



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

**Submitted on:**  
**(COB Stamp)**

**Department Name:** Information Technology  
**Department No.:** 067  
**Agenda Date:** June 3, 2025  
**Placement:** Administrative  
**Estimated Time:** NA  
**Continued Item:** NA  
**If Yes, date from:**  
**Vote Required:** Majority

---

**TO:** Board of Supervisors  
**FROM:** Department Director: Chris Chirgwin, Chief Information Officer (CIO)  
Contact Info: Andre Monostori, Deputy CIO  
**SUBJECT:** **Agreement for Professional Services of Independent Contractor with Info-Tech; All Districts.**

---

**County Counsel Concurrence**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute the Agreement for Professional Services of Independent Contractor with Info-Tech Research Group Inc. (Info-Tech) for IT research and advisory services, beginning July 1, 2025, through June 30, 2027, for a total contract amount not to exceed \$268,364.28;
- b) Approve and authorize the Chief Information Officer or their designee to order additional services in an amount not to exceed 5% of the total contract amount, or \$13,418.21; and
- c) Determine that the above recommended action is a government funding mechanism or other government fiscal activity, which does not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

**Summary Text:**

This item is on the agenda to request that the Board authorize an agreement with Info-Tech for the provision of IT research and advisory services for a two-year period beginning July 1, 2025, through June 30, 2027, for a total amount not to exceed \$268,364.28.

**Discussion**

At the end of fiscal year 2024-25, the Information Technology Department's current agreement with Gartner, Inc., will expire. Although the County has benefited from Gartner's services, Info-Tech offers similar services at a much lower cost, providing significant cost savings while maintaining the same level of research, expertise, and guidance ITD has come to expect. Below are some examples of ways this service has

benefited the County:

- Strategic IT Decision-Making
  - Help to choose the right technologies
  - Support decisions on software, hardware, cloud services, and cybersecurity investments
- Technology Implementation Guidance
  - Provide step-by-step frameworks for implementing new IT systems
  - Reduce risk and ensure best practices during implementation
- Cost Optimization
  - Help reduce IT costs while maintaining or improving performance
  - Include vendor negotiation tactics and licensing strategies

As a new partner with the Information Technology Department, Info-Tech will assist in driving change by providing subscription access to various professional services, including research, metrics, analytics, reports, and live consulting. These services will allow ITD to make better, more informed decisions around a host of IT-related initiatives.

**Background:**

Since July of 2009, Gartner Inc., has provided strategic IT research and advisory services to management-level staff within ITD and the Chief Information Officer. This service has been essential for the County in driving change by providing subscription access to various services, including metrics, analytics, reports, and live consulting. By accessing these services, ITD management has made better, more informed decisions around an array of initiatives. These services have also benefited the County in other ways. For example, when researching IT products and services, such as immutable backup services, ITD has been able to determine which companies have the ability to execute and have the most complete understanding of and skillset within that industry along with getting the right fit for our unique needs.

**Fiscal and Facilities Impacts:**

**Budgeted:** Yes

**Fiscal Analysis:**

Funding Source	FY 2025-26	FY 2026-27	Total
ITD Internal Service Fund 1915	\$134,182.14	\$134,182.14	\$268,364.28

**Narrative:** In the current fiscal year, the department has paid Gartner, a similar service provider, \$269,418. This new agreement with Info-Tech will save the department about \$135,000 per year. A contingency of 5% , or \$13,418, is requested to provide any additional services that may be needed during the contract term. Appropriations for the amount of \$134,182 are included in the Recommended Fiscal Year 2025-26 operating budget for the Information Technology Services Internal Fund 1915 and will be included in the Fiscal Year 2026-27 budget.

**Special Instructions:**

Please email a copy of the executed agreement and minute order to Onelia Rodriguez ([onrodriguez@countyofsb.org](mailto:onrodriguez@countyofsb.org)) and Jason Womack ([jwomack@countyofsb.org](mailto:jwomack@countyofsb.org)) in the Information Technology Department.

**Attachments:**

**Attachment A** – Info-Tech Agreement

**Authored by:**

Jason Womack

([jwomack@countyofsb.org](mailto:jwomack@countyofsb.org))

Onelia Rodriguez

([onrodriguez@countyofsb.org](mailto:onrodriguez@countyofsb.org))