

CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Information Technology

AGENDA DATE: April 26, 2011

CONTACT PERSON/PHONE: Miguel Gamino – Assistant Director, Information Technology (915) 541-4288
Bruce D. Collins – Purchasing Manager (915) 541-4313

DISTRICT(S) AFFECTED: All

SUBJECT:

Discussion and action that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order to Oracle America, Inc., a State Department of Information Resources (DIR) contractor under Contract Number DIR-VPC-03-018, for program licenses and support fees needed for new modules necessary for the upcoming re-implementation of PeopleSoft in the estimated amount of \$1,110,352.26.

BACKGROUND / DISCUSSION:

The new modules include training and implementation tools (29 in total) necessary for the re-implementation, migration, and improvement of staffing productivity of the City Enterprise Resource Planning package and six (6) additional PeopleSoft Components that add functionality that will enable electronic procurement, vendor sourcing and contract management. Under DIR Contract #DIR-VPC-03-018, Section 10.03 Oracle Special Offers states, in part, that Oracle may offer more advantageous special promotions or discount packages by adding to its normal discount such other discounts or promotions. As such, the City negotiated additional discounts off the DIR Contract schedule totaling 68% that resulted in significantly lower prices for this purchase and included special terms that allow the City, for a period of one year from the effective date of the Oracle Ordering Document, to acquire additional Software Update Licenses and Support programs for a discount of 58%.

PRIOR COUNCIL ACTION:

Yes, September 28, 2010

AMOUNT AND SOURCE OF FUNDING:

Department: Information Technology
Amount: \$1,110,352.26
Funds Available: 14400200- 508010- 27269 - PCP10 IT02A
Funds Source: 2010 Certifications of Obligations

BOARD / COMMISSION ACTION:

N/A.

*****AUTHORIZATION*****

DEPARTMENT HEAD: _____

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To: Bruce D. Collins, Purchasing Manager

From: Miguel Gamino, Assistant Director
Information Technology Department

Date: April 26, 2011

Re: Texas Department of Information Resources, Contract DIR-VPC-03-018

The Information Technology Department recommends authorizing the Purchase Order for Oracle Licenses and Support fees needed for new modules necessary for the upcoming re-implementation of PeopleSoft.

1. Is there an urgent need for the product/service? In other words, is time of the essence?

This is the purchase of Oracle Licenses and Support fees for new modules needed for the PeopleSoft re-implementation that will be awarded in May.

2. Does the purchase through the Program promote the standardization of equipment?

Yes, the City of El Paso is standardized on Oracle support services of PeopleSoft software.

3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?

No, this is very specialized support service from Oracle of PeopleSoft software components and to the best of our knowledge; this type of support is not available locally.

4. Do the available vendors have prior work experience and/or familiarity with the City?

Yes. Oracle is the manufacturer of the City's PeopleSoft environments and has provided the support service for many years.

5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?

Yes. Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of this bid.

The participation by the City of El Paso in the Department of Information Resources (DIR) Cooperative Purchasing Program was approved by Mayor and City Council on February 27, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24, 2008.

Mayor
John F. Cook

City Council

District 1
Ann Morgan Lilly

District 2
Susie Byrd

District 3
Emma Acosta

District 4
Carl L. Robinson

District 5
Rachel Quintana

District 6
Eddie Holguin Jr.

District 7
Steve Ortega

District 8
Beto O'Rourke

City Manager
Joyce A. Wilson



Two Civic Center Plaza
El Paso, TX 79901
(915) 541-0000

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Oracle America, Inc

URL [Vendor Website](#)
 Vendor ID 1942805249201
 HUB Type Non HUB

DIR Contract Number DIR-VPC-03-018
 Contract Term End Date 4/20/2012
 Contract Exp Date 4/20/2014

Oracle America, Inc

Contact See Contacts Below
 Phone
 Fax

DIR

Contact [Aiko Morales](#)
 Phone (512) 475-0515
 Fax (512) 475-4759

How to Order

1. For product and pricing information, visit the [Oracle America, Inc](#) website or contact [See Contacts Below](#) at . Reseller Vendors are also available through this Contract. Select from any Reseller Vendor contact listed below to also obtain product and pricing information.
2. Generate a purchase order, made payable to Oracle America, Inc or any Reseller Vendor listed below. You must reference the DIR Contract Number **DIR-VPC-03-018** on your purchase order.
3. E-mail or Fax your purchase order and quote form to your designated vendor or reseller sales representative.

Contract Overview

Additional Oracle Contacts

Application License Sales:
[Juan-Carlos Martinez](#)
 Phone: 512-632-6680
 Support Renewals:
[Derek Bishop](#)
 Phone: 512-671-5163
 Education Sales:
[Karen Ferguson](#)
 Phone: 916-315-4527
 Consulting Sales:
[Vic Bentley](#)
 Phone: 972-740-2917
 Technology License Sales:
[Craig DeAngelis](#)
 Phone: 214-621-9180
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Contract: [DIR-VPC-03-018](#)

HUB Subcontracting Plan (HSP) PDF - 79 KB | Updated 07/02/2010

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

Pricing PDF - 60 KB | Updated 03/10/2011

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

Available Brands

JD Edwards
 Oracle
 PeopleSoft USA, Inc.

Available Products & Services

Instructor-led Training
 Software
 Technical Services
 Training

Additional Contract Information

- [Appendix E, License and Support Ordering Document \(127 KB\)](#)
- [Appendix F, Oracle Service Rates \(17 KB\)](#)
- [Appendix G, Technical Services Ordering Document \(177 KB\)](#)
- [Appendix G, Exhibit 1, T&M Ordering Document \(80 KB\)](#)
- [Appendix G, Exhibit 2, FPE Ordering Document \(43 KB\)](#)

Reseller Vendor Contacts

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address
DLT Solutions, Inc.	1541599882000	Non HUB	Ben Henning	Phone: 703-708-9109 Fax: (866) 708-6867	13861 Sunrise Valley Drive, Suite 400 Herndon, VA 20171
Mythics, Inc.	1541987871300	Non HUB	Doug Altamura	Phone: 757-412-4020 Fax: 757-412-1060	1439 N. Great Neck Road Virginia Beach, VA 23454
RFD & Associates, Inc.	1742736774700	Woman Owned	Barbara Nadalini	Phone: (512) 628-2614 Fax: 512-347-9412	401 Camp Craft Rd Austin, TX 78746
Solbourne Computers, Inc.	1943020446100	Unknown	John Smylie	Phone: 214/213-4822 Fax: 303/417-2820	4001 Discovery Drive Suite 210 Boulder, CO 80303