



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:** General Services  
**Department No.:** 063  
**For Agenda Of:** February 1, 2022  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

---

**TO:** Board of Supervisors

**FROM:** Department Director(s) Janette D. Pell, Director  
Contact Info: Andre Monostori, Assistant Director

**SUBJECT:** Agreement for Professional Services of Independent Contractor with Gartner, Inc.; All Districts.

---

**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Risk Management  
As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

Other Concurrence: Purchasing  
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 Gartner, Inc. for IT research and advisory services, beginning February 1, 2022 through June 30, 2025 for a total contract amount not to exceed \$710,089.67; and
- b) 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:**

Gartner Inc., will provide strategic IT consulting services to various directors and management-level staff within ICT and the Director of General Services. Services include tiered subscription access to special reports, published research, metrics, webinars, live individual support from trained advisors, and a host of other services, which are outlined in Exhibits A-1 through A-4 of the agreement. The services will provide critical information and metrics to drive key decision-making processes around any number initiatives, from consultation on the purchase of products and services to issues related to

organizational and operational change. The subscription service will span a 3.5-year period beginning February 1, 2022 through June 30, 2025.

**Background:**

Since July of 2009, Gartner Inc., has provided strategic IT research and advisory services to a handful of directors and management-level staff within ICT and the Director of General Services and has been an essential partner with the County in driving change by providing subscription access to various services, including metrics, analytics, reports, and live consulting. By accessing these services, ICT management has made better, more informed decisions around an array of initiatives. Most recently, Gartner assisted General Services in formulating a plan for the Hybrid IT Model passed by the Board at the December 14, 2021 hearing. Gartner also assisted with the IT Compensation and Classification project that will go before the Board of Supervisors for approval at the January 25, 2022 hearing.

**Fiscal and Facilities Impacts:**

Budgeted: Yes **Fiscal Analysis:**

| <b><u>Funding Sources</u></b> | <b><u>Feb 2022 - June 2023 Cost:</u></b> | <b><u>July 2023 - June 2024</u></b> | <b><u>July 2024 - June 2025</u></b> | <b><u>Total Project Cost</u></b> |
|-------------------------------|--|-------------------------------------|-------------------------------------|----------------------------------|
| General Fund                  | \$ -                                     | \$ -                                | \$ -                                | \$ -                             |
| Fund 1915-IT                  | \$ 268,611.67                            | \$ 216,060.00                       | \$ 225,418.00                       | \$ 710,089.67                    |
| <b>Total</b>                  | <b>\$ 268,611.67</b>                     | <b>\$ 216,060.00</b>                | <b>\$ 225,418.00</b>                | <b>\$ 710,089.67</b>             |

---

Narrative:

**Key Contract Risks:**

**Special Instructions:**

Clerk of the Board: Provide two (2) duplicate originals of the Agreement and a Minute Order to Andre Monostori, Assistant Director, General Services Department.

**Attachments:**

- Attachment A: Agreement for Professional Services of Independent Contractor with Gartner, Inc.
- Attachment B: Service Agreement (Gartner Inc.)
- Attachment C: County of Ventura Master Client Agreement with Gartner, Inc.

**Authored by:**

Jason Womack, General Services