet, if appropriate. When moving Appropriation: explain why it's available. When Revenue is adjusted: explain the reason for the increase or decrease. For adjustments to General Fund Contingency: explain why no other alternative funding source is available.

The Sheriff, Probation, Auditor-Controller, Tax-Collector and Clerk-Recorder Assessor share a computing environment for core systems that formerly ran on an IBM Mainframe, currently known as a zframe. This proposal is to mitigate risks by creating additional redundancies and provide a longer life cycle for running this environment. While the existing equipment for the Zframe environment may have a continued useful life, the replacement equipment is becoming increasingly scarce in the marketplace for purchase and repair. Due to the mission critical nature of the systems that operate on this hardware, it would be prudent to replace the equipment before there are any signs of wear beyond its useful life. The plan would be to upgrade the server and the peripheral tape drives, and convert the existing equipment for use in disaster recovery.

Financial Summary

Increase or (Decrease) in Appropriation for / Uses:	Department / Fund	Department / Fund	Department / Fund	Department / Fund
	032 / 0001	022 / 0001	/	/
Salaries & Benefits	00	00	00	00
Services & Supplies	(53,500) 00	(8,000) 00	00	00
Other Charges	00	00	00	00
Fixed Assets	61,500 00	00	00	00
Other Financing Uses	00	00	00	00
Intrafund Transfers	00	8,000 00	00	00
Reserve or Designation	00	00	00	00
Sources:				
Revenue	00	00	00	00
Other Financing Sources	00	00	00	00
Intrafund Transfers	8,000 00	00	00	00
Reserve or Designation	00	00	00	00
Effect on Contingency / RE	- 00	00	00	00

Departmental Authorization	Auditor-Controller	CEO's Recommendation	Board of Supervisor's Action
_____ Department Head Date _____ Department Head Date _____ Department Head Date	Budget Journal Entry and Related Journal Entry <i>if applicable</i> Approved as to Accounting Form. _____ Auditor-Controller	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove _____ Date Transfer/Revision in Accordance with Board Policy dated 8/3/93. _____ County Executive Officer	<input type="checkbox"/> Approved <input type="checkbox"/> Disapproved _____ Date _____ Agenda Item _____ Clerk of the Board of Supervisors