



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: Information Technology Services  
Department No.:  
For Agenda Of: 2/26/2008  
Placement: Administrative  
Estimated Tme:  
Continued Item: No  
If Yes, date from:  
Vote Required: Majority

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TO: Board of Supervisors

FROM: Department Susan Paul, Assistant CEO/Human Resources Director  
Director(s) Daniel Milei, Director, Information Technology Services  
Contact Info: Daniel Milei, 568-2671

SUBJECT: **Bid Waiver Request (Cognos Software Acquisition)**

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**County Counsel Concurrence**

As to form: N/A

**Auditor-Controller Concurrence**

As to form: N/A

**Other Concurrence:** Purchasing

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors authorize the County Purchasing Manager, without requiring a Formal Bid Process, to procure data analysis and reporting software from Cognos Corporation, an IBM Corporation subsidiary (not a local vendor) for a total amount not to exceed \$192,097.50.

**Summary Text:**

On February 12, 2008, the Board adopted the IT Strategic Plan and viewed a demonstration of the Proof-of-Concept for the Plan's Data for Decision-Making initiative. In order to complete the development of the Proof-of-Concept and begin implementation of the Data for Decision-Making initiative, it is necessary to purchase a suite of data analysis and reporting software tools that can be used by all County departments. Tools from Cognos Corporation have been selected.

**Background:** Business Intelligence ("BI") refers to the technologies, applications and practices for the collection, integration, analysis and presentation of business information and also sometimes to the information itself. The purpose of business intelligence is to support better decision-making.

In December 2007, the County of Santa Barbara contracted with Aviana Global Technologies, Inc. (“Aviana”) to assist in selecting a Business Intelligence toolset and to implement the Data for Decision-Making Proof-of-Concept.

After meeting with representatives from the CEO Office, Planning and Development, Public Health, Social Services, Treasurer-Tax Collector, Clerk-Recorder-Assessor, Alcohol Drug and Mental Health, GIS, Human Resources, Information Technology and the Budget Office, it was determined that the ideal software to meet the County’s current and future needs would have the following key features:

- Support for the Data for Decision-Making initiative by providing county-wide data in an easily accessible environment
- Ability to use data across multiple functional areas and departments
- Ease of data analysis and reporting by non-expert end users
- Integration of Business Intelligence and Reporting capabilities with the County’s Planning, Budgeting and Forecasting process
- Integration with the County’s Geographic Information System infrastructure
- Ability to provide data and reports to the community via the Internet
- A stable and scalable platform that can grow with the County’s changing needs

The interviews resulted in a need to expand the toolset selection scope from BI alone to two categories:

- Business Intelligence which focus on the collection, integration, analysis and presentation of business information and
- Corporate Performance Management (“CPM”) which focus on planning, budgeting and forecasting capabilities

According to leading ratings organizations such as Gartner and Forrester, only two vendors’ products reside in the leaders’ quadrant in both BI and CPM categories for the entire range of features sought by the County. Aviana compared these two leading BI and CPM tool vendors in the following categories:

- Vendor credibility
- Suite integration
- Information delivery capabilities
- Analysis capabilities

Aviana recommended Cognos as the Business Intelligence and Corporate Performance Management toolset of choice for the County. After review and discussion, County staff concurred with the recommendation.

**Fiscal and Facilities Impacts:**

Budgeted:

**Fiscal Analysis:**

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>Annualized</u> <u>On-going Cost:</u>	<u>Total One-Time</u> <u>Project Cost</u>
General Fund			
State			
Federal			
Fees			
Other:	\$ 192,047.50	\$ 30,727.60	\$ -
Total	\$ 192,047.50	\$ 30,727.60	\$ -

Narrative:

Funding is available in the Information Technology Services budget.

**Staffing Impacts:**

**Legal Positions:**  
0

**FTEs:**  
0

**Special Instructions:**

Please return an electronic copy of the Minute Order to [dmilei@co.santa-barbara.ca.us](mailto:dmilei@co.santa-barbara.ca.us) and one copy of the Minute Order to Purchasing, Attn: John McMillin.

**Attachments:**

None

**Authored by:**

Daniel Milei, Director, Information Technology Services.

**CC:**

Sally Nagy, Chief Information Officer