



# Pinellas County

## Staff Report

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**File #:** 19-1939A, **Version:** 1

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### **Subject:**

Increase to the agreement with Oracle America, Inc. for requirements of software licenses and maintenance support.

### **Recommended Action:**

Approval of an increase to the agreement with Oracle America, Inc. for requirements of software licenses and maintenance support.

- This contract is for the maintenance and support of Oracle software licenses which are utilized to support many critical business processes including the Oracle Project Unified Solution (OPUS) system.
- The requested increase to the agreement is \$2,259,914.87 for an additional year of support through January 29, 2021.
- County staff is negotiating an agreement with a third-party vendor as an alternative to Oracle maintenance and support; this agreement will not be renewed if award of the new contract is awarded.

Contract no. 090-0173-M (JJ); increase in the amount of \$2,259,914.87 for a revised total of \$19,286,160.77; contract effective through January 29, 2021.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

### **Summary:**

The purpose of this request is to increase the agreement with Oracle to provide maintenance and support of software licenses through the end of the contract term. The requested increase includes a five percent (5%) price adjustment as originally stipulated in the contract.

Additionally, this request clarifies the correct contract term date of January 29, 2021 in accordance with Amendment 2 dated February 18, 2019.

### **Background Information:**

This contract provides for the maintenance and support of Oracle software licenses which are utilized to support many critical business processes including the Oracle Project Unified Solution (OPUS) system. The key dates and milestones of the Oracle America, Inc. contract are as follows.

- The contract was originally approved by the Board of County Commissioners (Board) on January 5, 2010 for a seven (7) year period.

- On March 27, 2012, the Board approved Amendment No.1, clarifying the contract term date of January 29, 2017.
- On January 24, 2017, the Board approved an increase upset limit to provide maintenance and support and to clarify the contract term date of January 29, 2019.
- On November 20, 2018, the Board approved an increase upset limit to provide maintenance and support and a twelve (12) month extension (contract term date of January 29, 2020).
- On February 18, 2019, the Board approved Amendment No. 2, clarifying the contract term date of January 29, 2021 (no fiscal impact).

County staff is pursuing a maintenance and support agreement with a third-party vendor as an alternative to Oracle. The third-party vendor agreement is anticipated to yield a savings in excess of \$1M as compared with this Oracle agreement. This Oracle support will not be renewed if the third-party vendor agreement is executed before January 2020.

**Fiscal Impact:**

Total approved to date not to exceed \$17,026,245.90.

Increase not to exceed \$2,259,914.87.

Revised total expenditure not to exceed \$19,286,160.77

Funding to support this item is included in the FY20 Adopted Budget within the BTS Fund.

**Staff Member Responsible:**

Jeff Rohrs, Chief Information Officer, BTS  
Merry Celeste, Division Director, Purchasing

**Partners:**

N/A

**Attachments:**

Support Service #5742498  
Support Service #3982860  
Support Service #5755813  
Support Service #6002714  
Support Service #6455248