



Interoffice Memorandum

APPROVED
BY ORANGE COUNTY BOARD
OF COUNTY COMMISSIONERS
MAY 05 2015 *NP/IKH*

April 9, 2015

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: *[Signature]* Johnny Richardson, Manager, Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Information Systems and Services Division
Phone 407-836-5200

SUBJECT: Approval of Purchase Order M73046, Renewal of Software Support and Annual Maintenance for Oracle Applications and Databases

ACTION REQUESTED:

Approval of Purchase Order M73046, Renewal of Software Support and Annual Maintenance for Oracle Applications and Databases, with Oracle USA, Inc. in the amount of \$457,752.92.

PROCUREMENT:

Oracle application software support and annual maintenance for Oracle's PeopleSoft Human Capital Management (HCM) and Oracle's PeopleSoft Enterprise Revenue Management (ERM) applications for the period of May 31, 2015 thru May 30, 2016.

FUNDING:

Funding is available in account number 0001-031-0506-3192.

APPROVALS:

The Information Systems and Services Division concurs with this recommendation.

REMARKS:

Oracle USA, Inc. is the only company authorized to support and maintain their products. Although this service is proprietary to Oracle, competition may be obtained through Oracle's authorized resellers. Resellers under the General Services Administration (GSA) contracts can sell maintenance and support and will mark-up the costs 2-3% per line item. However, the actual maintenance and support provided through this arrangement would be provided by Oracle with the

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resellers acting as middlemen. Therefore, staff has concluded that contracting directly with Oracle for this proprietary software maintenance is in the County's best interest. This approach offers the County the lowest service cost and allows for direct contract administration activities with Oracle without having to go through a third party.