

## JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 2/11/14 Dept./Div.: IT Department Phone: 5154

Contact: Steve Ely

Description of Equip./Service Req.: Oracle/PeopleSoft Support Service

Recommended Vendor: Rimini Street, Inc.

Address: 3993 Howard Hughes Pkwy, Suite 780, Las Vegas, NV 89169 Phone:

925-264-4325

1. Check reason for sole source request:

- Sole Source:** No other items are known to exist which perform the same function.
- Proprietary:** The item is held under exclusive title, trademark or copyright by a private person or company; a proprietary distributorship would also apply.
- Standardization:** The City requires the item(s) to standardize parts, design, quality, etc. (explain in more detail below)

2. Is the product or service available from other sources?

- Yes
- No

If YES, list name of vendors:

If NO, explain why the product/service is available from only one source:

Staff researched options to reduce costs without reducing support levels, which led to a search for third party vendors capable of supporting maintenance of the City's Oracle/PeopleSoft modules and mandated Tax updates.

Staff research determined that only one vendor provides all of the critical and necessary elements needed. This vendor was Rimini Street.

During the research it was found that other public agencies going through a similar process utilized a sole source agreement with Rimini Street as well. Ray Wang from Constellation Research, identified two (2) third party vendors in July 4, 2012 article he wrote in response to an Oracle lawsuit against its monopolistic practices. He identified Rimini Street and Spinnaker Support. The latter does not support PeopleSoft. Rimini, however, does support PeopleSoft and all of the modules the City's currently running. Staff has not found in its research any other third party vendor who can support its maintenance needs if it separates from Oracle while identifying a long term solution. Recent public agencies with sole source agreements include: City of Fresno, City of Santa Monica, and City of Tallahassee. Rochester City school district completed an RFP process that resulted in only one respondent, Rimini Street.

In conclusion, staff has researched, in an attempt to identify viable third party vendors capable of providing Oracle/PeopleSoft maintenance support, to initiate a competitive bid for said services and Rimini Street is the only viable vendor found in its discovery.

3. Can your requirements be modified so that competitive products or services may be used?

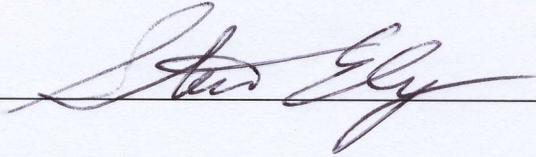
Yes

No Please explain:

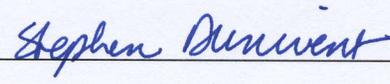
The requirements are necessary and critical to the ongoing operation of the City's Finance and Payroll systems.

4. How does the recommended vendor's prices or fees compare to the general market?

They are more favorable than the prices of the Software provider.

Dept./Div. Head's Signature:  Date: 2/11/2014

Purchasing Supervisor's Signature:  Date: \_\_\_\_\_

Purchasing Officer's Signature:  Date: 2.11.14